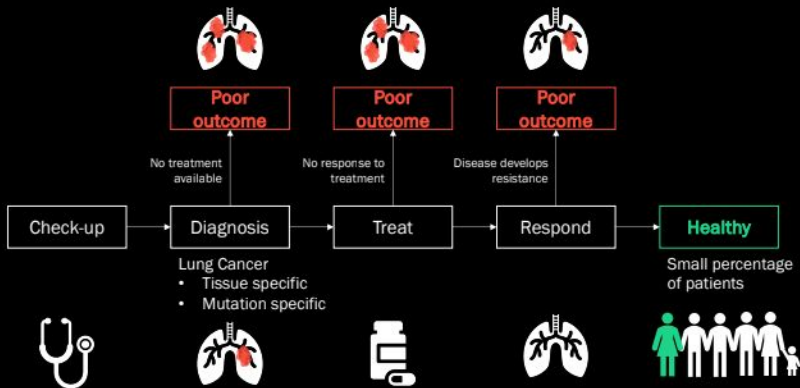




pepper bio
THE END OF UNTREATABLE



Patients need to be lucky in order to be treated effectively





I have been there, when my grandmother got Alzheimer's,
where there are no treatments





Pepper team has the scientific rigor and business acumen for success



**SAMANTHA
DALE
STRASSER,
PHD**

CSO & Co-founder
PhD, MIT

- Developed Pepper's technology
- Studied multi-omics while an NSF Graduate Research Fellow in EECS mentored by Douglas Lauffenburger at MIT
- Former Churchill Scholar and Goldwater Scholar



Beth Israel LaheyHealth
Beth Israel Deaconess Medical Center



JON HU

CEO & Co-founder
MBA, Harvard
Business School

- Led Atidiv (formerly Loft), an enterprise solutions Guild portfolio company, as its CEO, growing the company from 200 to 300 people
- Expanded Techweek, a tech conference and Guild portfolio company, to 2 new cities as COO



Northwestern
University



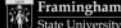
Guild Capital



**SIMON FRICKER,
PHD**

CDO
PhD, University of
Warwick

- 25+ years of experience in the industry from a founding member of AnorMED (acquired by Genzyme) to Sanofi
- Worked on 3 approved drugs, including overseeing a drug from beginning to approval





**Industry
researchers
identified 3
fundamental
problems with
drug discovery**

Static

Studies lack functional information and focus on 'what is there' not 'what is happening'

Biased

Researchers often look in the wrong places when using limited panels

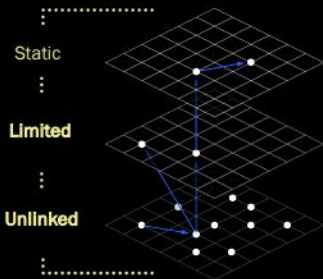
Correlative

Analyses miss causative interactions and depth



Pepper's transomics approach ushers in a new era of drug discovery

Traditional R&D



Phosphoproteomics

Modified protein data provides a **functional** understanding of biology

..... Proteomics

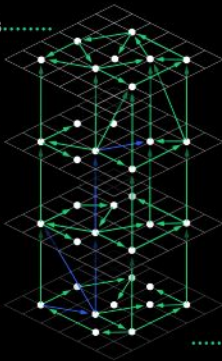
... Transcriptomics ...

..... Genomics



pepper bio

THE END OF UNTREATABLE



Global data across all layers captures full complexity of biology

Incorporating universal interactions reveal **causal** relationships



Pepper's platform exceeds state-of-the-art target ID approaches in cancer

12x

Better than leading
NLP of over 30M+
scientific sources

4x

Better than traditional
multilomic analyses

2 key questions in drug development for patients



Right target?

Does the target cause disease?
Can regulating the target reverse disease?



Right drug?

Does the drug hit the target?
Does the drug hit something it shouldn't?



Our tech addresses both key questions



Understand disease

(What drives or sustains disease)

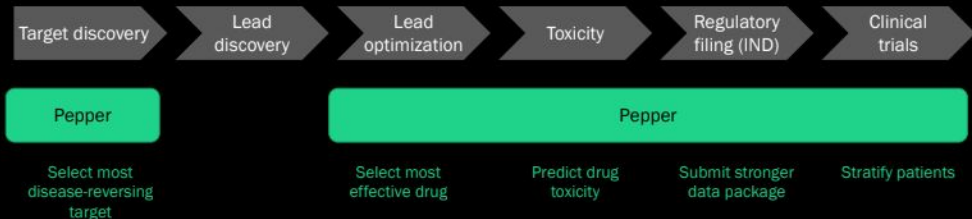


Understand drug

(Full impact of drug on patient)



We can apply our technology to nearly the entire process and can integrate seamlessly into pharma's existing processes





Platform can be applied across 3 large therapeutic areas

Oncology

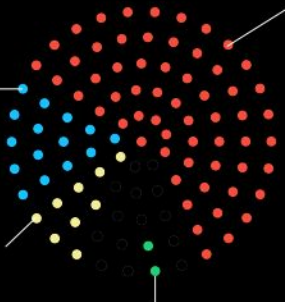
\$201B (2021) | 9.7% CAGR

1 out of 6 people worldwide dies due to cancer.

Neurodegenerative

\$34B (2020) | 4.9% CAGR

1 out of 9 people worldwide dies due to a disorder of the nervous system.



Inflammatory diseases

\$98B (2020) | 9.3% CAGR

3 out of 5 people worldwide die due to chronic inflammatory diseases.

Only 1 out of 50 people worldwide lives to reach the age of 80.



We can generate early revenue while developing our pipeline



Develop drugs internally

Product engine to churn out new drugs

- Strong, fast tech validation
- High value capture
- High control



Develop partnerships

Partner-of-choice for pharma

- High patient impact and access
- Early & recurring revenue
- Robust data & platform validation



We're starting in oncology by looking at 3 cancers worth \$5.3B for our internal pipeline

Addressable population
(US & EU5)

Pricing assumptions

Total Addressable Market
(US & EU5)

Lymphoma

Myc-driven



8.4K

US: \$250K

EU: \$93K

\$1.5B

Liver cancer

Myc-driven



10.7K

US: \$182K

EU: \$98K

\$1.5B

NSCLC

EGFRm

(top 4 atypical +
SoC-resistant)



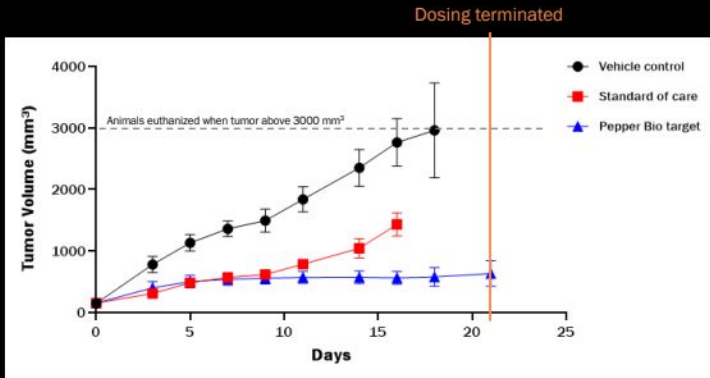
14.8K

US: \$182K

EU: \$98K

\$2.3B

We expect to reach the clinic in HCC next year





We already generate revenue through partnerships



Scalable partnerships
(Low R&D effort)



Recurring & early revenue
(Embed Pepper into
pharma's existing
processes)

\$3.3B

**Short-term
total addressable market**
(Pre-clinical omics R&D
tech in oncology, neurology,
and inflammatory)

\$1B+

**Jumbo-sized platform deals
in the market**
(e.g., Roche, Bayer,
BMS, Gilead)

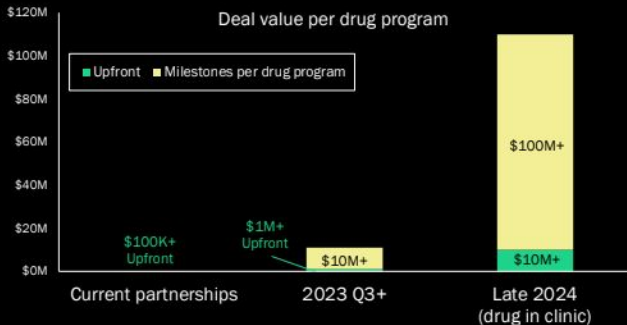


Strong traction with leading drug developers and <\$1M in revenue

Company	Goal	Revenue	Duration
Top 5 pharma	Mechanism for novel modality	\$100K - \$400K	7 months
Public commercial-stage biopharma	Target ID for AML	\$100K - \$400K	3 months
Public clinical-stage biopharma	Mechanism for clinical asset	\$100K - \$400K	8 months
TOTAL		<\$1M	



Deal sizes expected to increase by orders of magnitude



Royalties

-

-

Tiered royalties (<10%)

Total deal value

\$100K+

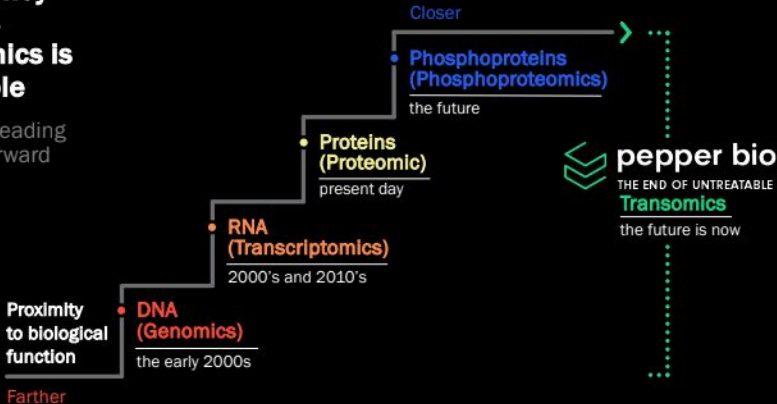
\$10M - \$100M+

\$100M - \$1B+



The journey towards transomics is inevitable

Pepper is leading the way forward



Transomics is the future of precision medicine

Past

Disease defined
by tissue of origin



Disease
subtypes

Treatment
options



Patient
response

Present

Disease defined
by tissue and mutation



 **Future
pepper bio**
THE END OF UNTREATABLE
Disease defined
by transomic signature





**Drive the future of
drug discovery.**

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