



BC Platforms Learnings and Future

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Presentation at HealthBio 2018 Turku

- History and Background
- Trends in Personalized Medicine
- Product/Service Offerings
- Business model
 - Types of business relationships (contracts)
 - Key customers
 - Typical sales cycle for new customers
- Going forward
- Competitive landscape and ecosystem development Finland

Pioneers in genomic data management

20 years of providing solutions for genomic research positions the company well for precision medicine

- BC Platforms stands for Biocomputing Platforms
- A Swiss-Finnish bioinformatics company established in 1997
- The company origins go back to a diabetes 2 research project for MIT Whitehead Institute where the founder, Timo Kanninen, created a database which became the foundation for our platform
- We're pioneers in data management and analysis software for genetic research having extensive experience in handling and analyzing large genetic and clinical data together
- Focusing on three life science market segments:
 - Pharmaceutical and Biotech industry
 - Healthcare
 - Research
- Our customers all have similar challenges in managing and analyzing growing, complex data in an efficient and secure manner



BC Platforms investors

Strong investors with long terms interest and industry expertize

- Strategic investment fund of the Debiopharm Group
- > USD 95 million invested since 2008. Cumulative equity raised over USD 500 million.
- State owned fund
- 1.000 M\$ under management
- Operates as an active minority owner
- Provides access to business expertise and international networks.
- BioMedPartners is one of the leading European venture capital firms providing private equity and mezzanine financing to early- and mid-stage healthcare and human life science companies
- Total capital under management of CHF 250 million.



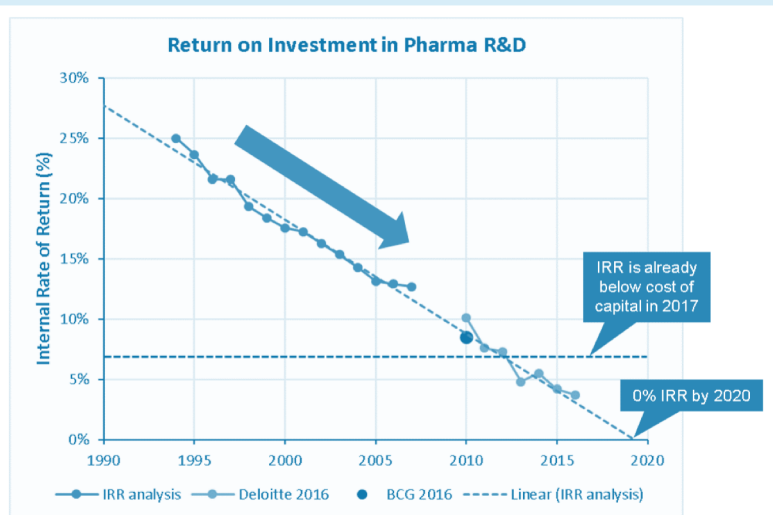
We need drugs that are effective and are developed efficiently

Personalized Medicine is the solution



PHARMA

PHARMA R&D PRODUCTIVITY IN DECLINE: WITH THE BLOCKBUSTER ERA BEHIND, NEW DRUGS ARE MORE EXPENSIVE TO DEVELOP



Source: endpts.com, Nov 28, 2017



HEALTHCARE

HEALTHCARE COSTS ON THE RISE WITH HUGE LOSSES IN THE SYSTEM DUE TO DRUG INEFFECTIVENESS

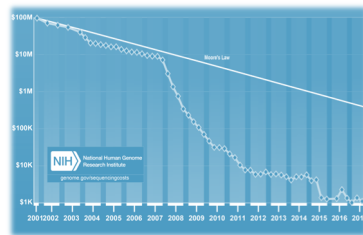
Major Drug	Drug Effectiveness	Cost of Ineffectiveness to Healthcare System
Hypertension Drugs ACE Inhibitors	10-30%	\$390 million – \$1.2 billion
Heart Failure Drugs Beta Blockers	15-25%	\$345 million – \$575 million
Anti Depressant Drugs SSRIs	20-50%	\$2.3 billion – \$5.8 billion
Cholesterol Drugs Statins	30-70%	\$3.8 billion – \$8.8 billion
Asthma Drugs Beta-2-agonists	40-70%	\$560 million – \$1.0 billion

Source: The Personalized Medicine Coalition

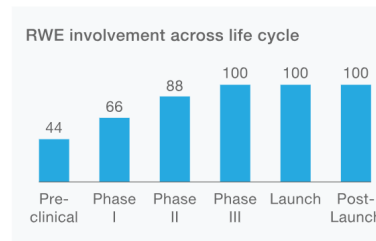
Personalized Medicine is making great strides

Many challenges are yet to be tackled at scale

Significant reduction in cost of
genome sequencing



Increased use of **real world data** catalyzed by
broad EHR access (US)



Source: McKinsey May 2018, RWE: From activity to impact in healthcare decision making

Its not just about BIG Data, importance of
drawing **insights and recommendations**



Patient stratification to identify population
subsets most likely to respond to a therapy



More than half of clinical trials already
have a molecular biomarker component



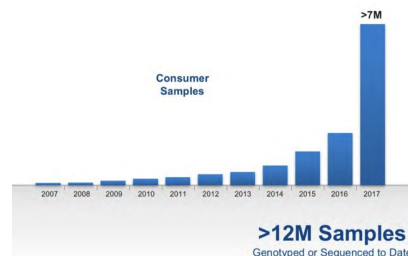
Challenges with integrating genomic data into
EHRs, **Interoperability and Data Processing**
speed become factors



Increasing importance of **biobanks** in Clinical
R&D, however, access remains a challenge



Consumer genomics inflecting making DTC
companies large players in genomic data



Source: Illumina Investor presentation 2018

Cloud technologies reduce costs yet raise
concerns about Data Security



BC Platforms Overview

Mission

From Data to Health

Increase understanding of the disease biology to personalize healthcare



Vision

Preferred global data and technology partner for the professionals advancing the transition to precision medicine.



Strategy

Provide a complete, open, integrated solution suite to biobanks, life science R&D companies and healthcare organizations



BC Platforms' customer segments and business lines

Our customers need highly scalable, secure solutions for research and clinical use



TARGET SEGMENT 1

**PHARMA &
RESEARCH**



TARGET SEGMENT 2

HEALTHCARE



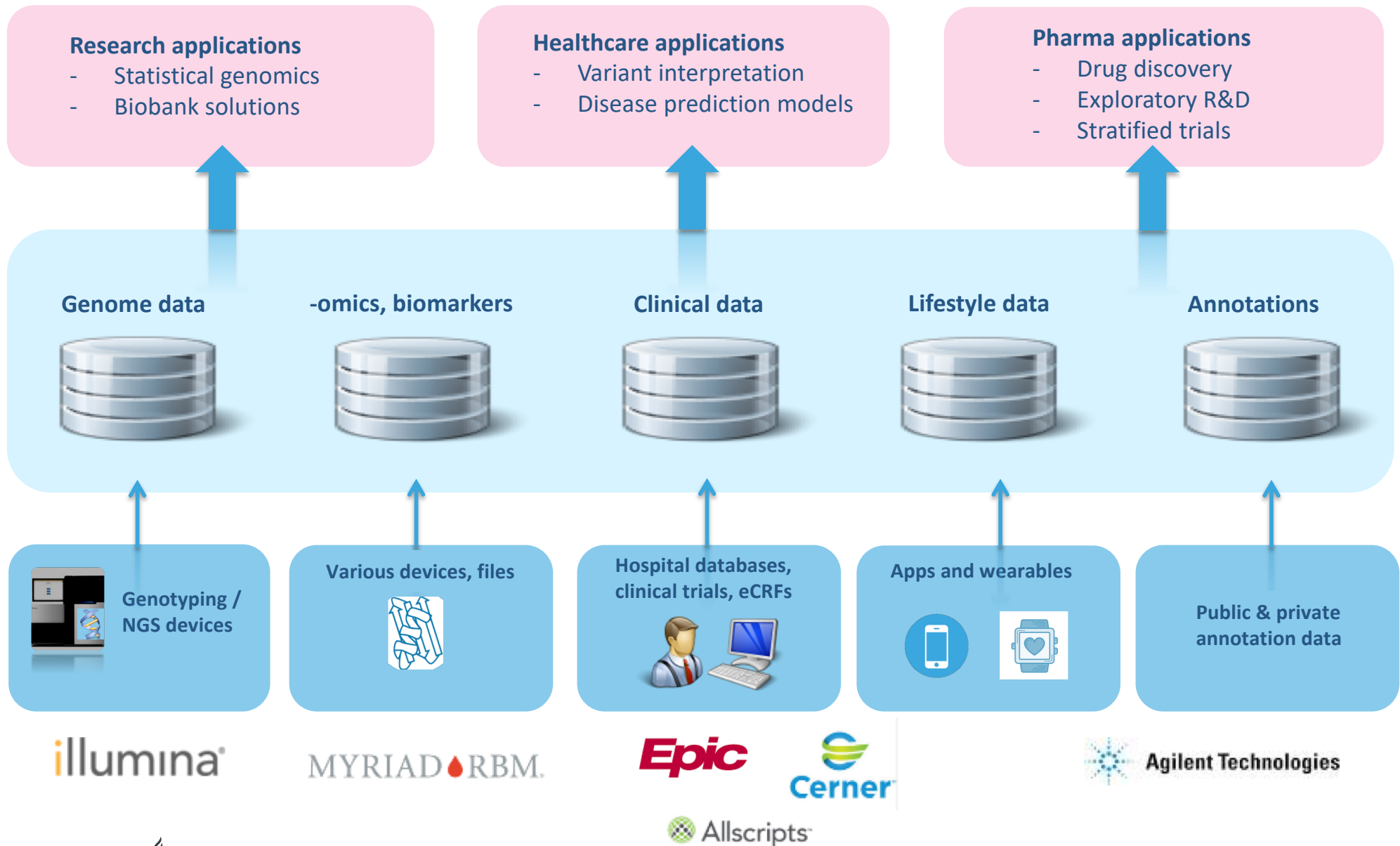
TARGET SEGMENT 3

BIOBANKS

SOFTWARE PLATFORM BUSINESS

DATA SCIENCE BUSINESS

Our Platform Model for Precision Medicine



Customer case in Pharma

Johnson & Johnson

The transformation: Johnson & Johnson is one of the leading translational life science organizations globally. Their unit is building internal development platform, where aggregated clinical and genomics data are been used to transform complete R&D process changes. This will bring benefits in both pre-clinical and clinical development work.



"BC Platforms has delivered a high performing platform so that we can make a difference in next generation precision medicine research and clinical workflows."

—Dr. Qingqin Li,
Scientific Director at Johnson & Johnson

Johnson & Johnson

J&J believes in collaboration, and that has led to breakthroughs after breakthroughs. These medical miracles have changed lives, to the simple consumer products that make every day a little better.

J&J has over 125,000 employees in 60 countries are united in a common mission: To help people everywhere live longer, healthier, happier lives.

Healthcare Solutions Example

University Hospital Helsinki / Decision June 2018

- Largest healthcare provider in Scandinavia
- 1.6. Million population catchment area
- Comprehensive set of functionalities
- Data used for:
 - Healthcare (precision medicine)
 - Academic research
 - Pharma collaboration



"BC Platforms has been chosen as a strategic partner in integrating genomic data and clinical data. HUS aims to be a leading site in Precision Medicine and in the enhancement of the secondary use of the data."

— CIO, Mikko Rotonen

Some of our references

North America and Australia:

University of Colorado Anschutz, US
Dartmouth Hitchcock, US
Emory University, US
Northwestern, US
Janssen Pharmaceutical (J&J), US
Biogen, US
Gene by Gene, US,
Codigo46, Mexico
Hospital for Sick Children, Toronto
QUT Brisbane, Australia
Monash University, Australia

Europe:

Imperial College London, UK
King's College London, UK
University of Manchester, UK
Trinity College Dublin, Ireland
Berlin Charité University Hospital, Germany
Karolinska Institute, Sweden
Uppsala University, Sweden
Helsinki University Hospital HUS, Finland
FIMM Finnish Institute of Molecular Medicine



Our solutions are used in 15 countries at over 60 institutions.

BC|RQUEST – global healthcare data available and accessible

 BCRQUEST.COM

BIOBANKS

BIOPHARMA

HEALTHCARE ORGANIZATIONS

REQUEST A DEMO

LOGIN



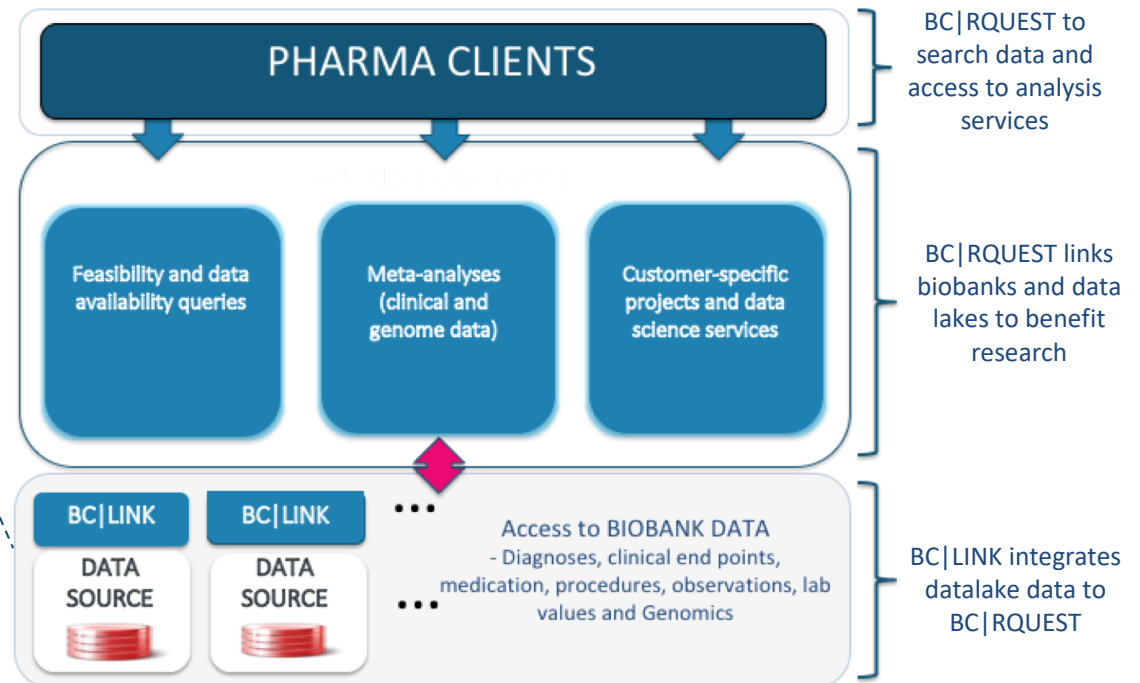
Enabling discovery with the
power of a global network

Request a demo

BC|RQUEST – Data Science Platform for commercial research



BC Platforms has the right connections established and solutions deployed in research cohorts and biobanks, in 20 countries representing numerous populations: USA, Europe, Oceania and Latin-America



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BC Platforms value generation

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