

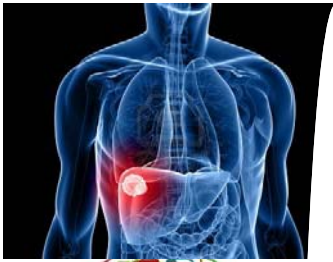
BIOSPAIN 2018

Drug Discovery - Pharma Biotech Forum: From Research to the
Pharmaceutical Market

“What is required to draw the attention of the ~~right~~ investors”

Miguel Vega, General Manager Allinky Biopharma

Wednesday 26th 2018, Seville (Spain)



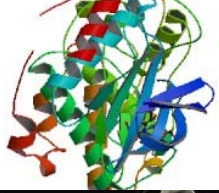
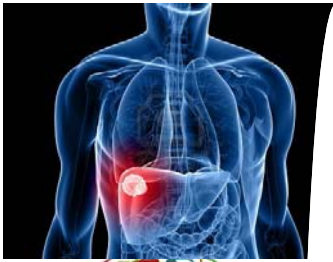
Investment is about confidence, trust, momentum and vision:

✓ **Confidence:** Comprehensive data package supporting the innovation builds confidence. A skillful, resourceful, experienced and reliable team also builds confidence.

✓ **Trust:** Investors are risk averse, they are terrified with proposals related to past failures, thinking out of the box, unknown teams, long-term proposals, non validated targets and some medical indications. They tend to rely more on persons than data. Building strong and solid relations with investors before presenting data is a good idea. Having a track record is very helpful, similar to a credit history asking for a bank loan

✓ **Momentum:** “Momentum is everything”. Momentum could be built, just listen to your potential investors. Forget about your pitch and look for the investor’s needs. Luck could be just in front of you.

✓ **Vision:** Investors just like any other person love to enroll in exciting future scenarios. Everyone has an explorer inside, just clear the path for the explorer to come out. Building a sound and solid proposal to move forward the business is a great idea.



THANK YOU SO MUCH!

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Building momentum in NASH and Oncology

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