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1. Executive Summary

Netabolics is an innovative startup that qualifies as an academic spin-off and operates in the field of bioinformatics. We aim at accelerating the research & development process of Pharma and Biotech by offering a low-cost cloud-computing platform for the analysis of cellular metabolism.

Our proprietary algorithms leverage artificial intelligence to predict the complex behavior of metabolic networks, which include tens of thousands of chemical reactions involving enzymes and metabolic compounds. In particular, we can provide detailed information about how large, genome-scale metabolic networks dynamically respond to various types of perturbations, something that has been impossible thus far. The lack of breakthrough innovation in this specific field since the development of enzyme kinetic theory more than a hundred years ago is arguably among the reasons explaining why about 90% of clinical trials fail.

Netabolics is just born as a business idea, capitalizing ten years of active academic research. We expect to be known in the field by one year from now, which includes having few paying customers (e.g., early adopters) and partnering with one or two non-competitive startup companies operating in the same subject area. By three years, we expect to have acquired a high reputation and tens of highly ranked customers, thanks to the continuous development of our platform. By five years we expect to be the leading company worldwide for the application of artificial intelligence to the kinetic analysis of metabolic networks.

Our ideal customers are in the private sector, i.e. companies directly or indirectly connected with the pharmaceutical/biotechnology industry. However, we expect

to attract some interest from the public sector as well, so universities and research centers.

The specific field within we operate is extremely challenging, therefore there are no identical services on the market. The limited research activity in this field is normally carried out by using freely available pieces of software that are very disparate, unstructured, and multi-format, whose final objective is scientific publication, not real-world applications. Our competitors are essentially indirect, therefore we need to show that the information provided by our algorithms is highly valued and rewarding. We have an innovative and unique solution with strong barriers that will stand up based only on its prediction power. Although this will require time, we are more than confident that it will be tremendously successful in the medium and long run.

The management of our team brings a deep knowledge of the field and many years of academic research, with experience inside and outside Italy.

Our current aim is to rapidly and appropriately arrive at a seed-round of financial investment. In order to be ready for all the challenges described in the present 1-year business plan, we would need a minimum of 150K. Money will be used primarily for constituting and running the company, patenting the method, developing a robust MVP, and launch a good promotional campaign. These steps are mandatory to make our business prepared for being highly profitable in the near future.