

Interim Results for 6 months ended 31 Dec 2020

Investor Presentation

11 March 2021

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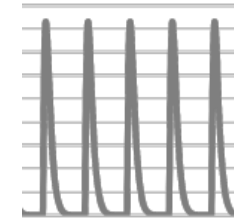


Physiomics is focused on modelling cancer



Knowledge of cancer

Modelling of drug levels and effects



Ability to access and interpret data

AI/ machine learning



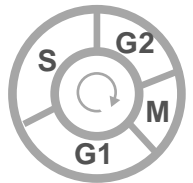


We work with biotech/ pharma and develop personalised oncology tools

Supporting oncology R&D



- Analytical and modelling support for oncology pre-clinical and clinical development
- Full spectrum of modelling support including: NCA, PopPK, PBPK, quantitative systems pharmacology
- Experienced in creation of bespoke models (R/ MATLAB), use of industry standard tools (e.g. NONMEM) & proprietary Virtual Tumour™ platform



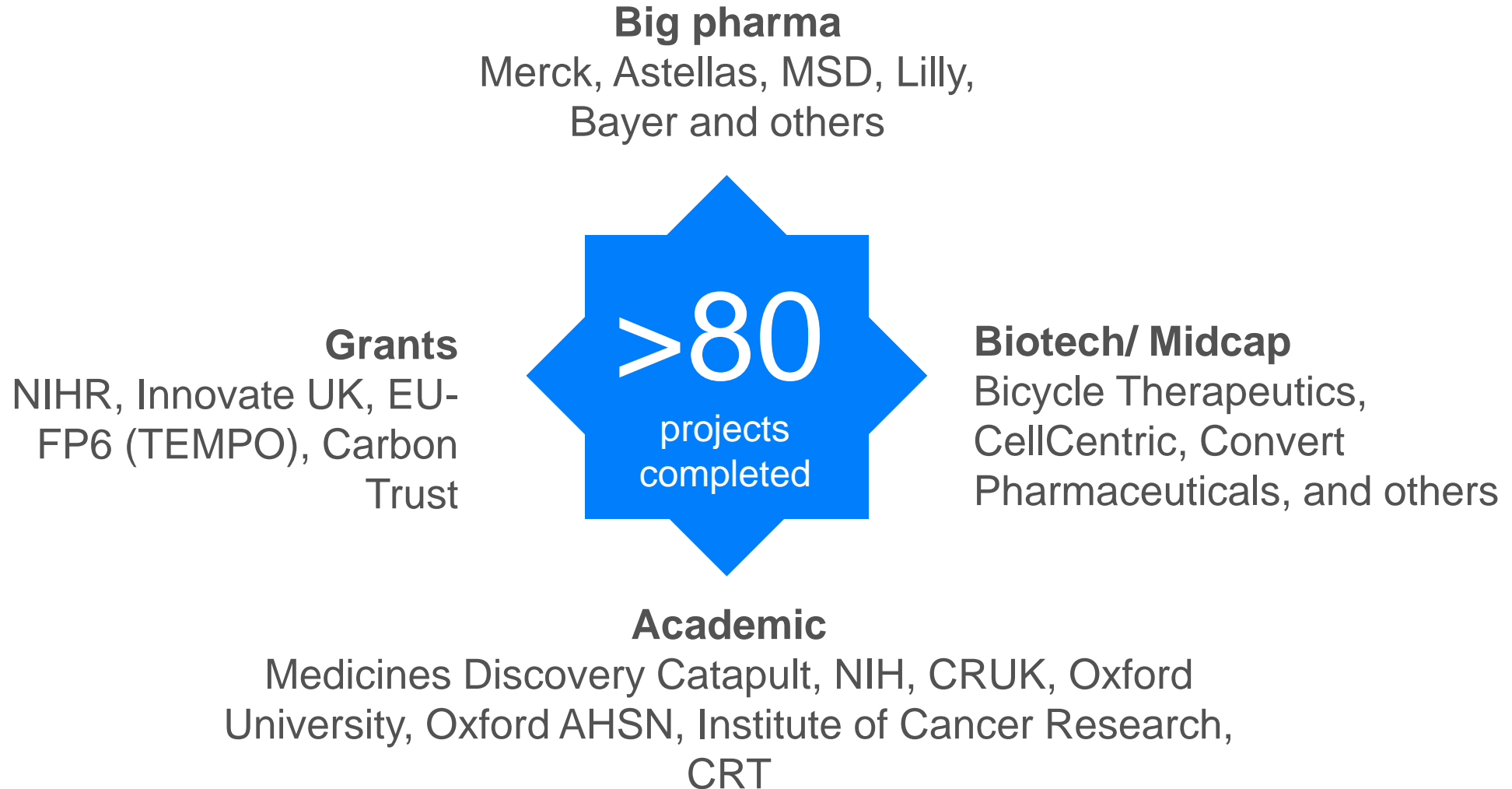
Personalised oncology



- Grant funded by Innovate UK & NIHR
- Predicts toxicity and response to treatment for individuals
- Applications in clinical practice and R&D
- Grant funded PARTNER trial in Portsmouth, UK
- Collaboration with TabulaRasa Healthcare in US



We've completed over 80 commercial and grant funded projects





What our clients say about us...

Nigel Brooks, Director Translational Science, CellCentric

We have worked with Physiomics to help provide answers to some critical early clinical development questions with CCS1477, our novel p300/CBP inhibitor. The analysis performed by Physiomics and the interpretation and input from their modelling experts has been invaluable. We now have the comfort that the next steps we are taking with the development of CCS1477 are data driven and validated through expert modelling data. Thanks for all your help.



CellCentric

Phil Jeffrey, SVP Preclinical Development, Bicycle Therapeutics

Physiomics has provided PK/PD modelling and data analysis expertise on several of our oncology projects. We have found the group to be talented, experienced and committed to delivering high quality results in a timely manner. Physiomics has helped us achieve a more quantitative and translational understanding of our novel molecules.



bicycle
therapeutics



Selected financial highlights: 6 months ended 31 Dec 2020

- Revenue of £363k (six months ended 31 December 2019: £343k)
- Total income of £386k* (six months ended 31 December 2019: £343k*)
 - 13% ahead of comparable prior period
- Operating loss of £132k (six months ended 31 December 2019: £118k)
- Cash and cash equivalents of £1.15m at 31 December 2020 (31 December 2019: £434k)
 - Net cash inflow of £101k during the period
 - Of this, £70k generated from operating activities (six months ended 31 December 2019: -£62k)
- Shareholders' funds of £1.29m at 31 December 2020 (31 December 2019: £532k)

* Total income for the six months ended 31 December 2020 includes other operating income, being grant income, of £23k. No grant income is included in the six months ended 31 December 2019.



Selected operational highlights: 6 months ended 31 Dec 2020

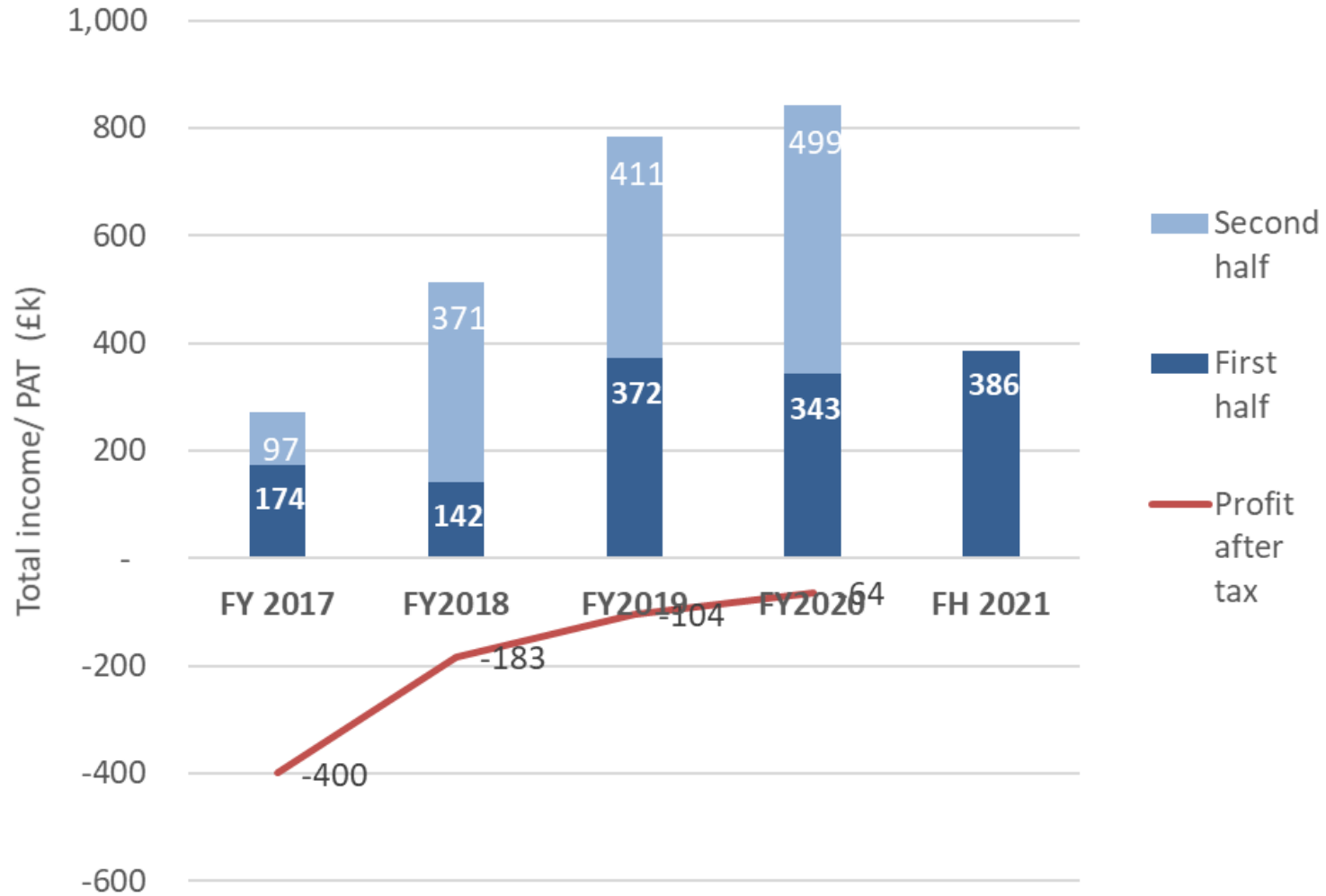
- Signing of a further contract with Bicycle Therapeutics; the eighth signed with this high-profile UK biotech company, spanning four different assets within its pipeline
- Agreement with Astellas Pharma Inc. to model an undisclosed immune-oncology target
- UK HRA and ethics committee approval of PARTNER study to be conducted at Portsmouth Hospitals University NHS Trust to generate data to further evaluate the Company's personalised dosing software tool
- Partnership with Tabula Rasa Healthcare® to implement the Company's personalised dosing tool for cancer treatments in the established DoseMeRx® software platform
- Contracts awarded by Merck KGaA with an aggregate value of £270,000 expected to be completed during the first six to eight months of calendar 2021 with further contracts expected in the second half of calendar 2021

And after the period end:

- Risk-sharing agreement with ValiRx renewed and extended to include indications beyond prostate cancer (endometriosis and coronavirus) following the release by ValiRx of clinical data for VAL201 in November 2020



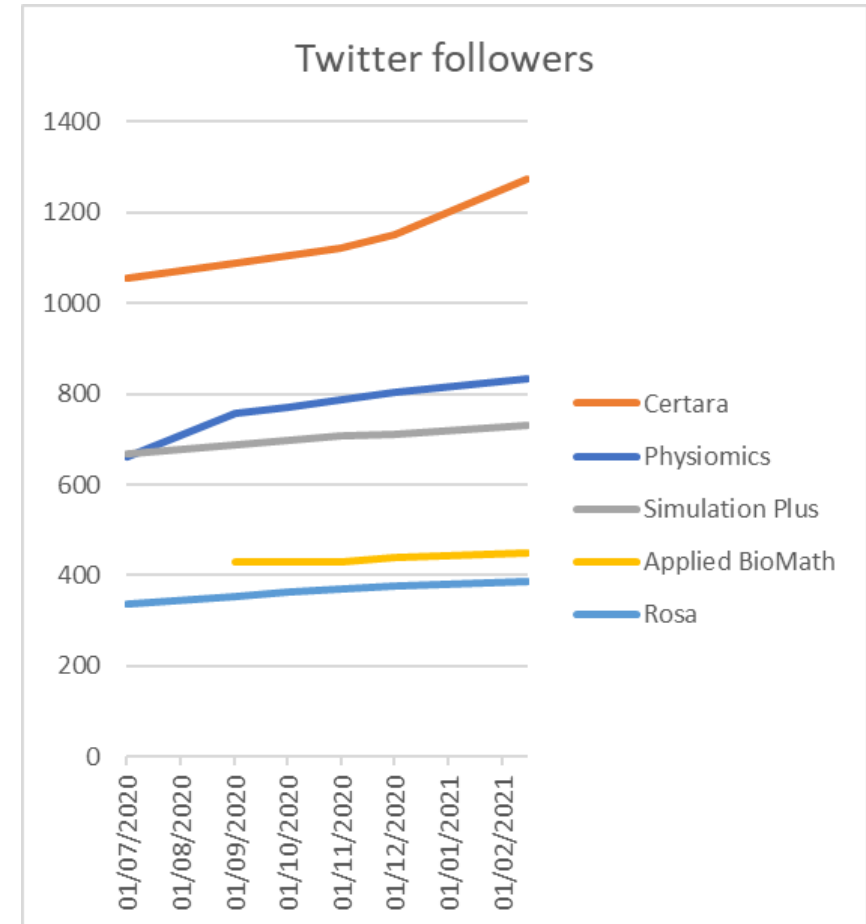
Continued revenue growth and good cash management





Marketing

- Raise awareness:
 - Social media (Twitter, LinkedIn)
 - Website (rebranded/ upgraded Q1 2019)
- Identify specific prospects
 - Database used to identify companies with oncology pipelines
- Contact and convert prospects
 - Telephone marketing via agency
 - Conferences (e.g. AACR, ASCO, EORTC, BioTrinity)
 - Referrals and direct approaches
- Maintain contact with clients and prospects to ensure new and repeat business
 - CRM systems (Salesforce, MailChimp)





Core consulting business based on modelling & simulation using Virtual Tumour™ and other tools

- Continuing strong relationships with existing repeat-clients, including CellCentric and Bicycle Therapeutics and Merck KGaA
- Eleven follow-on agreements with existing clients in calendar year 2020 and a significant new client in Astellas Pharma Inc (TSE:4503).
- Investment in marketing led to substantive new business meetings with 27 companies during calendar 2020
- One such meeting led to an agreement with Astellas, however, other proposals remain extant and, it is hoped, will generate new contracts during the half year ending 30 June 2021
- Particularly pleasing is an increasing number of potential clients who approach us as a result of personal recommendations or through our website and social media activity
- As the lead time from first contact with a new client to an eventual contract for work can be 6m or more, the Directors believe that the pipeline of high-quality leads built up over the course of 2020 will generate further business going forwards.



Personalised medicine

- Competed for and won two Innovate UK grants and one NIHR grant over a five-year period, and these funds have and are being used to develop a personalised oncology software tool
- The Directors view the agreement with Tabula Rasa Healthcare® relating to the Company's personalised dosing tool to be a significant validation of the work conducted to date in this area
- This initial implementation is expected to be complete by the end of this half year and if successful, the next step would be to enter into a revenue generating contract
- The implementation of decision support software is complex; the support of a major global player in this market could prove critical in the USA (where there is an established and growing market for such tools)
- The Directors are excited that a UK-based observational clinical trial (the PARTNER study) has also now been approved and, it is hoped, will start in the first half of this calendar year subject to constraints arising from the COVID pandemic. Data from this trial will be used to further validate and develop the tool.



Investment proposition

- Continued focus and targeted growth in main commercial business of consulting services which relies substantially on our proprietary Virtual Tumour™ technology
 - Continued investment in marketing & sales
 - Planned hire of dedicated business development executive
- Leveraging of our modelling and simulation capabilities in field of personalised medicine through Tabula Rasa collaboration and our PARTNER trial in the UK
- Convening of an advisory board to make specific recommendations on the use of our extensive capabilities in modelling, simulation, data analysis and AI techniques to develop further innovative assets alone or in collaboration with partners

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Unaudited Income Statement for the 6 months ended 31 Dec 2020

Physiomics Plc			
Unaudited Statement of Comprehensive Income for the half year ended 31 December 2020			
	Unaudited Half year to 31-Dec-20 £'000	Unaudited Half year to 31-Dec-19 £'000	Audited Year ended 30-Jun-20 £'000
Revenue	363	343	799
Other operating income	23	-	43
Total income	386	343	842
Operating expenses	(518)	(461)	(975)
Operating loss and loss before taxation	(132)	(118)	(133)
UK corporation tax	59	36	69
Loss for the period attributable to equity shareholders	(73)	(82)	(64)

Source: Physiomics
published results

Loss per share (pence)			
Basic and diluted	(0.08) p	(0.11) p	(0.09) p



Unaudited Statement of Financial Position at 31 Dec 2020

Unaudited Statement of financial position as at 31 December 2020			
	Unaudited	Unaudited	Audited
	As at	As at	As at
	31-Dec-20	31-Dec-19	30-Jun-20
	£'000	£'000	£'000
Non-current assets			
Intangible assets	4	4	4
Property, plant and equipment	19	14	11
	23	18	15
Current assets			
Trade and other receivables	236	152	383
Cash and cash equivalents	1,149	434	1,048
	1,385	586	1,431
Total assets	1,408	604	1,446
Current liabilities			
Trade and other payables	(119)	(72)	(124)
Deferred revenue	(3)	-	(7)
Total liabilities	(122)	(72)	(131)
Net assets	1,286	532	1,315
Capital and reserves			
Share capital	1,282	1,181	1,275
Capital reserves	6,134	5,426	6,097
Profit & loss account	(6,130)	(6,075)	(6,057)
Equity shareholders' funds	1,286	532	1,315

Source: Physiomics
published results



Unaudited Cash Flow Statement for the 6 months ended 31 Dec 2020

Unaudited Cash Flow Statement for the half year ended 31 December 2020			
	Unaudited Half year to 31-Dec-20 £'000	Unaudited Half year to 31-Dec-19 £'000	Audited Year ended 30-Jun-20 £'000
Cash flows from operating activities:			
Operating loss	(132)	(118)	(133)
Amortisation and depreciation	6	5	9
Share-based compensation	0	7	8
(Increase) decrease in receivables	205	57	(129)
Increase / (decrease) in payables	(5)	(12)	39
Increase / (decrease) in deferred revenue	(4)	(1)	6
Net cash generated from / (used in) operations	70	(62)	(200)
UK corporation tax received	-	95	84
Net cash generated from / (used in) operating activities	70	33	(116)
Cash flows from investing activities:			
Purchase of non-current assets, net of grants received	(13)	(4)	(4)
Net cash used in investing activities	(13)	(4)	(4)
Cash flows from financing activities:			
Issue of ordinary share capital (net of costs)	44	-	763
Net cash generated from financing activities	44	-	763
Net (decrease) / increase in cash and cash equivalents	101	29	643
Cash and cash equivalents at beginning of period	1,048	405	405
Cash and cash equivalents at end of period	1,149	434	1,048

Source: Physiomics
published results



Board of directors

- Dr Paul Harper (Non-Executive Chairman) has over 35 years' experience in the life sciences industry covering both drug development and medical devices. He was a non-executive director of Reneuron Holdings Plc, an AIM quoted company. Paul has served as Chairman of Oval Medical Technologies and of Sareum Holdings Plc, Chief Executive of Cambridge Antibody Technology Limited, and founded Provensis Limited. He has also served as Corporate Development Director of Unipath Limited, then the medical diagnostics business of Unilever Plc, and as Director of Research and Development for Johnson & Johnson Limited. Formerly head of Antimicrobial Chemotherapy for Glaxo Plc, Paul has a PhD in Molecular Virology and is the author of over 50 publications. Paul's experience in the pharmaceutical R&D process, roles as executive, non-executive and Chairman of both private and public companies and the contacts he has developed over his career remain highly relevant in discharging his role as Chairman of Physiomics.
- Dr Jim Millen (CEO) joined Physiomics in April 2016, bringing over 15 years' experience in pharmaceuticals and biotechnology gained at a number of blue-chip global companies as well as smaller UK-based organisations. At Allergan, Jim was responsible for corporate development in its Europe, Africa and Middle East region where he was pivotal in expanding the Company's geographical footprint before moving to a senior role responsible for commercial strategy and market access. Prior to that, at GSK, Jim held business development roles of increasing responsibility including within the Company's innovative Centre of Excellence for External Drug Discovery. Jim has also supported a number of smaller companies in fund raising and strategic partnering activities. Over the course of his career he has completed an array of deals worth many hundreds of millions of dollars, spanning licencing, acquisition, divestment, development and commercialisation. Jim studied medicine at Queens' College, Cambridge University and qualified as a doctor from the London Medical School. He holds an MBA from INSEAD. Jim's ability to develop and grow businesses and drive towards ambitious goals is of great value in his role as CEO.
- Dr Christophe Chassagnole (COO) has been involved in systems biology and bio-computing projects since the mid-nineties, with experience in both academic and industrial environments. His Doctorate was achieved at the Victor Segalen-Bordeaux II University, and then he held a post doctorate position with IBVT at Stuttgart University. Before joining Physiomics Dr Chassagnole worked in France as a senior researcher for CRITT Bio-Industries (Toulouse) for 3 years. He joined Physiomics in May 2004 as project leader to develop the model portfolio of the Company. He was appointed Chief Operating Officer of Physiomics in May 2007, in this capacity he has initiated and supervised the development of the Virtual Tumour™ technology. Christophe remains the main source of scientific knowledge on the biology of cancer and modelling/simulation as it relates to drug development. Christophe maintains his knowledge through regular literature reviews and is highly valued by clients for this reason. Christophe is also responsible for managing the Company's R&D activities and in particular of our initiative in personalized medicine.