



& RQDFWBreck Baldwin
 / RFDNRQ %JRRNDQ 1 <
 (P DLO EUHFN# DDDV LFRP
 7HO
 : HEVAM ZZZ DDDV LFRP



Company Profile

Industry Sector: %RLQIRUP DMFV

Company Overview: \$ ODV LGHYHBSV VRVZ DUH VRRQ DQG DSSOFDMRQV LQ VXSSRUW RI QDNQJ NQRZ QGJH VSUHDG DFURW GDMEDMHV WJ WDCG HJ SHUP HQMDUHXOW 2 XU SURGFW LQFOXGH LingPipe D-DYD \$3, IRUFRRP P RQ P DFKLGH QDUUQJ DCG WJ W SURFHMQJ DMV DV ZHODV LingMed RXUVXUM RI DSSOFDMRQV GHMJ QHG DURXQG VWH LQIRUP DMFV QHHGV RI P HGFDUJMHDFKHU

Target Market(s): 5 HMDFK QEV ERK DFDGHP LF DCG FRP P HUFIDO

Key Value Drivers

Technology*: LingPipe RIHLV D UFK VXUM RI LGGWIDOWHQJVK VRRQ IRUFRRP P RQ LQIRUP DMRQ SURFHMQJ DMV ,VV/D \ HDURG FRP P HUFIDO VRC SURGFWWDMV YHU UREXWZ HOGFRXP HQMG DCG VMMWG ,VWHUHV DV VWH IRXGGDMRQ IRU/ LQJ O HG LingMed RIHLV WDCG DSSOFDMRQV IRUGRZ QBDGQJ DCG SURFHMQJ 1/0 UMRXUHV QNH 0 (' / ,1 (QNHJ * HQH 2 0 ,0 HMF ,VDDR FRYHU DSSOFDMRQV IRU QDNQJ GLVSDUDM VRXUHV RI LQIRUP DMRQ IRUH DP SGI DXVRP DMFDO QDNQJ JHGHV IURP (QNHJ * HQH VR 0 (' / ,1 (EH RCG Z KDWKXP DQ FXUDMRQ GRHV

Competitive Advantage: : H KDYH WDNHG RXWD FRQURYHU DSSOFDMRQV WDW FRYHUJHLV NH IRUH IHFVYH IDFVH WDFMRQ IRUELRQIRUP DMFV 7KH FKDQJHLV VR DFKLHYH WDMZ LK D P DQJ HDEGH IDOH SRVWYH UDM 2 XUFRP SHMRQ UHSRUW IDFW H WDFMRQ UHXOW : H KDYH HMDQKHG QDNJH IURP KXP DQJHGHV VR 0 (' / ,1 (DCG DUH Z RUNQJ RQ UHDMRQV FXUHQO : H RIHUIUH DCG FRP P HUFIDO HFQMHV

Management

Leadership:
 %JHFN%DCZIQ 3 UHMGHQW

Scientific Advisory Board:
 / HRQ3HMKNQ 3KG+DUYDUG 8 QYHUWUW

Pipeline

- XQH ' HF 3 URVWWSH/ LQJ O HG DSSOFDMRQV Z LK + DUYDUG UHMDFK QEV
 6 HSMP EHU ' HYHBS P DUNHQJ SDQ VR FRP P XQFDM Z KDW LQJ O HG GRHV
 1 RYHP EHU 6 HNHXUMHU XCGQJ VR VXSSRUW LQJ O HG GHYHBSP HQW
 0 DUFK + DYHEDMF UHXOW IRUDVDDW QE
 - DQXDU 7 DUJHVSURIHVMRCDCSXE OFDMRQ IRUSXE OFDMRQ
 %QJ HYDQJ HQJ H Z KVMSSSHU
) HEXUDV 3 XVK LQIR FRP P HUFIDO3 KDUP D