



Fiscal Year 2023

Earnings Presentation



July 7, 2023 | ipatherapeutics.com | NASDAQ: IPA, TSXV: IPA

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Fiscal Year 2023 Business Update



Overall Takeaways

- Strong momentum: continued record revenue for 2023 fiscal year-end and hit highest record for quarter in Q4
- Record breaking sales orders – 3.5 million in June FY2024
- Talem Therapeutics enters into exclusive research collaboration and license option agreement with Astellas
- IPA Europe Phage display gains impressive momentum
- B cell screening capabilities to include camelid family
- BioStrand generates \$790K in service quotes with 80% in past 6 weeks
- Data management / SAAS model on the horizon

The HUB of
Biotherapeutic
Intelligence



Spotlight on business

Sales highlights

Record revenue achieved

- Sales efforts
- Shifting discovery paradigm
- Results

Antibody discovery signed sales orders by month



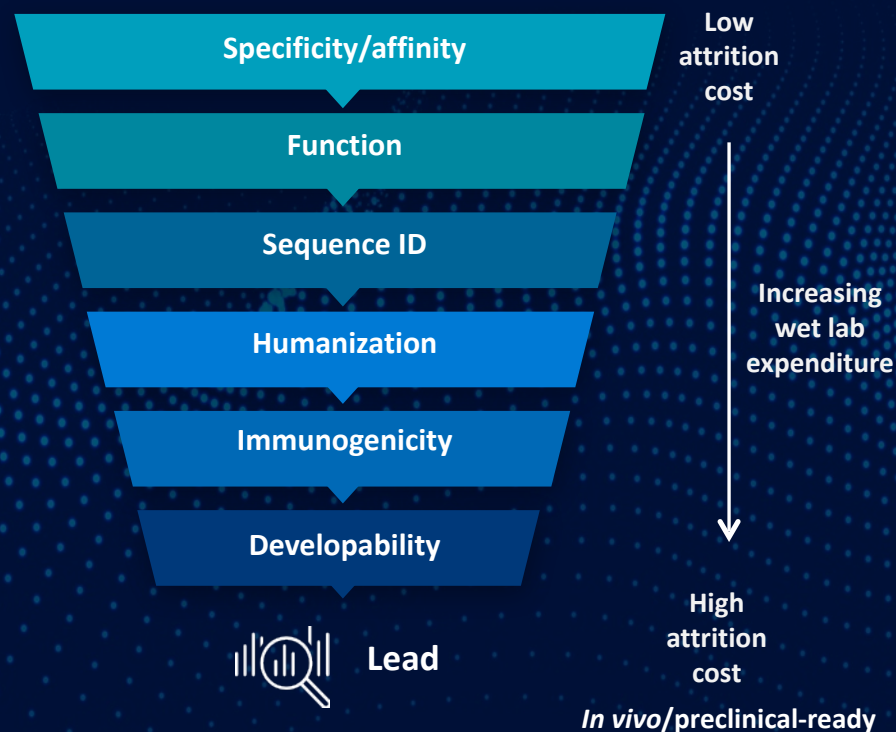
IPA's integrated solution:

Early *in silico* optimization enables effective triaging

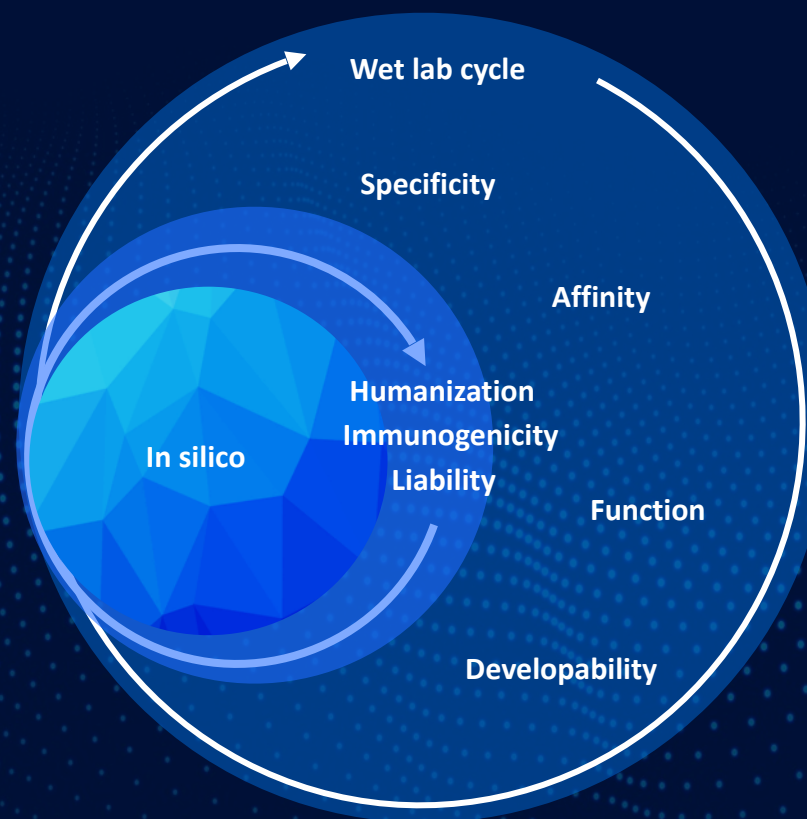
Seamlessly integrated with high quality wet lab for downstream characterization



Conventional discovery screening funnel



IPA's *in silico*-driven, integrated Ab discovery/development



- Fully integrated, early *in silico* screening
- Larger pool of clones can move into developability
- Reduced cost of attrition due to manageable wet lab expenditure



Spotlight on business

Business development highlights

In silico discovery

- Business development activities
- Results
 - Astellas
 - BriaCell
 - Other





Spotlight on business

Scientific advancements

Advancing the combination of wet lab + *in silico*

- Expansion of single B cell-based antibody discovery: VHHs
- Phage display with expanded sequence output



Talem update

Talem Pipeline

Program/Target	Indication	Status
TATX-021 (ALK1)	Vascular pathologies , in particular • Diabetic retinopathy • Pulmonary arterial hypertension	Lead candidate selection of potential first- and best-in-class molecules from prioritized endogenous target binders • Determination of mode of action
TATX-112 (TrkB)	Solid tumors , in particular • Breast cancer • Non-small cell lung cancer • Ovarian Cancer	Lead candidate selection of potential first- and best-in-class molecules from prioritized potential internalizing antibodies • Unique therapeutic modality • Flexible deal structures to enable testing with ADC technologies from prospective partners • Provisional patent filed
TATX-200 (TrkBxCD3)	Breast Cancer , in particular • Triple-negative breast cancer • HER2 negative breast cancer	Potential first- and best-in-class lead candidates selected • Simultaneous bi-target binding confirmed • Bi-target dependent activation of reporter T-cells, preliminary proof-of-concept • Provisional patent filed



Spotlight on business

Operational Updates

Strong Momentum

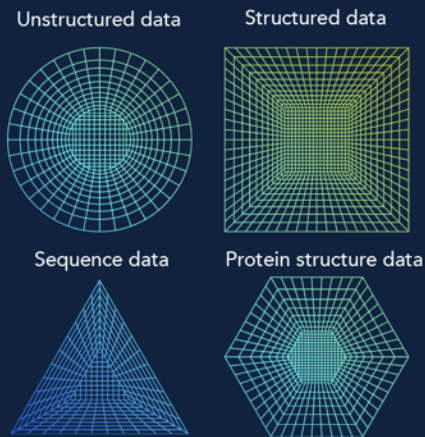
IPA has dedicated years to building a strong foundation for leading innovation. Our commitment to bringing together cutting-edge technologies and delivering high-quality products to our clients has been a driving force.





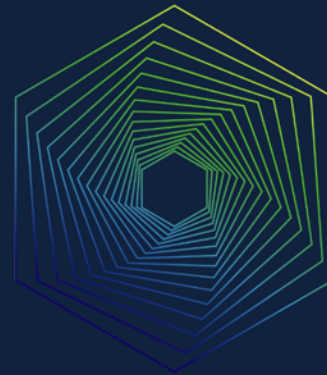
Powerful patented AI technology
LENS^{ai}™ and HYFTs[®] –
In Silico Discovery + Data Management Solutions

Revolutionary data silo integration
and optimization



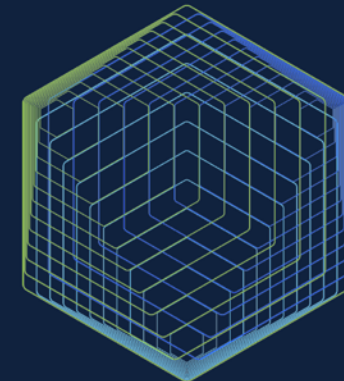
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Unparalleled LENS^{ai} technology



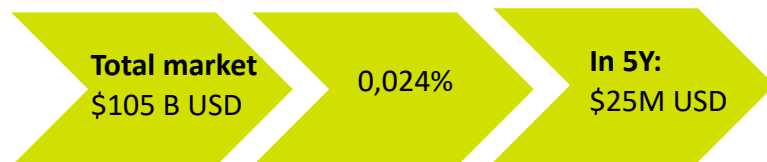
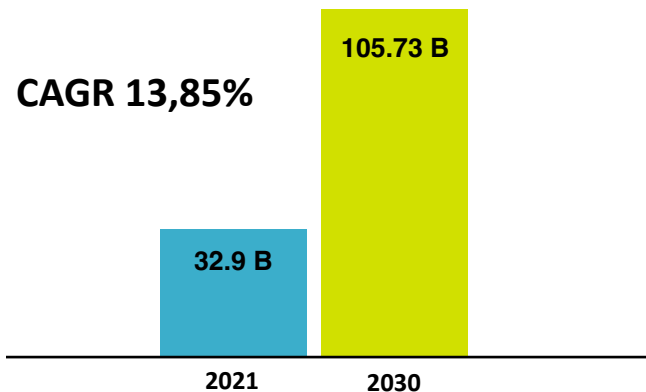
Powered by HYFT Technology

Powerful real-time
infinite scalable data insight

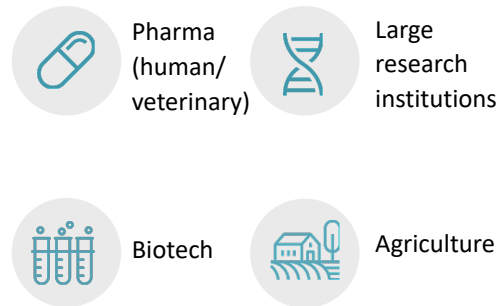


Market snapshot Data Management

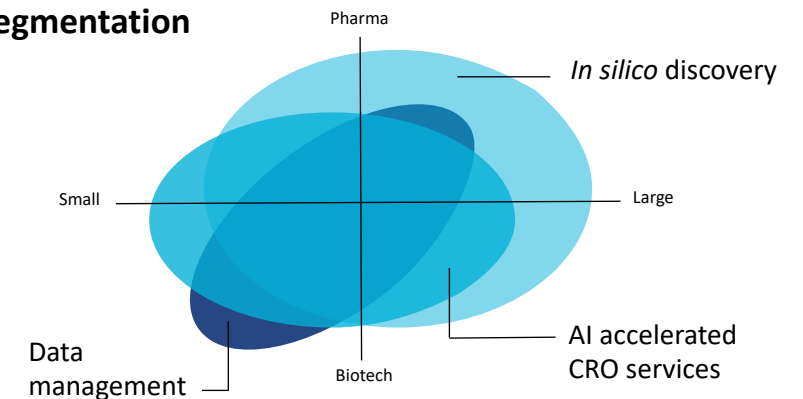
Big data in healthcare market prediction¹



Industries



Product segmentation



Market and data details

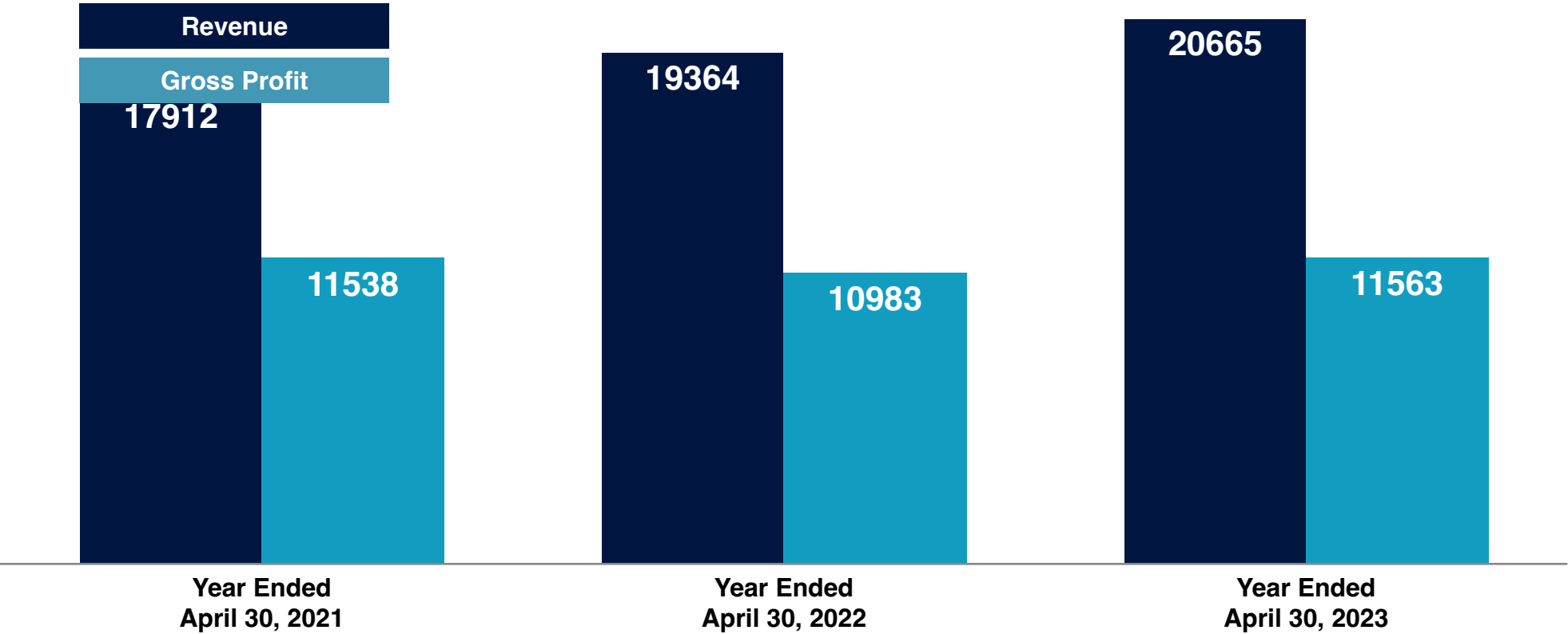
- 40 exabytes of raw genetic data produced by 2025
(1 exabyte (EB) = 1,000 petabytes = 1 million terabytes = 1 billion gigabytes.)²
- > 60M patients with DNA sequenced in healthcare context in 2025
- 1,100,000 researchers in Pharma R&D 2021

1. <https://stratisticsresearch.com/report/big-data-in-healthcare-market> 2. <https://www.genome.gov/about-genomics/fact-sheets/Genomic-Data-Science>

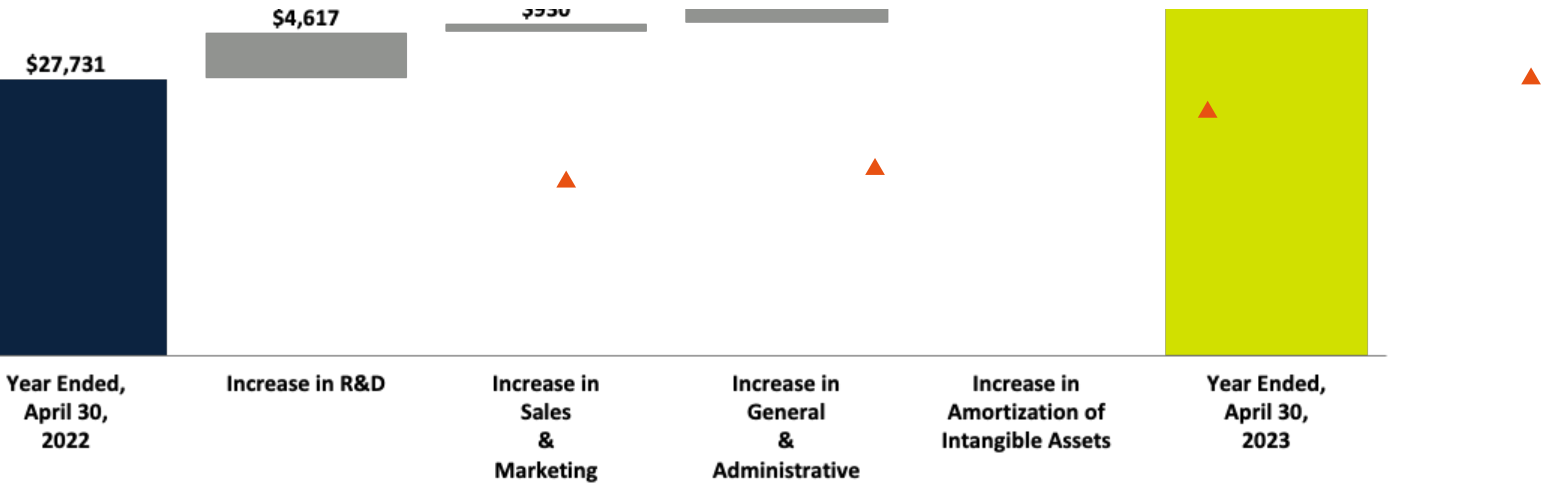


Fiscal Year 2023 Financial Update

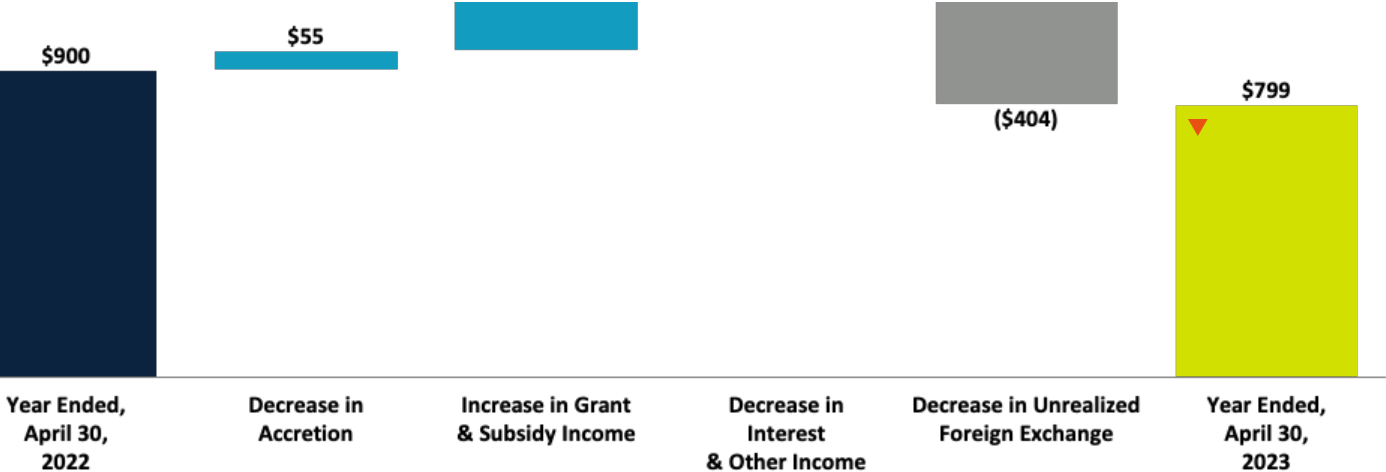
Trends in Revenue and Gross Profit



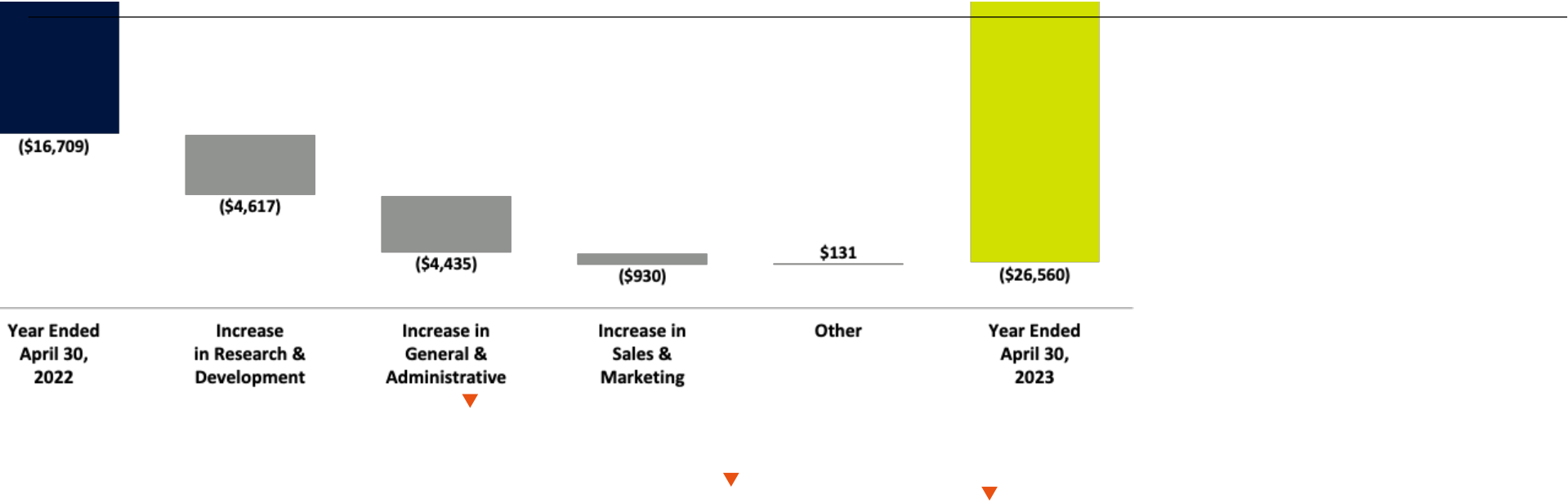
Changes in Operating Expenses



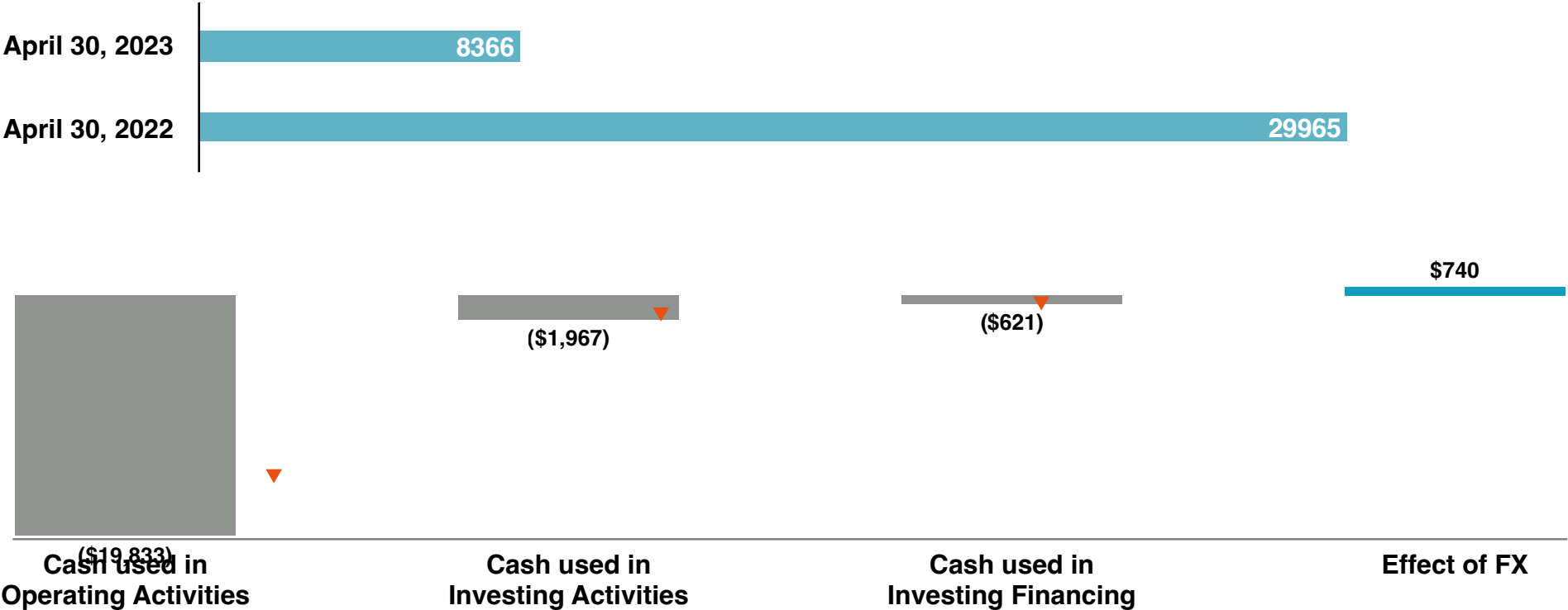
Changes in Other Income (Expense)



Changes in Net Loss



Changes in Cash Balance





Fiscal Year 2023 Earnings Call



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