



drug-card.io



AI-ENABLED SAFETY SCREENING

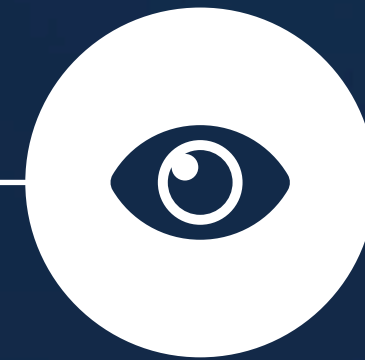
UNLOCKING THE FUTURE OF DRUG SAFETY

WHAT IS THE PHARMA INDUSTRY?



CONSERVATIVE

- Quality concerned
- Rigid processes
- Curious about AI



HEAVILY REGULATED

- Global health authorities
- Local health authorities



BIG MONEY

- Huge market
- Well funded companies

PFIZER PAYS €0.5M OF LAWSUIT CLAIMS IN CABASER CASE

PATIENTS CLAIM THEY GAMBLED AWAY THOUSANDS OF DOLLARS BEING ON CABASER DRUG

01

Cabaser side effects



02

Missing information in medicine leaflet



03

Legal outcomes due to compulsive behaviour, illness or death



04

Lawsuit resulting in financial and reputational losses



A NIGHTMARE JOB

FOR **100 000** DRUG SAFETY SPECIALISTS



Every week
you need to read

1000 PAGES



You spend on
this task around

3 FULL DAYS

You feel **DEPRESSED, FATIGUE**
and **BURNOUT**



AI-DRIVEN SAFETY DATA DETECTION

60 TIMES

Faster and accurate
than a human

100 +

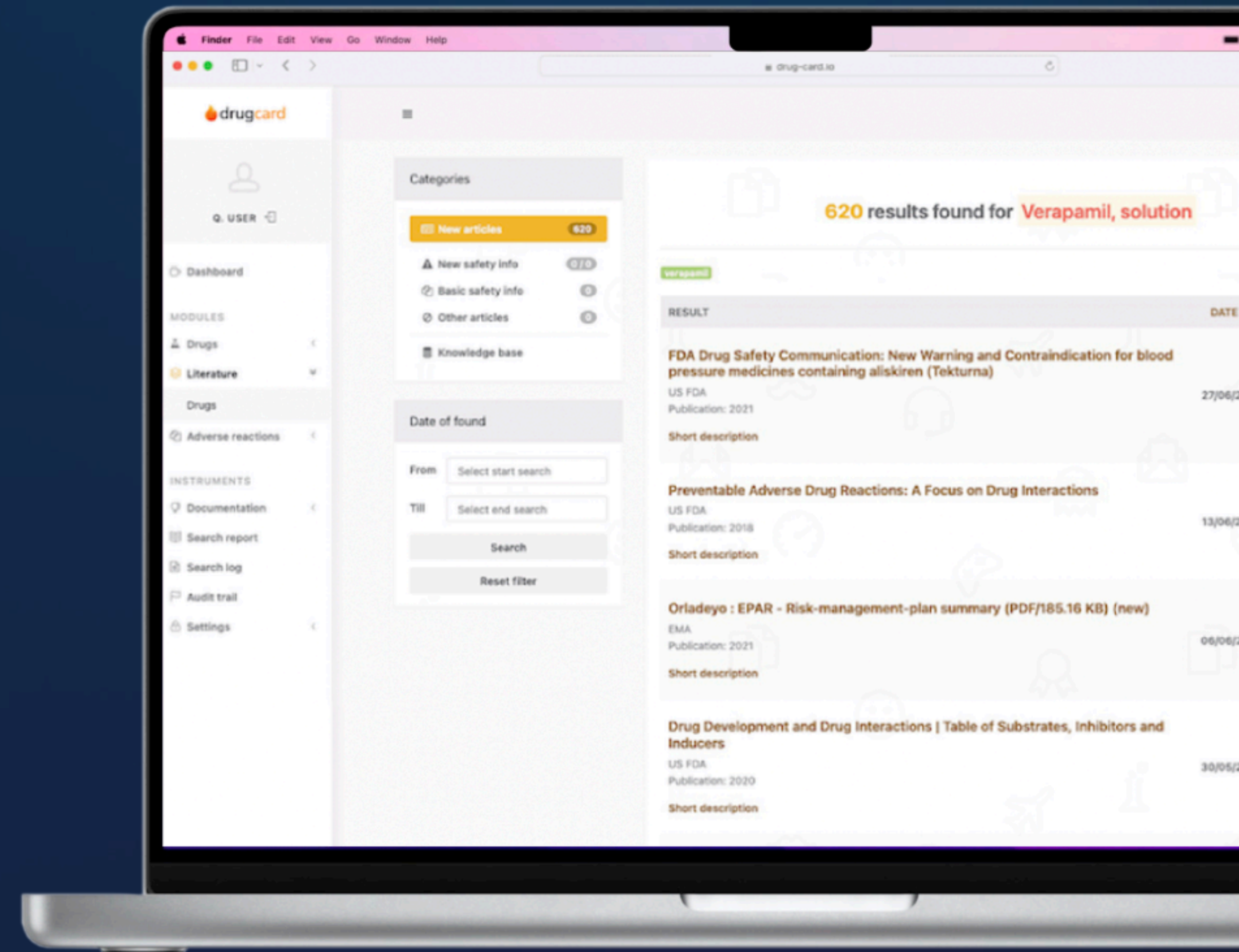
Languages
supported

1000

Local journals
already in database

50 +

Countries covered
by our solution



LIT SCREENING PRICE QUITE AFFORDABLE

AND PROVIDES 8X SAVINGS

MANUALLY
20 countries
—
€ 240 000
annually

 drugcard
20 countries
—
€ 30 000 annually

8X SAVING

GLOBAL PHARMA MARKET SIZE & DYNAMICS

DRUG SAFETY SOFTWARE MARKET IS EXPECTED TO GROW AT CAGR +11% IN 2024-2030






REVENUE RUSH

DEFINED, FOCUSED USER ACQUISITION STRATEGY

LEADS CHANNELS



- ←  **Conferences & networking**
- ←  **LinkedIn Ads**
- ←  **Email marketing**

B2B SAAS: ACTIVE MARKETS & TRACTION

MID-SIZE PHARMA COMPANIES AND CRO



Spain



Finland



Germany



Croatia



France



Poland



Switzerland

6 500€
AVERAGE CAC

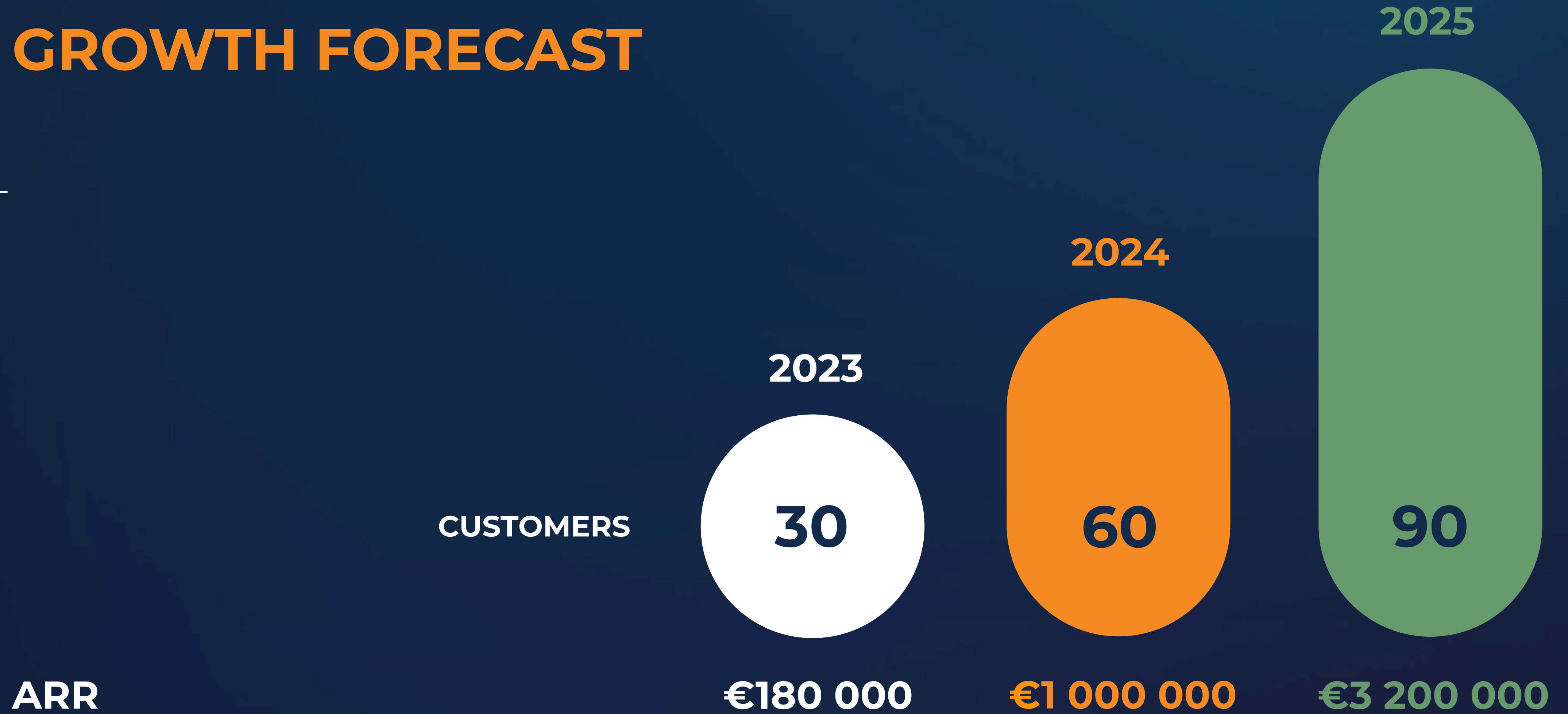
72 000€
MAXIMUM LTV

FINANCIAL
PROJECTION:

24 000€
IN NEGOTIATION STAGE

34 000€
CURRENT MRR

GROWTH FORECAST



HOW TO GET MORE REVENUE?

UPSELL AND DIVERSIFICATION STRATEGY. ROADMAP

Q3 2024

Regulatory Intelligence

Q4 2024

Medical information



















Q1 2025

Regulatory documents generation

Q2 2025

Pharma Marketing Intelligence

SO WHAT ARE OUR UNIQUE STRENGTHS?

	AI Adverse reaction detection	Scanned PDF screening	Adding custom journals / market entry	Languages supported
	 ADR detection		 2-3 weeks 6	>100
BIBLIOVIGILANCE	 no option		 months	~20
	 no option		 no option	24
Embase [®]	 no option		 no option	35
	 ADR detection		 no option	1

READY. WILLING. ABLE

TO DISRUPT THE INDUSTRY

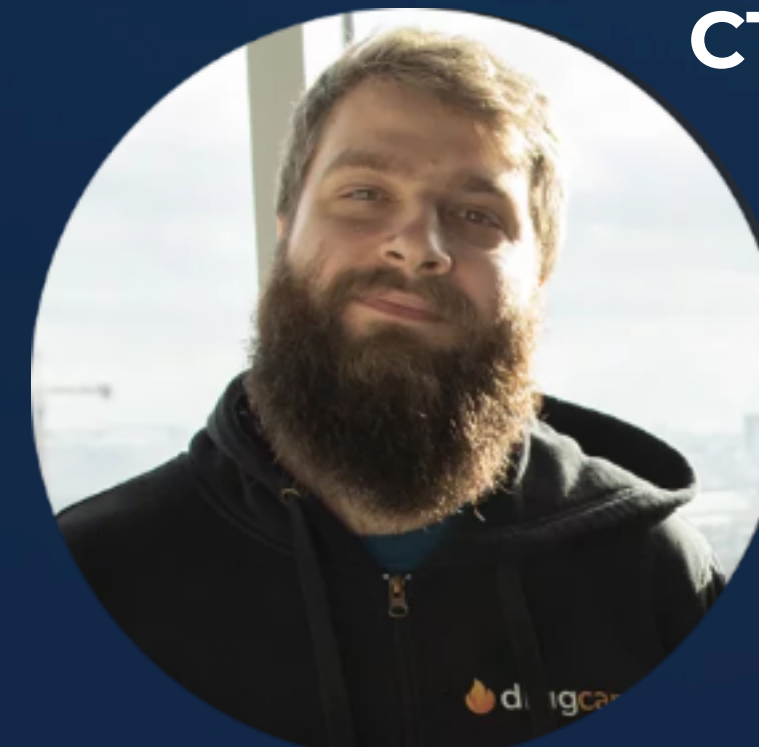


CEO

Dmytro Horilyk

Experience in ensuring regulatory requirements in the pharmaceutical industry - over 8 years.

EXPERIENCE:
US PHARMACOPEIA, ARTERIUM



CTO

Myroslav Demchun

Held leading positions in both product and outsourcing companies. Over 10 years of experience.

EXPERIENCE:
BRAINSTACK, INSART, ILOGOS



CPO

Artem Horilyk

Pharmacovigilance specialist, PhD, Local safety officer. Over 13 years of experience

EXPERIENCE:
BIOMAPAS, SERVIER, ARTERIUM

OUR FUNDING ASK

BACKED BY
VCS: DEMIUM, NEW NORDIC



Seed round

- 60 % SALES & MARKETING
- 30 % ENGINEERING
- 5 % INFRASTRUCTURE
- 5 % ADMINISTRATIVE

DMYTRO HORILYK, CEO

DrugCards OU

Estonia, Tallinn, Ruunaoja tn 3

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LET'S
HAVE A
CHAT!

www.drug-card.io

34 000€

Current MRR

72 000€

Current Max LTV

6 500€

Current av. CAC

