

ARTIFICIAL

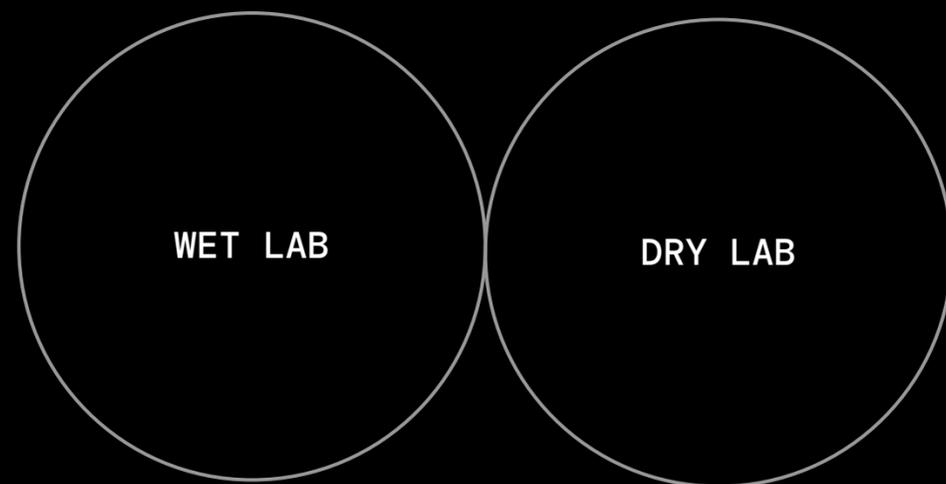


The Self Driving Lab Company

AI BRINGS US CLOSER THAN EVER TO AGENCY OVER OUR BIOLOGY

"How do we go from 10s to 100s to 1000s
or even 10,000s of samples per week?"

- *Scientific Director at Moderna*



PAST →



PRESENT →



FUTURE →

69%

of pharma leaders believe **they will lose competitive advantage** if they fail to connect and automate their labs¹

ThermoFisher
SCIENTIFIC



"In essence, we are aiming for a pure automation solution where lab technicians no longer need to touch the sample from start to end — **a system that reduces errors, improves efficiency and delivers predictable wait times.**"²

Johnson & Johnson

"Our algorithms can help us better mine our information to find better treatments faster,' Ceulemans says. [...] **Ceulemans and his team found this AI method to be up to 250 times more efficient than the traditional method of drug discovery.**"³



"It is very time consuming which is why we are training AI systems to assist pathologists in analysing samples accurately and more effortlessly. **This has the potential to cut analysis time by over 30%.**"⁴



"Artificial Intelligence and Machine Learning will be the **top technology investment** for life sciences companies over the next two years.

Low quality and poorly curated datasets are the biggest barrier to implementing AI." ¹

Biopharma lack the foundational digital infrastructure for an AI-enabled future

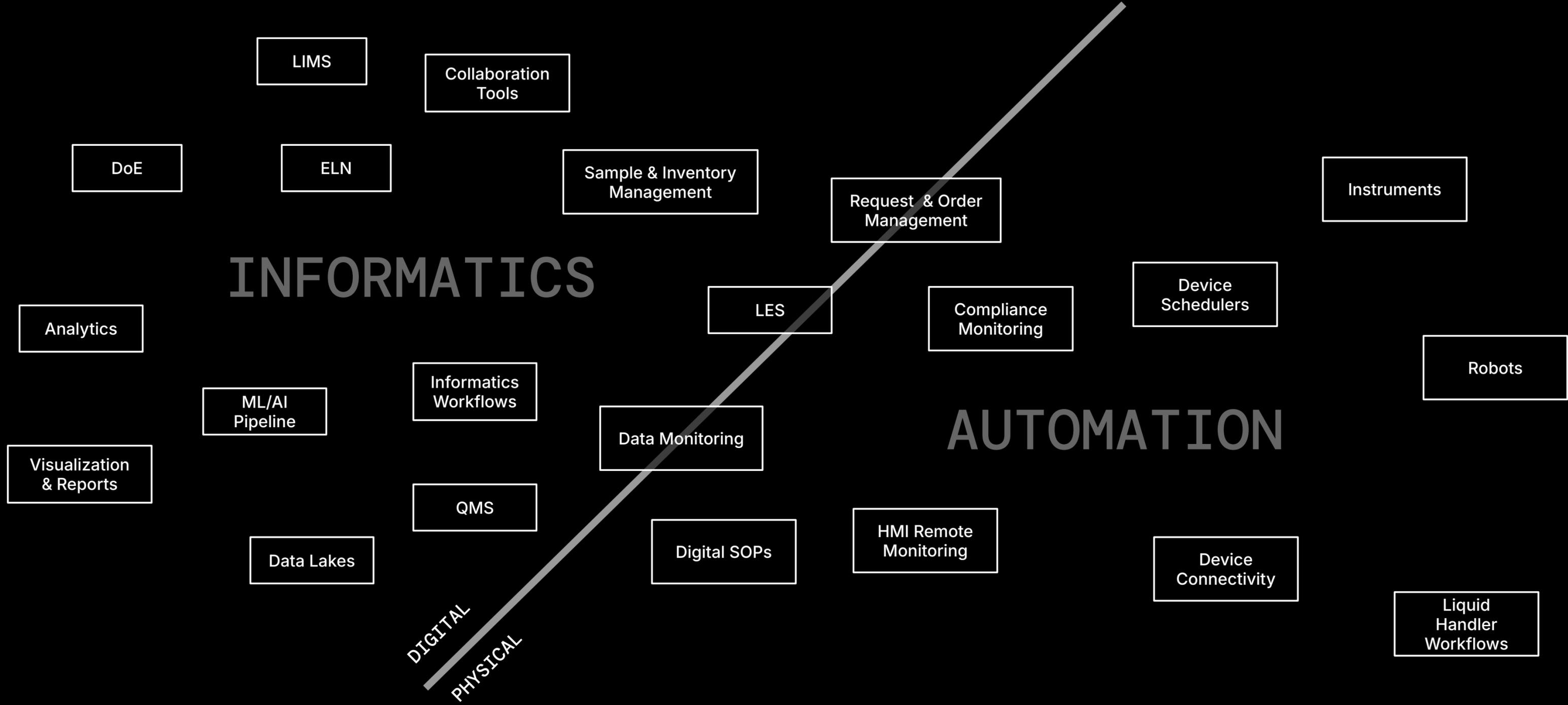
AI demands investments in their **digital lab stack** to **remain competitive** and **innovate faster**

Labs are building the **same tools, over and over again**, spending millions on reinventing the wheel because there is no **digital platform provider** for the lab.

Companies like Moderna, Tessera, and Synthego are running massive amounts of experiments powered by **spreadsheets**.



THE LAB TODAY: DATA SILOS



INFORMATICS

AUTOMATION

DIGITAL
PHYSICAL



MACRO TRENDS IN AI FOR SCIENCE

Governments pursuing open models and open data for AI and Science



AI BTO



Hyperscalers pursuing foundational scientific models

Google



Microsoft

amazon

Meta

Pharmas pursuing accelerated pipelines via AI and digitization

Johnson & Johnson

AstraZeneca



Genentech

Tech-forward biotechs pursuing automated data factories

moderna

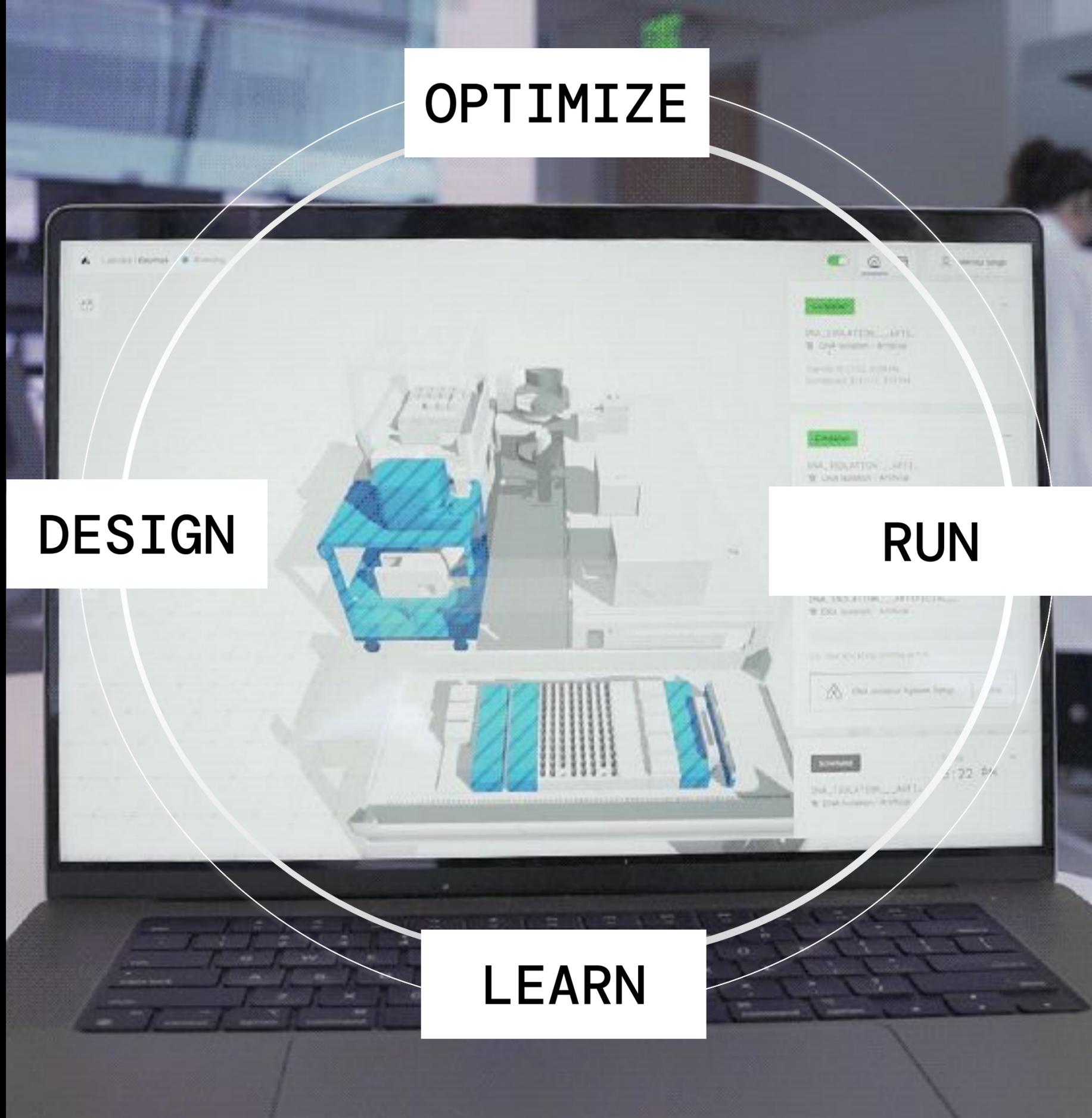
Flagship Pioneering

Recursion

Emerald Cloud Lab

Artificial is the only vertically integrated platform that unlocks the AI driven lab.

Any lab. Any workflow. All your data, robots, instruments, people and AI. [Orchestrated.](#)



OPTIMIZE

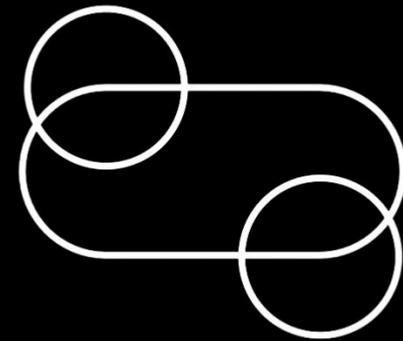
DESIGN

RUN

LEARN



The Artificial Platform



Artificial LabOps

Run & orchestrate your lab

A command center for your entire lab—a single interface to request, schedule, and monitor your manual and automated workflows.



Artificial Digital Lab Toolbox

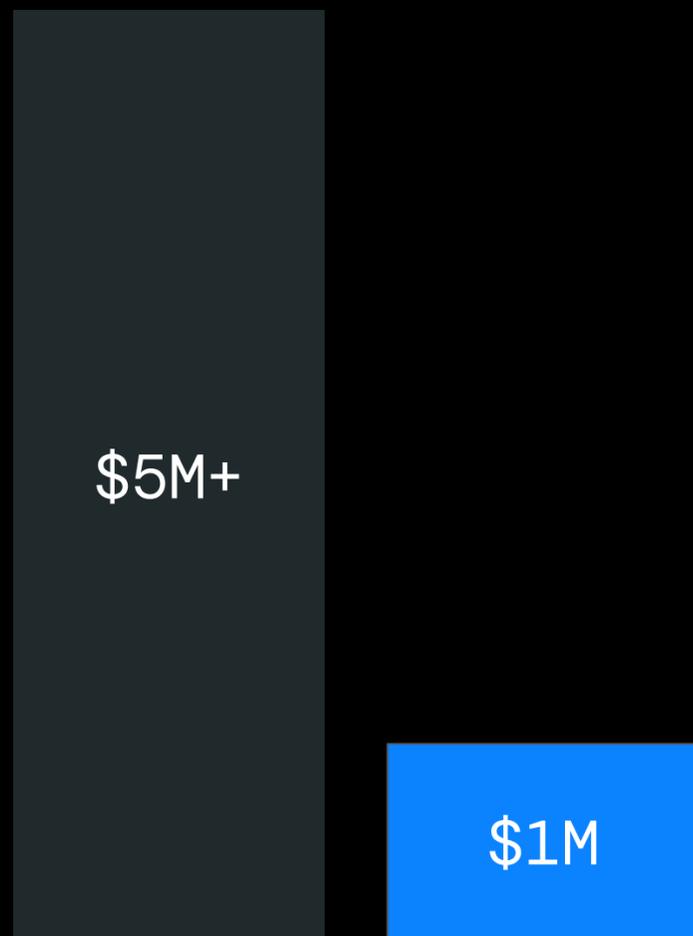
Digitize your lab, SOPs and workflows

No-code, low-code tools for automation engineers and scientists to customize the Artificial platform for their specific lab context.

WE ARE SUPERCHARGING THE LAB OF THE FUTURE

>5X CHEAPER

COST OF LAB STACK PER YEAR

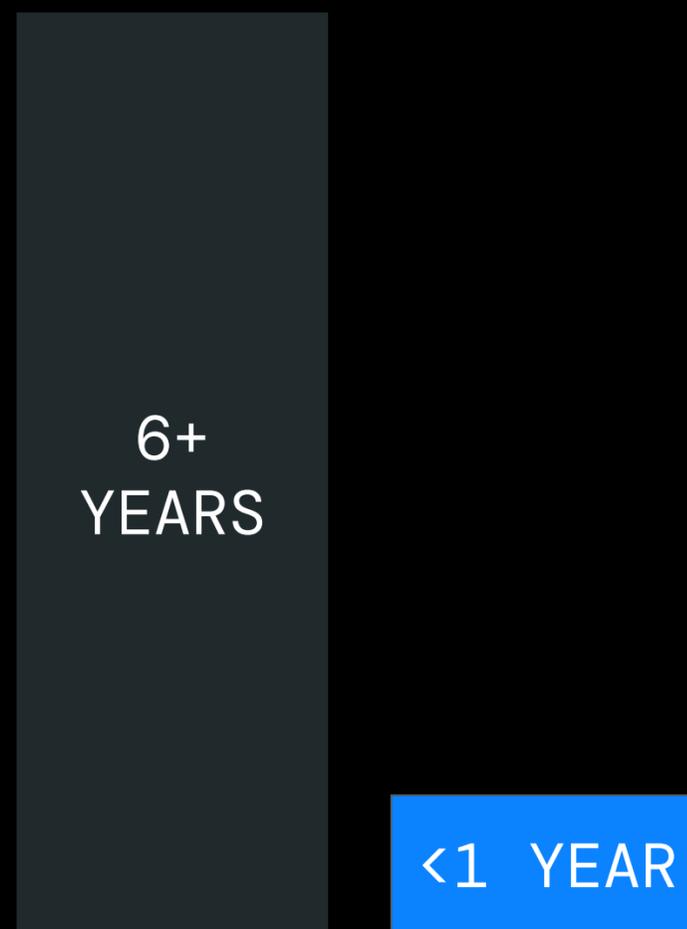


Labs Today



>5 YEARS FASTER

TIME TO IMPLEMENT LAB STACK



Labs Today



>6X LESS EFFORT

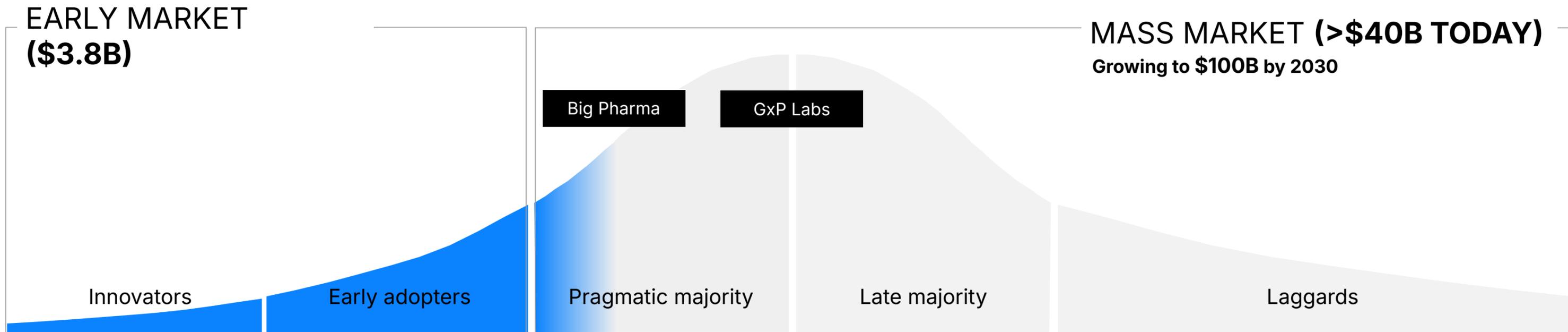
FTEs REQUIRED TO BUILD LAB STACK



Labs Today



WE ARE ON THE VERGE OF EXPANDING INTO A >\$40B MASS MARKET



PRESENT →

FUTURE →

Offering

Maturing product offering, high-touch services

SaaS-ready, greater self-service, and repeatable digital solutions

Customers



BIG PHARMA #1 - TOP 3*

BIG PHARMA #2 - TOP 3*

Larger, well-established companies operating multiple labs with an ambition to increase productivity and advance scientific discovery
*Contracts with two out of the top three pharmas in the world.
Pharmas to remain anonymous without NDAs.

MODERNA & ARTIFICIAL

Artificial accelerates drug discovery for Moderna by gathering more real world data to tune their AI-driven LNP formulations

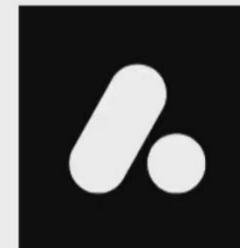
“How do we go from 10s to 100s to 1000s or even 10,000s of samples per week?”

– **Andrew Coats**, Scientific Director, Device Engineering

“What we’re building towards [with Artificial] is a complete virtual twin”

– **Ted Liska**, Senior Scientist / Lead AI driver for LNP lab

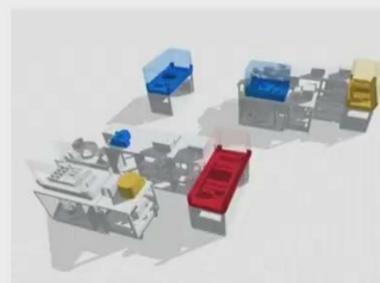
Digital Lab Buildout: Vendor Highlight



ARTIFICIAL

LIFE SCIENCE, AUTOMATED

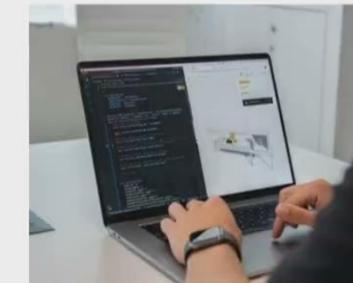
Lab Digitization



Digital Assistants



Workflow Design

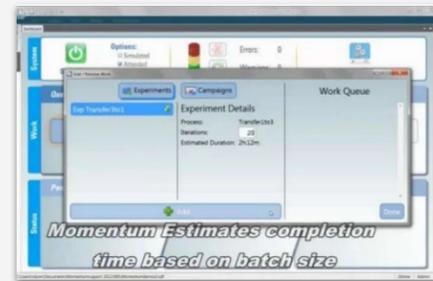
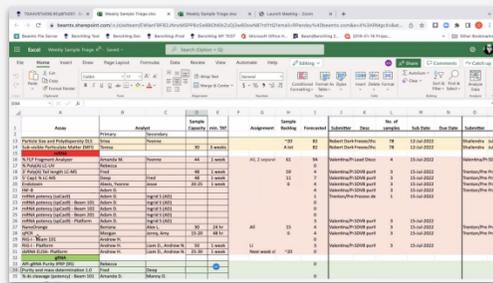


Orchestration



MODERNA'S LAB TODAY

Moderna's current lab is run completely manually. Most critically, data lives in disaggregated spreadsheets and there is no visibility into what experiments have been run in the past. This significantly slows down their R&D and their ability to get to production.



DESIGN

Scientists determine next experiment to run.

"How do you decide what to run?" → "We have a monthly meeting and talk about it for 2 hours."

OPTIMIZE

Lab techs manually run instruments and SOPs.

RUN

Data ends up disaggregated in spreadsheets, file systems and thumb drives in non-standard formats.

LEARN

Scientists manually query data.

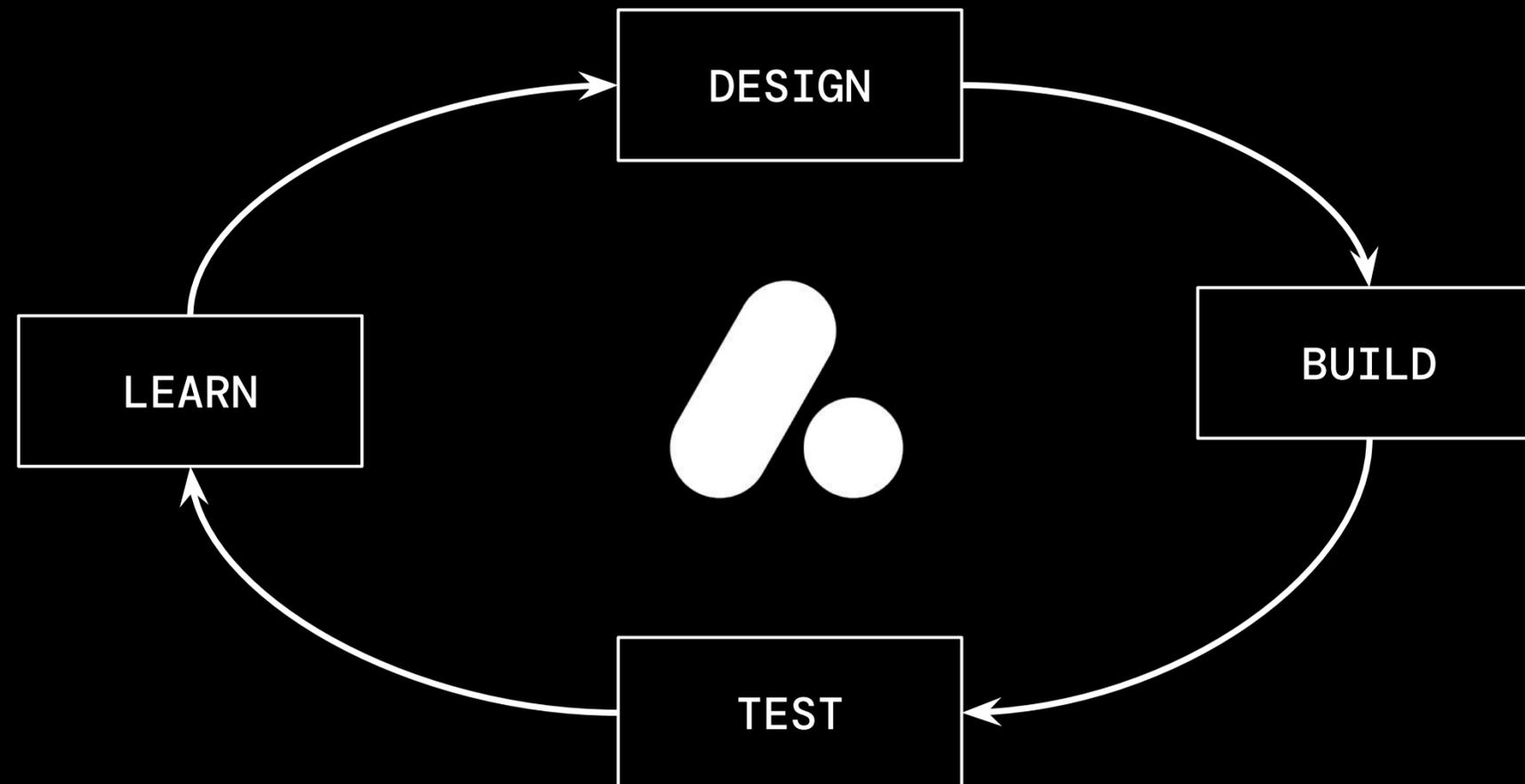
"How do you query your data?" → "I walk down the hall and ask three people"

MODERNA'S LAB WITH ARTIFICIAL

Artificial acts as a central command center for Moderna's Lab,
enabling faster time from R&D to Production.

Moderna's AI algorithm & scientist input determine
next experiment to run.

Scientist views data in Artificial
and analyzes output.



Artificial automatically calculates
which manual and automated
steps need to be run and guides
humans through the SOPs.

Artificial orchestrates instruments, people and
data to complete experiment.

OUR TEAM

We know what it takes to connect **intelligence to the physical world**, while keeping **humans-in-the-loop**.



DAVID FULLER, CO-FOUNDER & CEO
CTO of the KUKA Group
Managing Director KUKA Roboter ~\$1.6B rev.
VP of SW R&D at National Instruments



CHARLES CRAIN, CTO
VP of Build OS at ICON 3D
SDE III and Software Technical Lead at Amazon



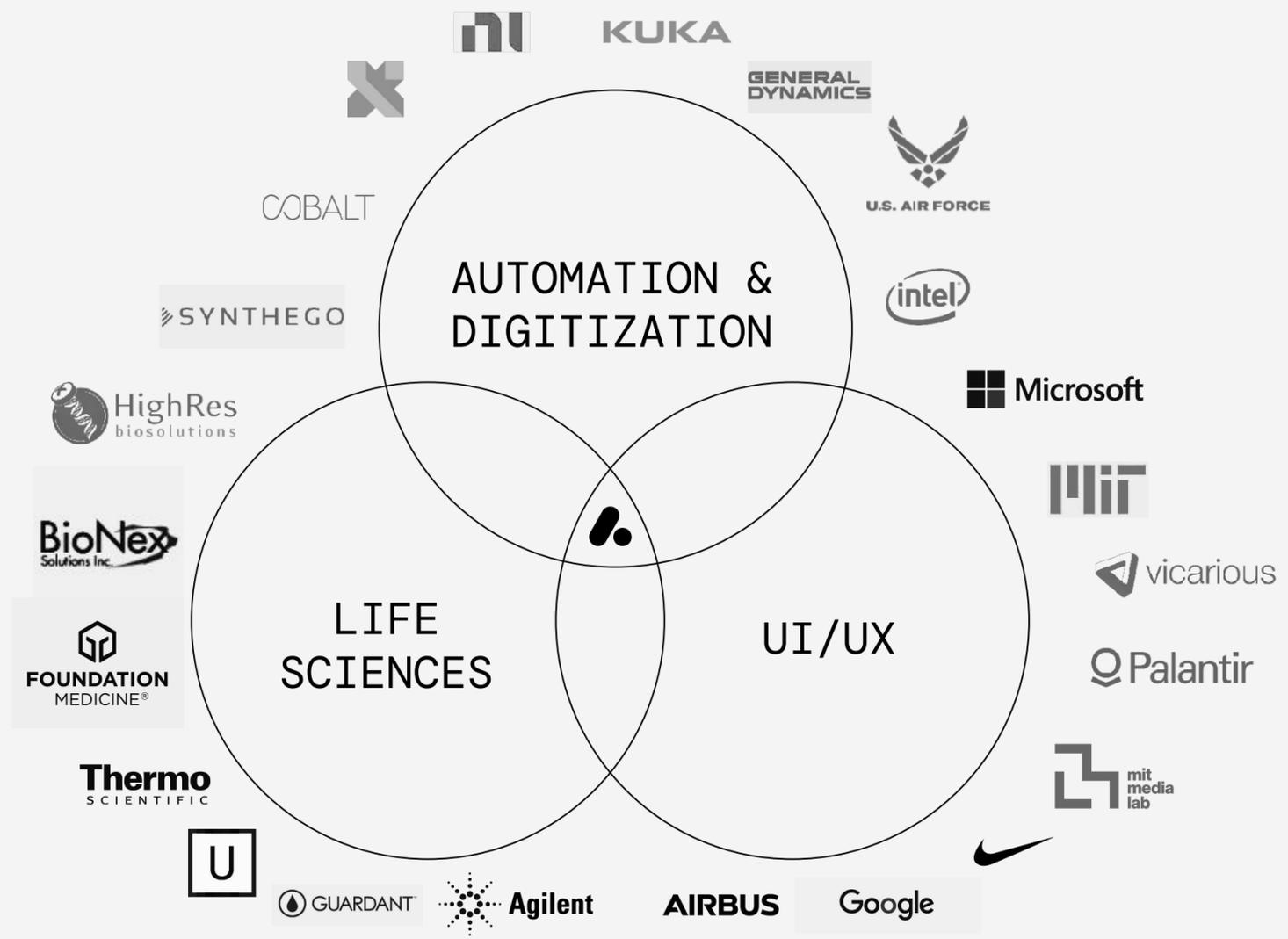
BETTY LIU, VP OF CUSTOMER SUCCESS
Head of Commercial Operations, Chief of Staff at Artificial
Chief of Staff at Cobalt Robotics
MS, BS in Biomedical Engineering



PAUL MANDEL, HEAD OF PRODUCT
UI/UX Manager, Canvas
Staff UX Engineer, Google Nest
Senior Design Technologist, Amazon Lab126



21 team members with breadth and depth in automation, UX, warehouses, factories, and labs.





UNLOCKING THE AI-DRIVEN LAB

www.artificial.com

