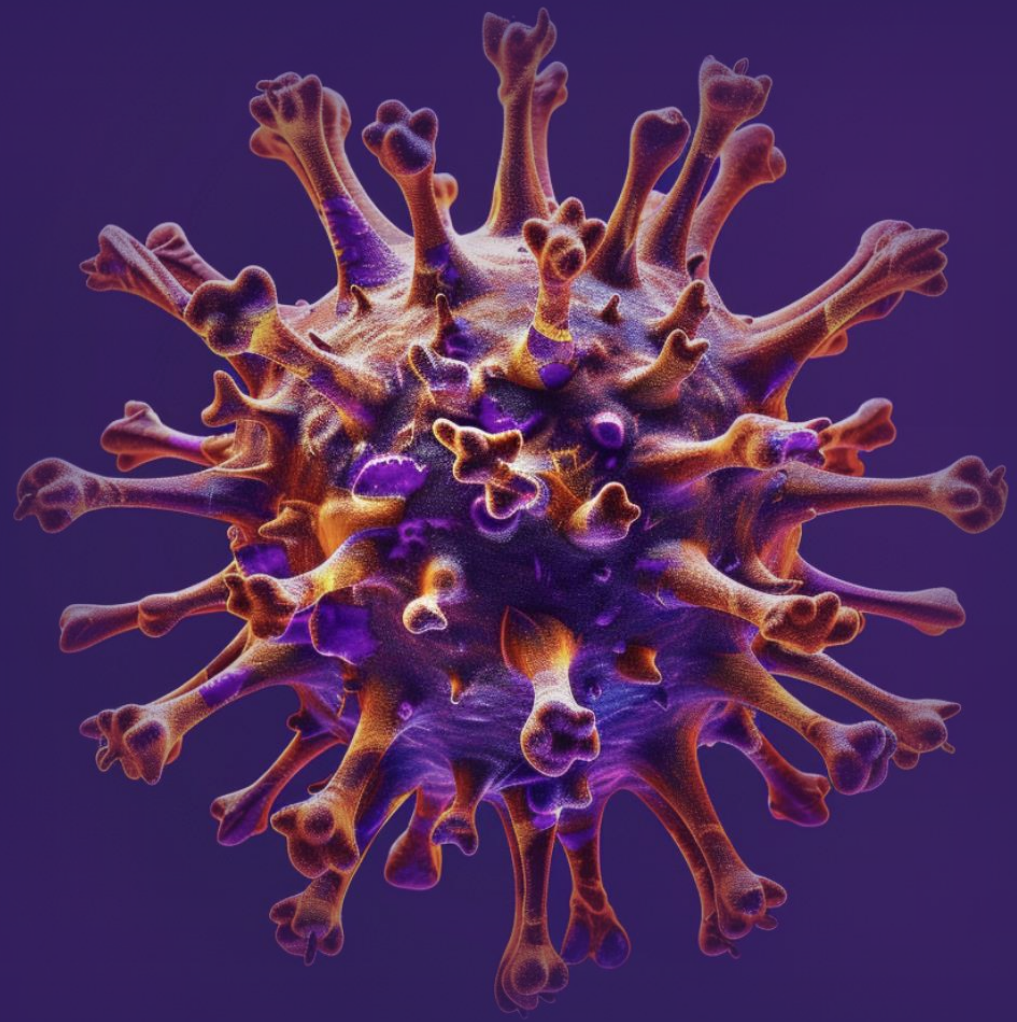
COVID-19

Influenza

RSV

Norovirus

Rotavirus



Unlimited number of viruses
Limited number of medicines

Thousands of viruses

>220 viruses **known** to infect humans

~25 virus **families** have **potential** to infect humans

Tens of antiviral drugs

19 Have vaccines

10 Antivirals

Current strategy

elnora.



Biology

- >85% of existing antivirals target **viruses DIRECTLY**
- **High** viral gene **mutational rates**
- Rapid development of **resistance to antiviral drugs**



Research

- High R&D costs **$2.5bn** in average 'R&D to market' cost per drug
- Long development – **10 years** to market
- **90%** overall **failure rate** in drug development

Drug discovery average **FAILURE RATE**

>90%

Drug discovery average **FAILURE RATE**

...because of the wrong drug target

elnora.

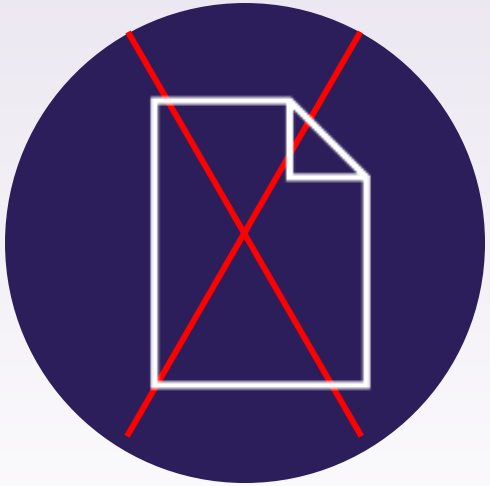
Scientific literature



NOT reproducible



Human bias



NOT scalable

A vision for change



Biology

- Target from the **host cell**
- Resistant to viral mutations
- Antiviral against all variants
- Effective against new viruses



Research

- Accelerated **by years**
- Cheaper by **$$$M**
- Higher probability of **clinical success**


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Platform

Input data

- Academic researchers
- Scientific literature
- Database



Output

- Novel discoveries
- Faster & cheaper R&D

Tech
SaaS product

Freemium model

Academic researchers
Universities
Research institutions

License for commercial use
10k to > 100k€ per year

Biotech SME
Publishers
CROs
Investors
Consulting and service providers
Government agencies



Bio
Platform generated assets

Partnership
€€M per drug

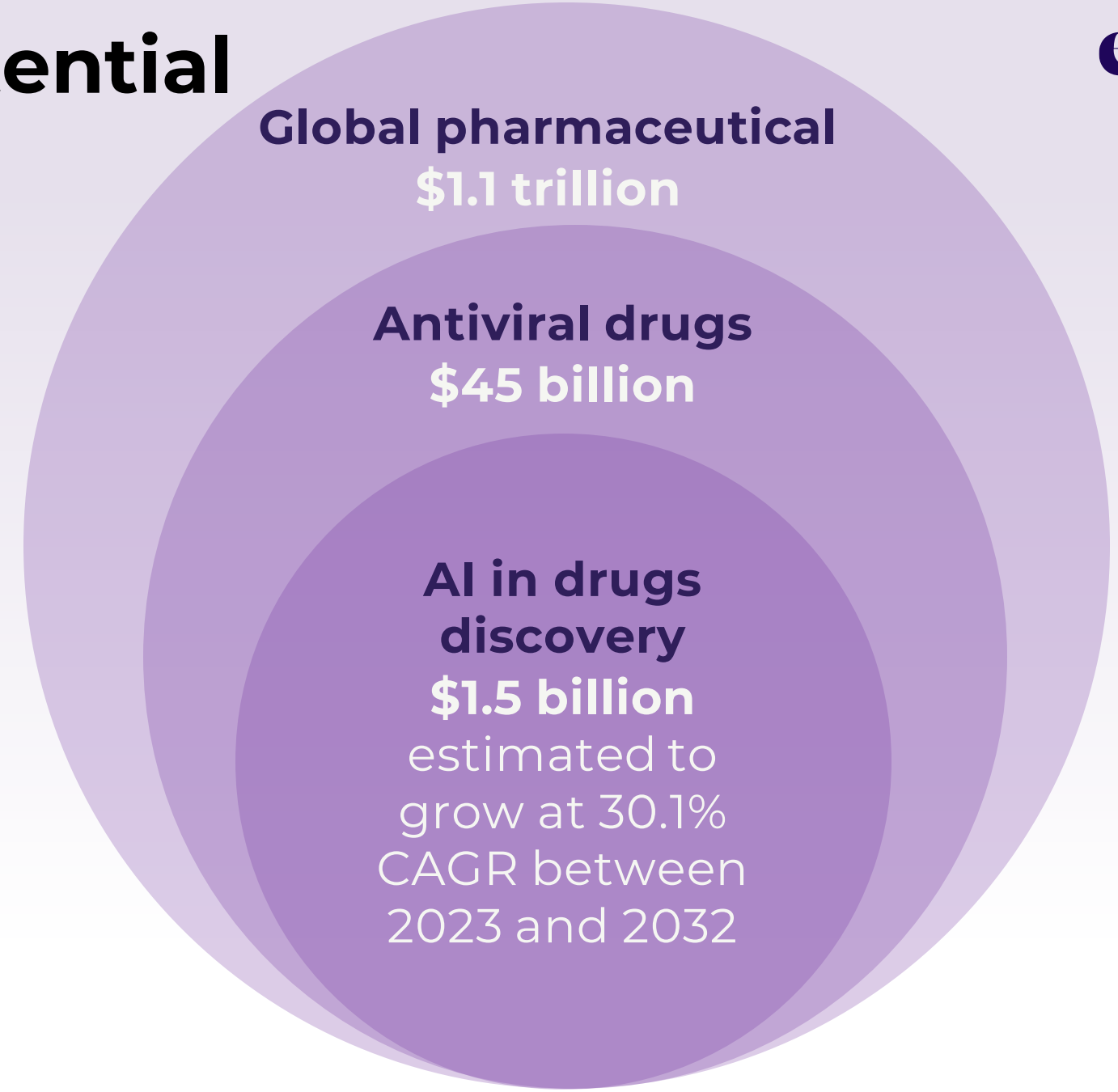
Biotech
Big pharma

In-house drug discovery
€€€M per drug

Big pharma

Untapped potential

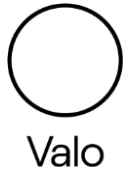
By combining AI and antiviral drug discovery we are leveraging a **niche market**



Market in 2022





















Tech bio companies































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Carmen Kivisild
Co-founder, CEO



Karl-Oskar Masing
Co-founder, CTO



Anna-Liisa Reinson
CPO



Valentina De Giorgis
General legal counsel



Kaur Korjus
ML Engineer



Khatia Kilanava
ML Engineer



Mihkel Heinmaa
Full-stack Developer



Helen Kokk
UX Advisor

Moving forward

elnora.

FOUNDED COMPANY SEPTEMBER 2023

Team building

MVP development

TODAY

First SaaS users

+ 6 MONTHS

First biotech customers

Testing targets in wet lab

+ 18 MONTHS

Partnership with pharma

100k users

10% academic researchers

10 biotech clients

>1500 in

RSV and Influenza

Startup nkubaator Tehnopol

EAS Enterprise Estonia

TARTU BIOTECHNOLOGY PARK integrated expertise

Interreg Co-funded by the European Union

Central Baltic Programme

Baltic Impact Accelerator

"Over the course of three years, they would demonstrate that generative AI could, in fact, pluck viable antivirals out of thin air"

Researchers at IBM and Oxford University

- Data Explosion
- Advanced algorithms
- Progress in speed and capacity of computational hardware
- Huge unmet clinical need
- Only 15% of the drugs in development are targeting infectious diseases



Fundraising

2M€

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