



Interview Shortlisted Company – European Small and Mid-Cap Awards 2021

<p>Name of the company</p>
<p>Nanoform Finland Plc.</p>
<p>What are the key qualities your company has?</p>
<p>We combine the skills of scientists from a range of disciplines within chemistry, biology, physics and pharmaceutical sciences. Our aim is to help pharma companies around the world find groundbreaking solutions to their most complex drug development challenges and ultimately improve patient care. Our novel platform technologies can give unsuccessful drug candidates a second chance, improve existing drugs and enable new drugs that might not otherwise have been feasible.</p>
<p>What prompted your company to go public?</p>
<p>Our driving ambition is to improve the lives of 1 billion patients globally by expanding the reach of our unique nanoparticle engineering technologies. With this in mind, going public was instrumental in spring-boarding our growth and acquiring additional investment with which to expand our services and offerings. We all felt the time was right to launch our IPO, and it definitely paid off.</p>
<p>What were the main challenges along the road to becoming public?</p>
<p>In the lead up to our IPO, we prepared very carefully and our planning paid off with a smooth launch onto the public market. However, the COVID-19 pandemic necessitated changing our approach and adapting to conduct the process virtually. While initially challenging, this turned out to be highly efficient for all parties concerned.</p>
<p>What have been the key benefits (for your company) of going public?</p>
<p>Going public has resulted in a number of important benefits for Nanoform. Key amongst these is the additional funding we secured through our IPO, with Nanoform raising €80 million in new investment (Nanoform raised additional capital of €40 million in March 2021). Alongside this was the opportunity to attract additional prominent long-term shareholders and the significant boost in overall visibility for our company as a result of being on the public market. These were all important steps on the path to growing recognition of our offerings and expanding our services and offerings.</p>
<p>After going public, what reactions have you had from investors, customers, employees, etc.?</p>
<p>We were very pleased with the positive responses we received from across the industry. Following our IPO, we certainly noticed a dramatic upsurge in calls and communications from</p>

investors, clients and even the media. Going public helped us to formalize our position as a company with global ambitions and the wherewithal to see that they are achieved.

What experience/advice would you want to share with companies that are thinking of going public?

Preparation is key. Going public changes many aspects of how a company is run, even down to how information is disclosed. It is vital that all employees are aware of what that means for them before embarking on the journey to prevent any misunderstandings and subsequent mishaps. When you prepare well, it is a highly rewarding journey.

Where do you see yourselves in 5 years?

In 5 years, we see ourselves working with pharmaceutical companies around the globe to dramatically improve the global drug success rate. We currently have a number of collaborative projects underway investigating the efficacy of our technologies for a variety of applications, including how they can potentially enhance ophthalmic delivery and delivery of Parkinson's therapies to the brain. We look forward to obtaining the results from these projects and expanding our value proposition as we continue on our upward trajectory with a global focus.

Have you had any assistance from the European Union, e.g. funding projects, etc.

We were awarded a Seal of Excellence by the European Commission for our "Nanomedicines of Tomorrow" project, which focused on applying our proprietary nanoforming technology to reduce rates of clinical attrition through improved drug solubility and bioavailability. The award certified that the proposal was of high quality with an exceptional degree of innovation and impact, and helped underscore the value of Nanoform's technologies to the industry. Additionally, we have also received important assistance from Business Finland.

If you had 3 wishes: What should the EU be doing to encourage more SMEs to go public? What should the EU be doing to provide ongoing support for listed companies?

The decision for an SME to go public is ultimately driven by liquidity or access to finance, whether this is driven by the founders, the family business owners, the strategic or venture capital investors that have believed in the company's development. This willingness to go public for SMEs is sometimes a double edge sword, as liquidity is not homogeneous across the different EU countries or stock exchanges and this may determine the success or failure of an IPO and, most importantly, the post-IPO trading.

To some extent, innovative SMEs listed outside of the main market will have very limited exposure outside the institutional investor network and the local market operators. A European Union wide custodian and trading platform that supports less-known markets would have a positive impact.

In the specific case for Pharmaceutical companies, additional promotion and support of innovation during all phases of development, from discovery to market, as well as ancillary patient-centric technologies that contribute to a carbon-neutral future, could have a huge impact on the uptake of game-changing new technologies in Pharma.