Pharma *in silica* - Case Study

Background

Pharma *in silica* is a Québec-based biotechnology company developing a next-generation precision chemotherapy platform designed to dramatically improve cancer treatment outcomes. The company's proprietary silica-based nanocarrier technology enables targeted delivery of cytotoxic drugs directly to tumors while minimizing damage to healthy tissues.

Its lead product candidate, OpPacli™, is an optimized formulation of paclitaxel engineered to increase on-target drug delivery, extend circulation time, and significantly reduce systemic toxicity. The company operates under a B2B licensing model, partnering with pharmaceutical companies to commercialize its platform across multiple oncology applications.

The Challenge

The company wanted to raise funding to advance OpPacli™ through preclinical development and into human clinical trials, while positioning the platform for strategic pharmaceutical partnerships.

Additionally, Pharma *in silica* sought to build investor awareness around its differentiated technology, refine its fundraising narrative, and engage a targeted pool of life sciences investors aligned with early-stage oncology innovation.

Campaign Overview

Pharma *in silica* was raising funding for:
The company was raising capital through a preclinical round to complete development milestones, initiate human trials under the accelerated regulatory pathway, and support early partnership discussions with major pharmaceutical companies.

Pharma *in silica* came to TEN to:
Partner with TEN Capital to structure its fundraising strategy, enhance investor positioning, and access a curated network of qualified investors in biotech and life sciences.

TEN promoted the deal through:

- Targeted investor outreach across TEN's investor network
- Featured placement in investor newsletters and campaigns
- Participation in virtual and in-person pitch events
- Strategic introductions to angel groups, family offices, and venture investors

What TEN Did

TEN Capital worked closely with Pharma *in silica* to refine its investor narrative and position its precision chemotherapy platform as a high-impact oncology innovation.

Key actions included:

- Structuring and refining the investment story to clearly communicate clinical, commercial, and partnership potential
- Identifying and targeting investors with a focus on oncology, nanomedicine, and early-stage biotech
- Facilitating introductions to venture capital firms, family offices, and angel investors
- Providing guidance on fundraising strategy, valuation positioning, and investor engagement
- Coordinating participation in pitch sessions and investor-facing events to increase visibility

Key Campaign Metrics

- Engaged with **11 qualified investors** across venture capital, family offices, and angel networks
- Facilitated **$500,000 in total investor introductions**, connecting the company with targeted life sciences-focused capital sources
- Generated early-stage investor interest and follow-on discussions aligned with oncology and deep tech healthcare opportunities
- Increased visibility through targeted campaigns, direct outreach, and TEN Capital investor events

Results

Pharma *in silica* successfully expanded its investor pipeline and increased visibility within the life sciences investment community.

- **Investor Engagement:** Connected with a diverse group of investors, including venture capital firms, family offices, and angel investors focused on healthcare and biotechnology
- **Funding Progress:** Advanced discussions within its preclinical funding round, with continued momentum toward closing remaining capital
- **Market Validation:** Strengthened positioning as a differentiated oncology platform addressing a large and underserved chemotherapy market
- **Strategic Momentum:** Progressed toward key milestones, including IND-enabling studies and future pharmaceutical licensing opportunities

Strategic Positioning

Through its engagement with TEN Capital, Pharma *in silica* is now positioned as a high-potential oncology platform with strong commercial upside.

The company's precision chemotherapy approach, combined with its scalable B2B licensing model, creates a clear pathway toward:

- Strategic partnerships with major pharmaceutical companies
- High-value licensing deals (potentially up to hundreds of millions in milestones)
- Long-term exit opportunities exceeding $2B valuation potential

How TEN helps startups

TEN Capital collaborated with **Pharma *in silica*** to refine their pitch deck, structure their fundraising campaign, and develop a targeted investor engagement strategy. By leveraging

its network of 25K investors, TEN facilitated strategic introductions to venture capitalists, family offices, and angel investors.

Additionally, TEN provided valuation guidance, closing strategies, and opportunities to pitch at online and in-person events, ensuring **Pharma *in silica*** could connect with the right investors and strengthen their fundraising efforts.

You can see more about TEN Capital at https://tencapital.group/ or email us at sales@tencapital.group.