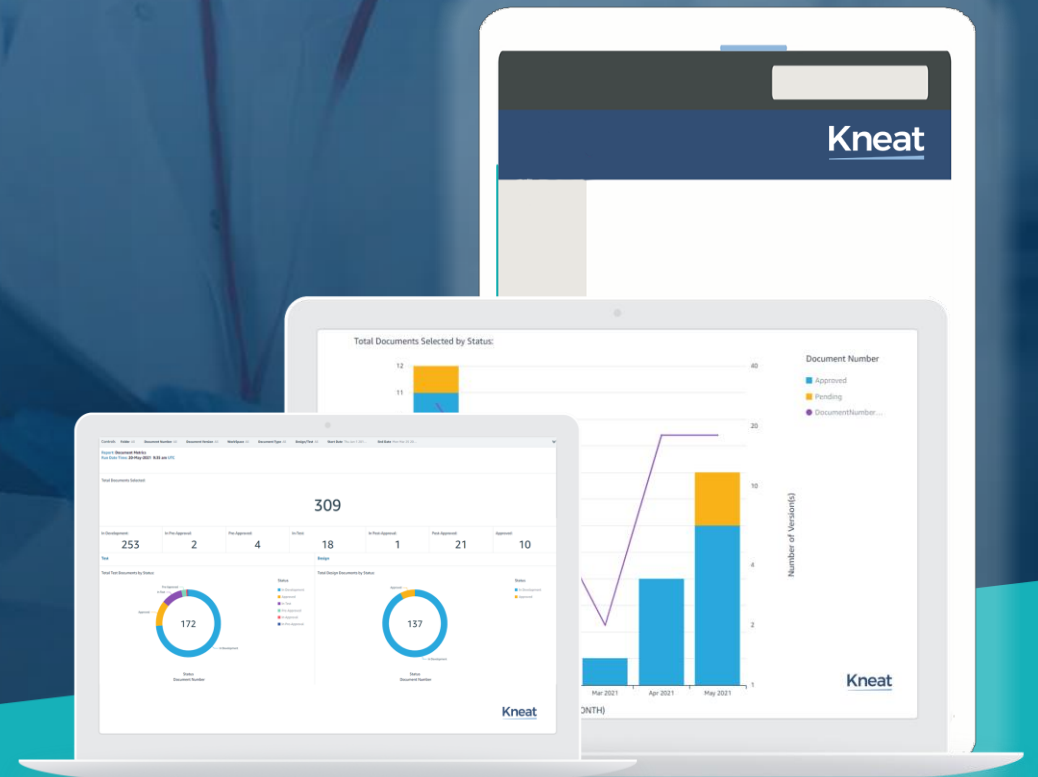




Kneat.com, inc.

Validation, digitized

April 2024



Safe Harbour Statement

This presentation contains forward-looking statements, including statements regarding Kneat's future financial outlook and financial performance, market growth, the release dates for and benefits from the use of Kneat's solutions, our strategies, and general business conditions. Any forward-looking statements contained in this presentation are based upon Kneat's historical performance and its current plans, estimates and expectations and are not a representation that such plans, estimates, or expectations will be achieved. These forward-looking statements represent Kneat's expectations as of the date in this presentation. Subsequent events may cause these expectations to change, and Kneat disclaims any obligation to update the forward-looking statements in the future.

These forward-looking statements are subject to known and unknown risks and uncertainties that may cause actual results to differ materially, including (i) unexpected changes in business and economic conditions, including the global financial and capital markets; (ii) our inability to continually develop technologically advanced products; (iii) the inability of our products and services to gain market acceptance; (iv) our failure to protect our intellectual property; (v) unauthorized disclosures and breaches of security data; (vi) changes in interest and currency exchange rates; (vii) changes in operating revenues and costs; (viii) political or economic instability, either globally or in the countries in which we operate; (ix) competitive factors; (x) the availability of external financing at reasonable rates or at all.

Further information on potential risks that could affect actual results will be included in other filings Kneat makes on www.sedar.com

Providing a SaaS platform for quality management, Kneat is a compelling investment opportunity, with:

- 1) **Market leadership** in life sciences validation
- 2) **High customer and revenue retention**
- 3) **Strong organic growth** via **land and expand** and **new wins**
- 4) **Expanding TAM**, as regulated companies seek to automate
- 5) **Improving margins**, as SaaS growth outpaces Services
- 6) **Proven, founder-led executive team**
- 7) **Quality-focused** culture

Kneat's Data-Centered Platform Modernizes Quality Management Compliance



With Kneat, any regulated company can be confident they are developing, manufacturing and delivering their products to the highest safety standard.



Kneat CEO, Eddie Ryan





- **Validation is a subset of Quality,** and consists of testing, documenting and proving compliance.
- Healthcare companies must **test every system, piece of equipment, process, manufacturing line, etc.**
- Test **results must be captured, documented to a high standard, approved and available** for regulatory audit for **many years to come.**
- If the testing is not adequate, the data not trustworthy and robustly documented, then the company **is out of compliance.**



High Customer ROI through Digitization

THE PAPER-BASED PAIN:

- Time- & Labour-Intensive
- Susceptible to Data Integrity issues
- Susceptible to Non-Compliance
- Volumes of paper documents to manage

HOW WE ADDRESS:

- 1st Integrated end-to-end digital platform
- Real-time data capture & visibility
- Data- & document-focused
- Easy to use

RESULTS: Quality, Compliance and Speed

- Real-time compliance & audit ready
- Eliminate data integrity issues
- Instant global collaboration & data visibility
- Efficiency & reduced schedules
- Higher quality, reduced risk

Validation includes:

- ✓ Document Management
- ✓ Analytical Instrument Validation
- ✓ Method Validation
- ✓ Commissioning and Qualification
- ✓ Drawing Management
- ✓ Utility and Facility Validation
- ✓ Equipment Validation
- ✓ Cold Chain Validation
- ✓ Electronic Logbook Management
- ✓ Process Validation
- ✓ Computer System Validation (CSV)
- ✓ Cleaning Validation

Expansive Market Opportunity for eValidation.....and beyond

Today's TAM: eVal within Life Sciences >**\$2B ARR**

Life Sciences =
Pharmaceutical, Med
Devices, Chemical,
Health & Personal
Care, Diagnostics

Life Sciences eVal +
Adjacent Quality
Solutions beyond
eVal within Life
Sciences

Life Sciences + Food &
Beverage + Aerospace &
Defense +
Transportation

Medium-term TAM: eVal +
Adjacent Quality Solutions within
Life Sciences: >**\$7B**

Longer-term TAM: Quality
Solutions for Life Sciences +
New Verticals: >**\$15B**

Source: D&B Hoovers; adjacent quality solutions are detailed in Kneat's Annual Information Filing dated 22 February 2023. All dollar amounts are in USD.

Top 20 Global Pharmaceutical Companies – Most Use Kneat

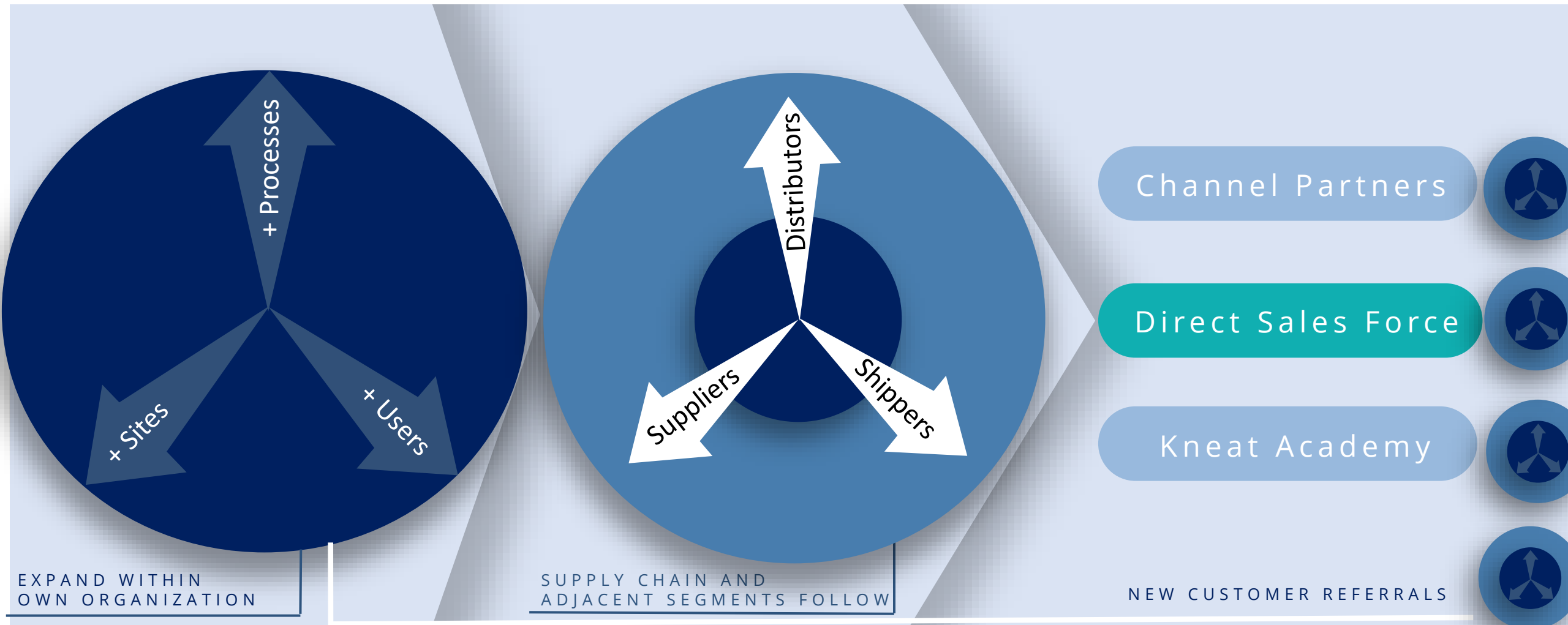


By 2021 revenue; Source: Contract Pharma. This image contains company names, product names, trade names, trademarks, and service marks of other organizations, all of which are the property of their respective owners.

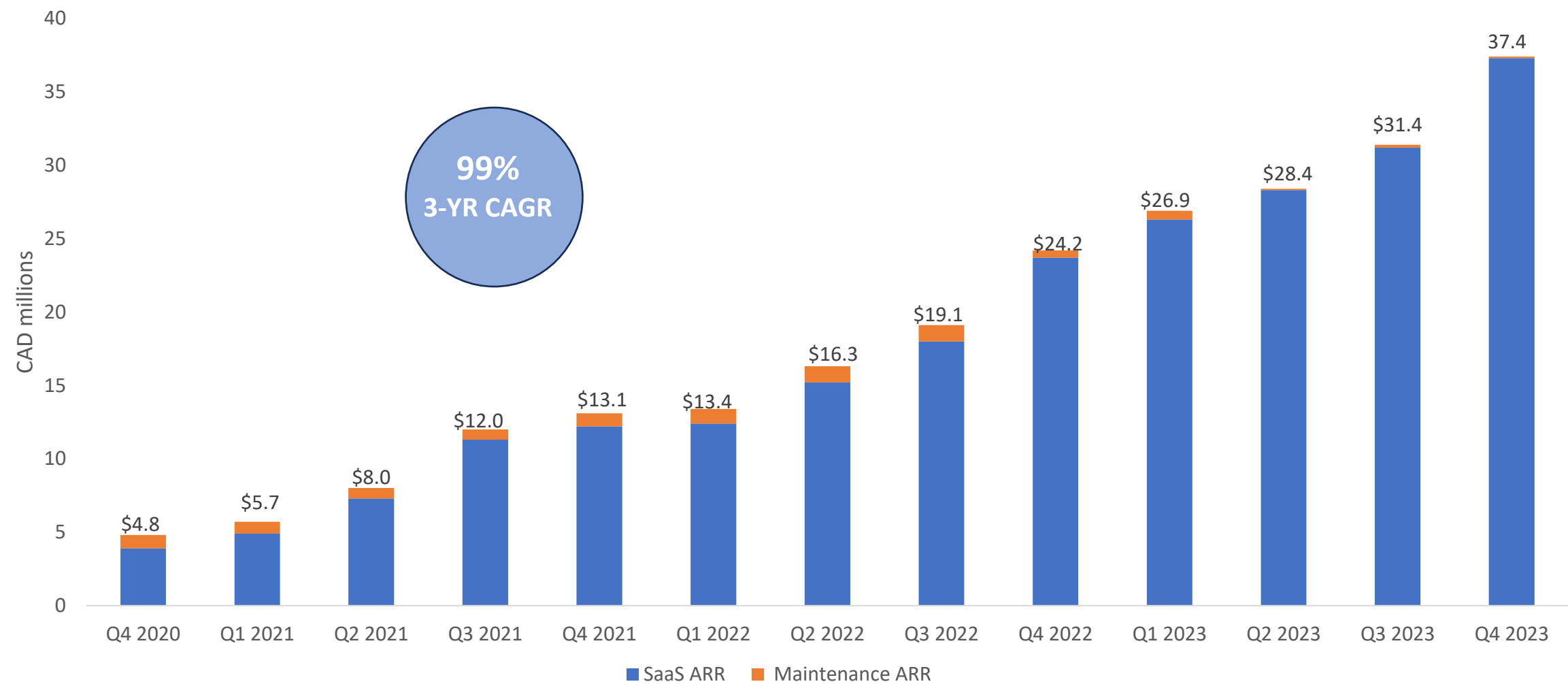
Example of a Tier-One Land & Expand



Go-to-Market and Growth Vectors



Annual Recurring Revenue



Improving Gross Margins

