

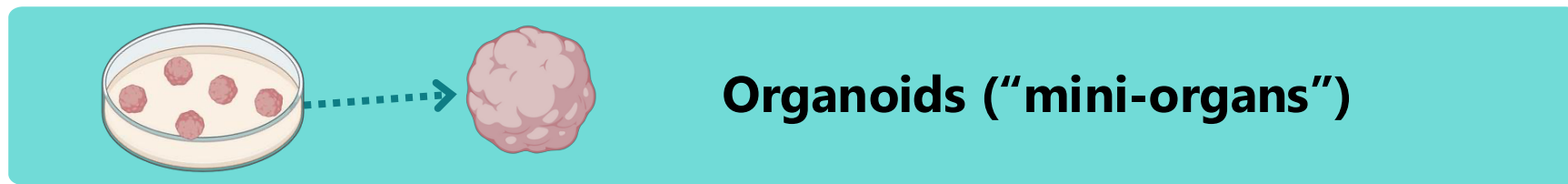
VISIENCO

**AI + robotics to automate and scale
organoid-based medicine**

March 2026 | edwige.guinet@visienco.ch | +41 77 237 03 64

VISIENCO

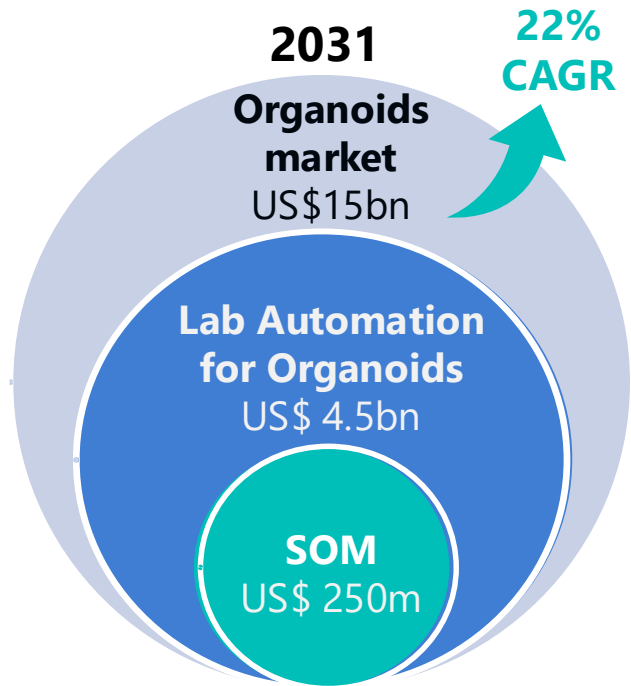
Organoids: Transforming Medicine Beyond Animal Testing



- DISEASE MODELING
 - DRUG DISCOVERY
 - CANCER TREATMENTS
 - PERSONALIZED MEDICINE
- PERSONALIZED HEALTH
-
- A grey silhouette of a human figure, representing personalized health.



From Labs to Market, a sector at inflection point...



VISIENCO

Pharma NOVARTIS

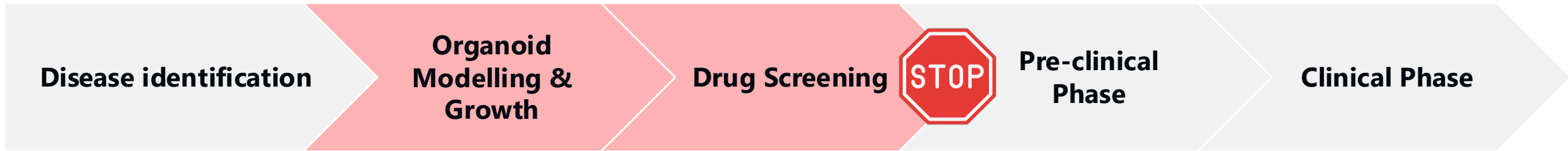
Biotech a:head

Research / Academia ETH zürich

Lab Instrument Providers TECAN.

- \$1.5bn+** raised globally (2015–2025) with **>50%** since 2021.
- 4x** publications in 2025 (vs 2019)
- 70%** top-tier pharma use organoids in their workflows
- 8x** dedicated organoid centres worldwide (vs 2019)
- Regulatory greenlight** from FDA and EMA (2025)

... but hindered by a lack of scalability and reproducibility to reach its clinical potential

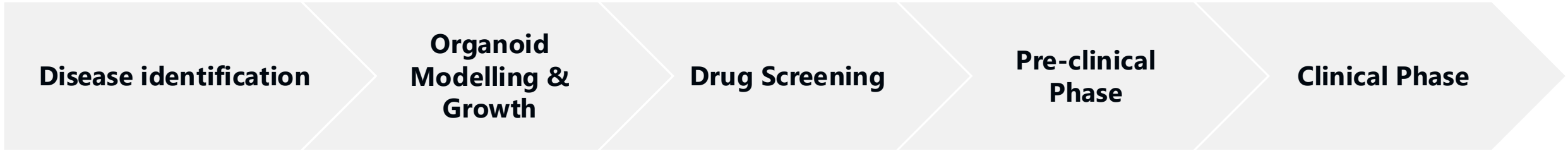


No Automation
No Reproducibility
No Optimization



Lack of Scalability
Lack of Standardization

Visienco: An AI-driven lab automation platform delivering insights to drive better decisions in drug development



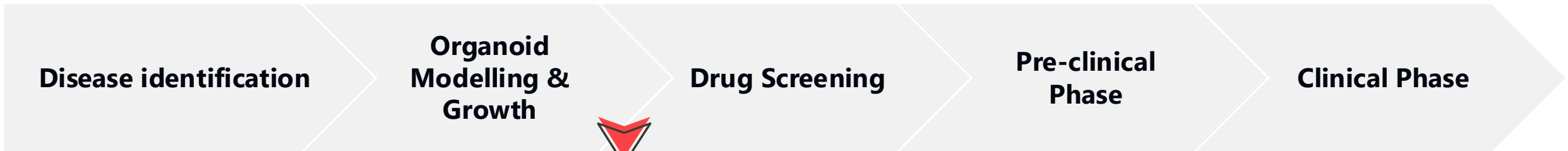
Automation
Standardization
Optimization



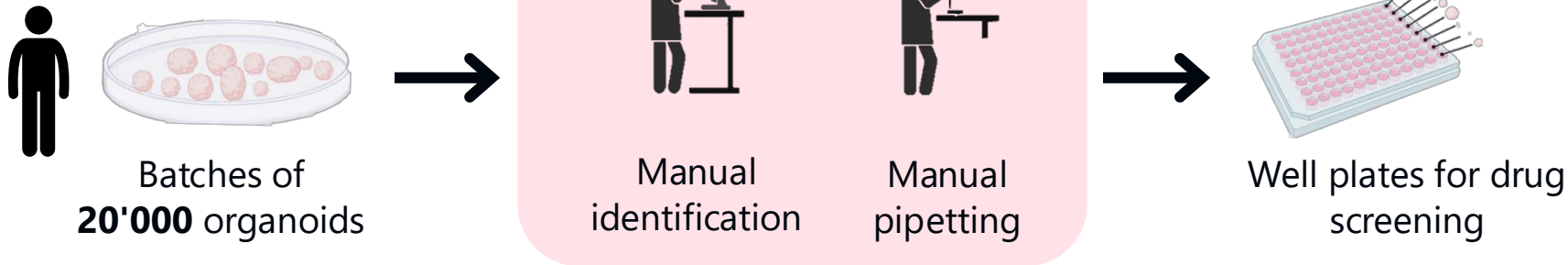
Smart Automation & Data

The diagram shows a light blue rounded rectangle containing three icons: a laboratory instrument, a cloud icon with 'API' written inside, and a computer monitor displaying a bar chart and a pie chart. The icons are connected by plus signs.

Starting with organoid sorting: a key bottleneck before drug screening



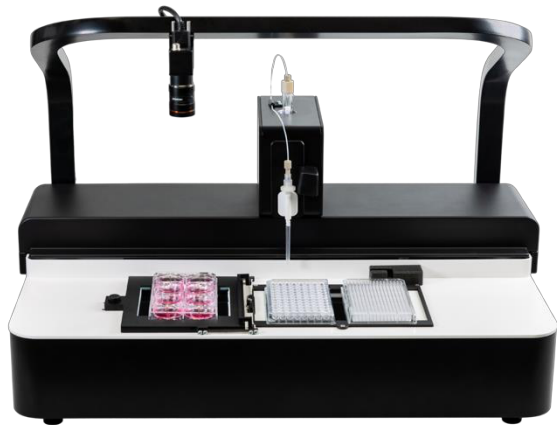
Entry Point:
Organoid sorting



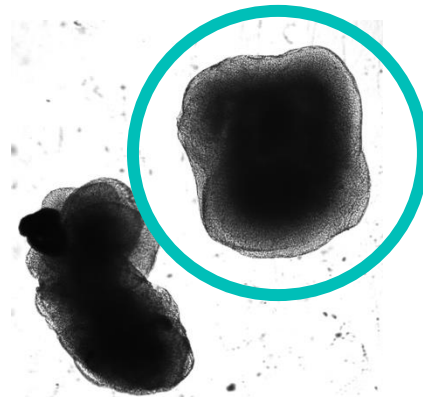
Low Throughput: max 400 organoids/day (50 days needed)

Low Reproducibility: 70% agreement on selection

The Orgadroid, a smart automation platform for organoid sorting



Robotics



AI



Throughput: x7
(7 days instead of 50)



Reproducibility: 95% vs 70%



Traceability: Organoid tracking & insights for QC & batch optimization

[Intro video](#)

Unique Value Proposition

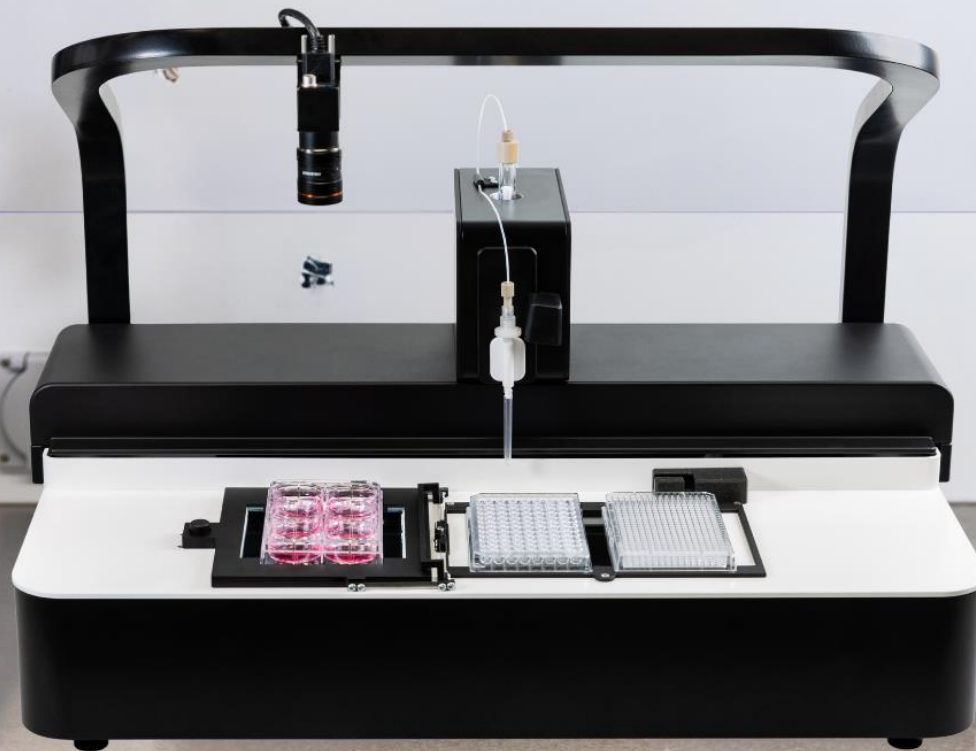


All-in-One: Transfer and characterize in one step



Flexibility:

- Organoids of any type & size
- Plug-and-play
- AI classification model



Market Validation: Proven Demand & Early Revenues

2 PILOTS COMPLETED
3 years of R&D

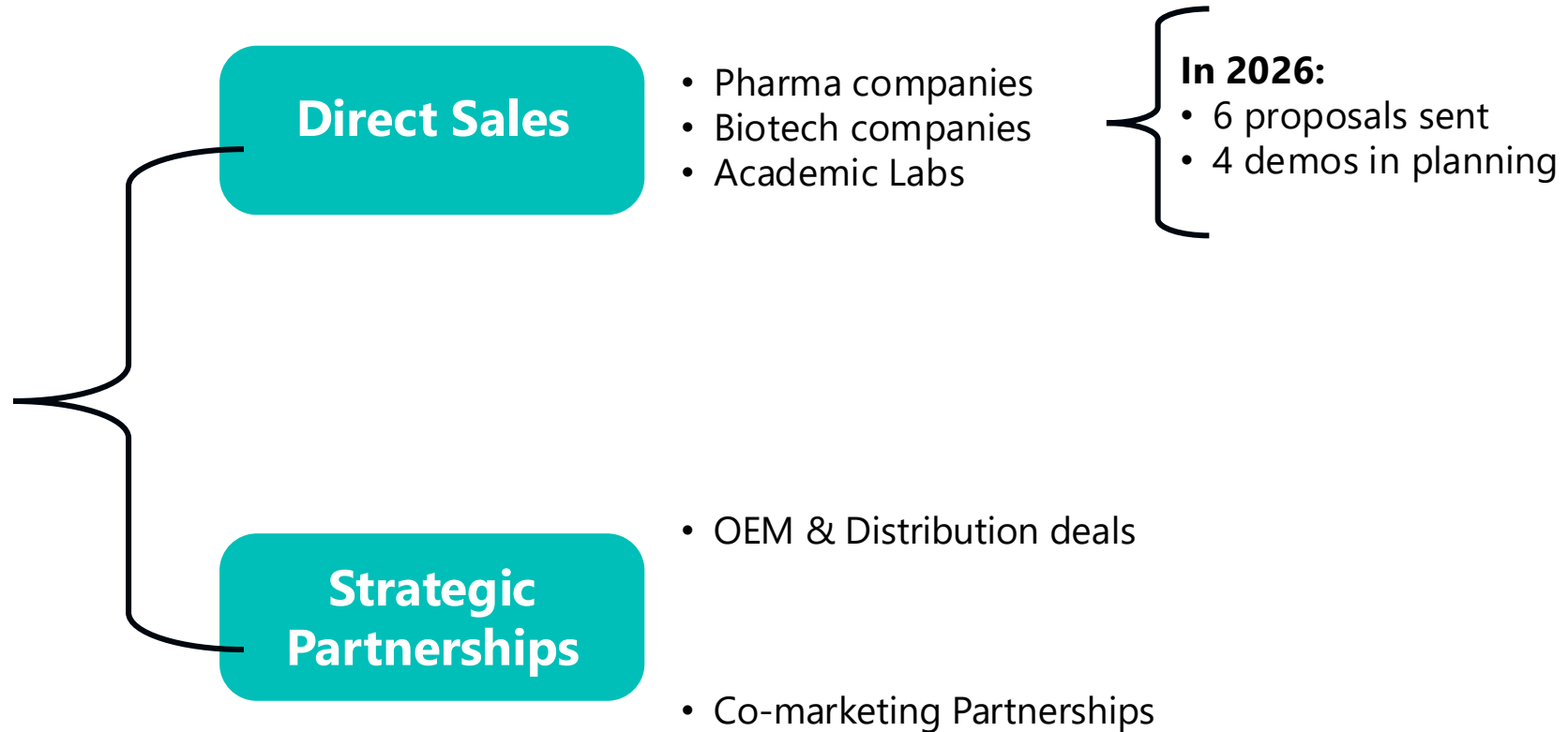


FIRST REVENUES
USD 275k



- 4 patents :: **csem**
- Incorporated in Jan 2025
- **Compliant:**
 - EU: CE certified
 - US: Standard EN 61010

GTM & Pipeline



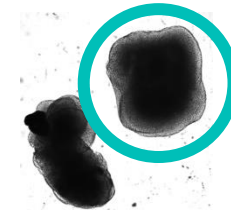
10+ active direct sales opportunities across pharma, biotech

	Pipeline	Segment	Country
●	Platform sales closed (CHF 190k)	Instrumentation partner	DE
●	Co-development project closed (CHF 20k)	Pharma	DK
●	LOI (new platform) + Proposal sent	Instrumentation partner	DE
●	LOI + Paid Demo (Feb 2026)	Pharma	DK
●	Paid Demo (Dec 2025) + Proposal sent	Research	FR
●	Proposal sent	Research	USA
●	Proposal sent	Research / Biobank	PT
●	Planned Demo April 2026 + Proposal sent	Pharma	USA
●	Evaluation – Planning Demo May 2026	Pharma	USA
●	Evaluation – Planning Demo June 2026	Pharma	UK
●	Evaluation – Planning Demo October 2026	Research	USA
●	Evaluation – Planning Loaner TBC	Biotech / CRO	NL
●	Evaluation – Planning Demo TBC	Research / Biobank	IT
●	Evaluation – Planning Tests April 2026	Biotech	IL

Business Model



Orgadroid platform
(or leasing option)



AI Organoid Analyzer plug-in

Recurring revenues (/year):

Maintenance
10-15% device sale

Pipet tip
(patented consumables)

AI Organoid Analyzer SaaS
(from mid 2026)

Team

Founders



Lucie Jandet, MSc
Co-Founder & CPO



Jonas Goldowsky, PhD
Co-Founder & CTO



Edwige Guinet, MSc
Co-Founder & CEO



Advisors & Support

Industry Expert



Vincent Revol
MSc Stanford, MBA HWZ

15 years Life Science, **CSEM**
10 years business dev



Biology Expert



Magdalena Renner
PhD in Molecular Biology

Head Human Organoid-Platform, **IOB**
> 10 years Biology



Business Coach



Reto Hartmann
Innosuisse coach

Business coach for Bionomous and
Seed Biosciences



AI Specialist

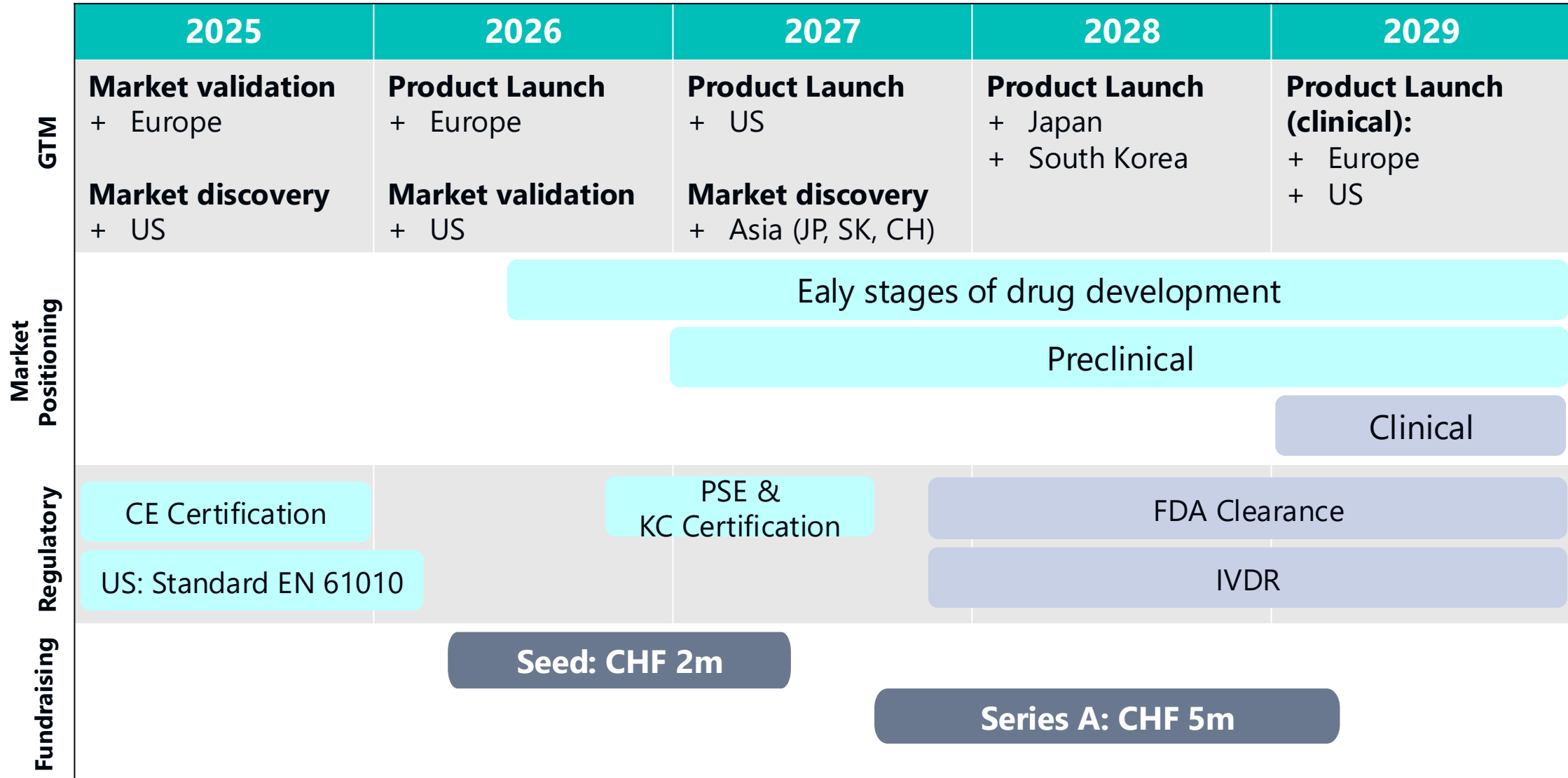


Silas Dietler
MSc ETH Zürich

Deep learning expert at CSEM



Roadmap



Join us to build the Future of Medicine

Now raising a
First Round

USD 2.5M
18 months runway

to achieve
3 key milestones:

**Goal
1**

**Product Commercial Launch
& Early Sales**

- Finalize CE marking (CE tests successful)
- Officially launch the Orgadroid in Europe (20 sales by end of 2027)

**Goal
2**

US Market Entry Readiness

- Achieve legal requirements for US commercial entry by 2027;
- Prepare US GTM (partnerships) & develop US pipeline;

**Goal
3**

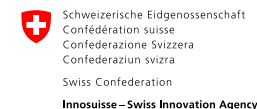
Product Development

- 4 FTE engineers hire;
- AI Organoid Analyzer software release

* First-stage close (USD 650k) targeted for April 2026 to drive US market entry and early commercial traction.



Core Coaching
supported by



What's next



Hospitals & Clinical Research Centres

Using patient-derived models to find personalized therapies



Cosmetics & Consumer Health

Running cruelty-free safety & efficacy tests



F&B Companies

Running safety, toxicology tests and developing alternative food culture



Chemicals Companies

Running safety, toxicology tests

+ animal organoids
(disease modelling, vaccines testing)

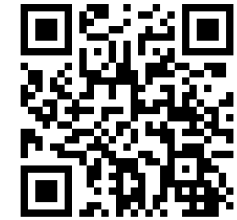
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VISIENCO

STRAIGHT INTO YOUR LAB



9 INDUSTRY, INNOVATION
AND INFRASTRUCTURE



12 RESPONSIBLE
CONSUMPTION
AND PRODUCTION



3 GOOD HEALTH
AND WELL-BEING

