

**Objection Handling & Response**

1. The technology is not really applicable to the type of chemistry I do.
  - What kind do you typically do? Synple constantly develop new applications.
  - Every year 2-3 new reaction applications are released.
2. It looks great but I would like to see more applications first.
  - Our platform currently covers over 50% of the reactions commonly used in discovery chemistry.
  - Synple's platform constantly expands, Synple is targeting all reactions commonly used by discovery chemistry + this perfectly complements your lab work.
  - Get on board now, be faster, work smarter, safer... + challenge our R&D team to take it where you need it to go..
3. ...really interesting,.. just not sure we have a project right now ..to evaluate it.
  - What kind of projects are you working on at the moment?
  - Might get you involved into prototype applications & testing.
4. ...great but we have no CAPEX budget left / approved for this year...
  - Pay Per Use model: machine as loan; pay cartridge consumables only).
  - Later you can buy the machine and get cartridges at a reduced price).
5. At the moment we just do not have space for any more equipment in the labs.
  - Synple 2 is small (49x26cm) and portable (15kg).
  - Plug and play: simply attach nitrogen line, plug it in and it is ready!
6. Can I do reaction scale up? I need more intermediates or promising compounds.
  - At the moment, either up to 0.1 or up to 0.5 mmol, but there are some exceptions (some protecting group reactions).
  - In 2021: some cartridges available for 5-6 x the scale, but not fully purified.
  - By 2022: automated purification system added for larger scale.
7. Can I only do one reaction (one compound) at a time?
  - At the moment each unit or module can do one reaction at a time. One more reaction than you could otherwise do.
  - Synple Unity system - flex. parallel synthesis: Synple 2 modules linked together + 1 control console.  
(+) scalable (+) no programming (unlike with other parallel synthesizers, where complicated programming is needed) like with individual Synple 2.
  - Working on a sequential version (to line up reactions and run over weekend).
  - In combination with our virtual library approach, system is still a valuable tool for hit or lead ID. Rapid resynthesis of virtual hits – high level of synthesis success.
8. Why should I use a Synple 2 machine for an easy-to-do-manual reaction?
  - You can “work smarter” + save time (no searching, no weighing, no reaction set up, no work up, no purification, no cleaning up).
  - Focus on challenging chemistry using your intellectual input ....
  - .. and let the easy work be done by Synple 2 automation and focus on more value adding work.
9. Does system work for every substrate? ...highly functionalized might not work?
  - Synple enables fast + easy preparation: new compounds for bio-screening.
  - The pre-installed methods are optimized to give enough material for fast testing (PS. Days of optimizing / screening reactions to achieve the absolute max. yield is waste of time, unless you know that compound will progress).
  - The application notes for each reaction define scope for each reaction.
  - If the chemistry should work in batch then it should work in the machine.

- If you think that your substrate lies at the edge of the scope then there is always the options to change parameters in the reaction protocols (e.g. if you have a slow reacting starting material => increase time or temperature.
10. Isn't flow chemistry limited to compounds and lines often get blocked?
- Synple is a flow-batch hybrid => fewer restrictions compared to standard flow reactors.
  - Very solubilizing solvents or co-solvents recommended for use with pre-optimized reaction protocols, which prevents potential blocking.
  - Aside from the SnAP chemistry our methods tolerate multiple solvents / co-s.
  - The lines and connectors are all standardized.
  - Machine has a pre-installed self-wash sequence; easy routine maintenance
11. The cartridges are quite expensive for a single reaction.
- Net value is much bigger, because 1. ready-to-use – no optimization or programming = time saving = cost saving, 2. automation – time saving = cost saving, 3. Cartridges and protocols – reproducibility, 4. No specialist training = labor cost savings, 5. Chemicals contained in machine & cartridges = safer.
  - e.g. multistep SnAP chemistry; 5 min (Synple) vs. 4 h work time (>70% less costs).
12. Are the cartridges reusable?
- Cartridges are single use => to guarantee top quality, controlled reagents.
  - Many reagents would be depleted.
  - A re-use would contaminate your product with similar, hard to remove compounds from prev. runs, because of contaminated purification materials.
13. Can these disposable plastic cartridges not be recycled?
- Synple Chem are looking to establish a recycling option in the future.
  - At the moment the return shipping would more energy intense than the disposal.
  - You can dispose them as solid waste, as you do with purification cartridges.
14. The range of cartridges is restrictive. Can I get empty cartridges and fill them myself?
- The technology uses pre-filled and highly optimized cartridges for optimized reactions, which brings the real value for chemists. The automation of this range of reaction leaves time for the chemists to deal with other reaction or projects.
  - However, we also sell empty cartridges + technical support + new software scripts for new application development.
15. Can I do a PROTAC reaction with a different linker?
- We can build custom made cartridges on request. Contact Synple Chem for a quote.
16. Does the technology fit with my automation strategy (does all by itself + multiple compounds at a time)?
- Completely automating discovery research is the ultimate goal.
  - Synple Chem's goal is to give access to complex chemistry to "all" (chemistry-in-a-box).
  - We are providing complimentary productivity enhancing tools.
  - Synple Chem will integrate offer a digital environment soon to integrate into other smart lab infrastructure.
17. We are a virtual company without in-house chemistry and work with CROs.
- Synple Chem can do CRO work for your.
  - We collaborate with your CRO.
  - We have a CRO reference list, working with our system / platform.