ADVANCELL

advanced in vitro cell technologies

THERAPEUTIC STRATEGIES FOR UNMET MEDICAL NEEDS

BUSINESS DESCRIPTION

- Historically, **ADVANCELL** has three Business Units
- In 2010: strategic decision to spin off service business and focus on drug development

Alternative Testing
Research Services and reagents based on *in vitro* cellular models

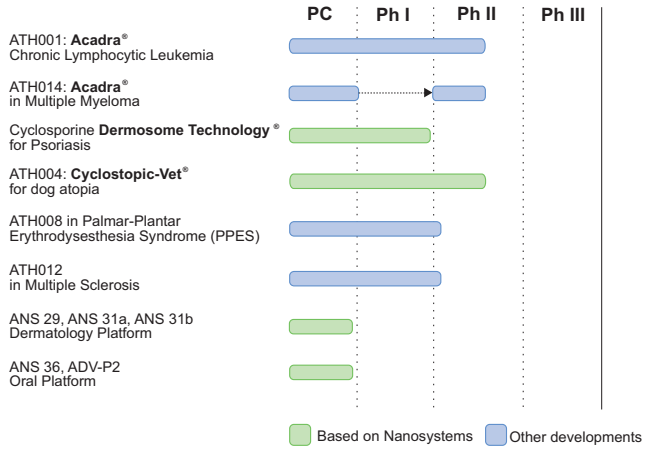
Nanosystems
Drug Delivery technology (topical and oral)

Therapeutics
New drug products for unmet clinical needs

Spin Off

Portfolio** of high value adding **pharmaceutical developments

ADVANCELL PIPELINE 2010



ADVANCELL THERAPEUTICS

Development of **new drug products:**
- In-license in preclinical phase
- Development to clinical proof of concept (usually Phase II)
- License out to a third party (Big Pharma)
- Revenues from Licensing fees including upfront payments, milestone and royalties

Target markets
- High value adding indications in **oncology** and **dermatology**

Investment Need
- **2-3 M EUR** / project
- **2-3 years** development to significant value inflection point

STRENGHTS

Efficiency:
- Hand picked selection of projects ensures higher success rates in further developing stages
- Selection of specialized external team with exactly the right know-how profile for each project
- Design development programs to incorporate high risk steps as early as possible: reduction of sunk costs associated to project failure

Maximized value creation:
- Relative low needs of capital for a high impact

ADVANCELL NANOSYSTEMS

Pipeline of developments based-on proprietary enabling technology:
- Partnering with pharma companies: development fee and technology license
- Identify own products and development to Proof of Concept (clinical development by ADVANCELL Therapeutics, out-license after phase II)

Enabling Technology:
- Improve delivery and bioavailability of compounds through nanoscale Drug-delivery Technology
- Versatile and flexible technology platform with strong IP position
- Several proof of concepts available
- Industrial scale-up developed

Target markets
- Dermatology, Inflammation (intestinal), Diabetes

Investment Need
- **1,5 M EUR** / year

STRENGHTS

Our chitosan-based Nanosystems technologies can significantly improve bioavailability of complex molecules:
- Higher surface area of contact and higher time of contact
- **Versatile: several routes of administration possible**
  - in vivo PoCs for oral, dermal, nasal
- **Flexible: can encapsulated broad range of active principles**
  - Small Molecules, Peptides, Proteins, DNA, siRNA, Antibodies
- **Robust Technology:**
  - Chemical stability and solubility of the active molecule
  - Developed industrial process: scalability
  - Stable, simple and solvent-free technologies
- **Potential patentability with a given molecule**

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