

CIC2000

Dr. Peter Estibeiro: Co-Founder and Director

ExpressOn BioSystems

Access to molecular technology

Products and services for the cutting edge
of bio-science research and therapeutics

An improved process for the rapid and efficient design of antisense reagents

that can cut lead drug development time by over 50%

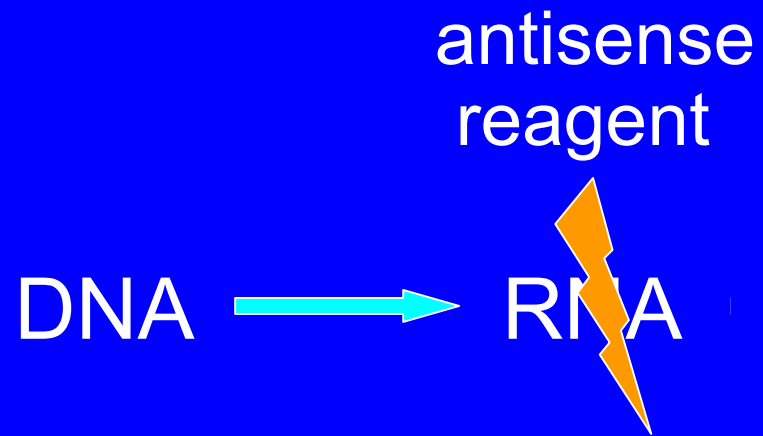
and initial drug development costs from an average £70 million to around £5 million

enabling us to address the estimated £900 million market for gene therapy products [USADATA.COM]

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What do antisense reagents do?



Why are antisense reagents useful?

- **Pure and Applied Research**

- Used as research tools to understand gene function

- Used for drug target validation

- Human Genome Mapping Project will increase the number of potential drug targets from 500 to 10,000 by 2010

- **Therapeutics**

- Emerging drugs for difficult-to-treat diseases

- FDA approval for first antisense drug in 1998

- Heralded as the most important medical advance since antibiotics

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What is our improved design process?

A DNA microarray & proprietary analysis software

Can be used on standard microarray readers

Why is it so good?

- **Rapid**

- applicable to mass screening

- able to cope with number of new targets

- **Efficient**

- higher success rate than computer-aided design

- reduced downstream testing

- **Cheap**

- uses established equipment & manufacturing processes

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Staged roll-out to market

Application	Target Customers	Market Size	Market Niche	Market Share
Drug target validation (service)	Major pharma R&D depts	£2.5 B annual UK spend	UK pharma	Leader within 2 years
Drug therapy candidates (licences &/or partnerships)	Major pharma Drug development programmes	£900 M for non-cancer gene therapies	Brain diseases eg. AD epilepsy stroke	First to market

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Why will we succeed?

- Rapid, cheap and effective design process
- Aggressive share of specific market niches
geographical (UK)
biological (brain function)
- Scientific expertise
advisory panel of leading neuroscientists
- Staged roll-out provides revenue during drug development
- Already a successful company
providing contract research services in molecular biology

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Who are we?

- Director of Technology Development: Dr Peter Estibeiro
PhD Molecular Biology (Leicester) 1987
Senior research fellow and lecturer (Edinburgh) 1995-1999
Founder and Director of ExpressOn BioSystems 1999-
- Director of Operations: Dr Eleanor Barnard
PhD Molecular Virology (Glasgow) 1997
Research Fellow (Edinburgh) 1996-2000
Co-founder and Director of ExpressOn BioSystems 1999-
- Non-executive Director: to be announced
- Commercial Director: to be appointed in 2001

Why are we here?

- £100,000 Edinburgh Technology Fund (ETF) equity investment

By mid-2001: validated proprietary technology
portfolio of IP & commercialisation strategy

- £2 million investment

2001-2003: relocate to Midlothian biotech cluster
strengthen management team
develop proprietary software
scale-up to full commercial design process
employ additional scientific staff

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