



The Glycan Specialist

<p>Industry: <i>In-Vitro</i> Diagnostics (IVD) (Personalized Medicine) Established: 1999, privately held Employees: 20 Shareholders: BRM Group, MMT Fund, Hunza Ventures, Private investors and Employees. Raised so far: \$20 million</p>	<p>Investment highlights:</p> <ul style="list-style-type: none"> • First ever technology platform isolating proprietary glycans biomarkers • First product, a blood test for IBD & Crohn's disease launched • Second product, a blood test for MS prognosis to launch Q4 2008 • Large pipeline of products addressing a \$10 billion market • Strong IP of over 60 issued patents and pending patent applications • Acquiring private IVDCorp with \$5M in sales and \$1M EBITDA • Superb management team, BOD and clinical collaborators
<p>Overview:</p> <p>Glycominds develops and commercializes a new class of early diagnostic and prognostic tests for autoimmune diseases and cancer using its proprietary technology involving the discovery and analysis of glycans – complex sugar molecules. Glycominds launched its first product, a blood test for early diagnosis of Inflammatory Bowel Disease and prognosis of Crohn's Disease (CD) The IBDX test is approaching a \$100 million direct market and already launched in Israel and Europe and is launching in United States during this quarter. Glycominds' current pipeline includes the first ever blood test for diagnosis of Multiple Sclerosis intended to be launched during H2 2008, a prognostic test for MS planned to be launched in early 2009, as well as products for the prediction of recurrent pregnancy loss based on hyper-coagulation, and first in class screening tests for breast and colorectal cancers.</p> <p>Technology:</p> <p>The ability to identify and analyze glycan antibodies is a powerful tool for early diagnosis of autoimmune diseases and cancer, enabling detection of a disease a significant amount of time prior to the onset of physical symptoms. By correlating the presence of specific glycans to the historical data regarding the development and presentation of certain diseases, anti glycan antibodies can also be used in prognostic testing, which enables clinicians to treat their patients more intelligently and efficiently.</p> <p>IP:</p> <p>Intellectual property portfolio is encompassing two issued patents in the United States, 30 issued patents in major European countries, and several additional patents issued worldwide. In addition there are ten patent applications pending in the US, and several other pending applications pending in Europe</p> <p>Existing products, Rich pipeline:</p> <ul style="list-style-type: none"> • IBDX® - a test for diagnosis/prognosis of IBD and Crohn's Disease (CD) • IBDX® PRO – advanced CD severity assay. • gMS® Dx, an early diagnosis test for Multiple Sclerosis. • gMS® PRO, a prognostic test for MS. • A test for predicting recurrent miscarriage based on hyper-coagulation caused by Antiphospholipids Syndrome (APS). • First in class tests for the early diagnosis of breast and colorectal cancers. <p>Next major milestones:</p> <ul style="list-style-type: none"> • gMS® Dx launch, an early diagnosis blood test for Multiple Sclerosis Q4 2008. • Clinical validation of gMS®PRO based on BSP' BENEFIT pivotal phase III study <p>Financials:</p> <p>Initial revenues reached \$100,000 during 2007, expected to grow to \$8 million in 2009 and to \$50 million in 2012. Profitable from year 2010.</p> <p>The company is seeking for \$15M in combination of equity and debts</p> <p>Use of proceeds:</p> <ul style="list-style-type: none"> • Further commercialization of IBDX® • Launching of gMS® Dx • Acquiring IVDCorp enjoying its revenues stream and state of the art manufacturing facilities • Proof of concept for the breast cancer screening test 	<p>Senior Management:</p> <p>Dr. Avinoam A. Dukler, Ph.D., Co-founder, Director President and CEO Built and led Glycominds and its team from inception in 1998; co-inventor of underlying technology. B.Sc. In biology, Cum Laude, and Ph.D. in Biotechnology from Tel Aviv University</p> <p>Dr. Nir Dotan, Ph.D., Co-founder, CTO, VP R&D Led Glycominds' technology development from inception B.Sc. In Biology, Cum Laude, and Ph.D. in Molecular Microbiology and Biotechnology from Tel Aviv University</p> <p>Mr. Steve B. Lehrer, MBA, President, Glycominds Inc. Former President of DNA Sciences, Monsanto, McKinsey & Company, Procter & Gamble. MBA from Harvard, degrees in chemical engineering and economics from University of Maryland.</p> <p>Dr. Chen Even, Ph.D. Chairman, Glycominds Ltd. Board Director, Senior Cooperate VP Commercial Operations DiaSorin S.p.A, Italy DiaSorin (Milano:DIA.MI), Former director at American Standard International (NYSE:ASD) B.S. in Computer science and Ph.D in Microbiology, University of Minnesota Completed Fellowship in Neurology at the University of California; awarded several grants; published over 20 publications in peer reviewed journals</p>
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