

“Uniting Small Pharma Capability Across the World to Address VL”

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DNDi Stakeholder's Mtg

Issues for Developing Countries

- **Access to resources**
- **Access to and availability of skills**
- **Access to information**
 - **intellectual property (patented and non-patented)**
- **Establishing appropriate infrastructure**
- **Establishing appropriate culture to support innovation**
- **Being invited to the table**
- **Budget to support R & D**
- **Advinus, an India-based company, can fill this void through PPP.**

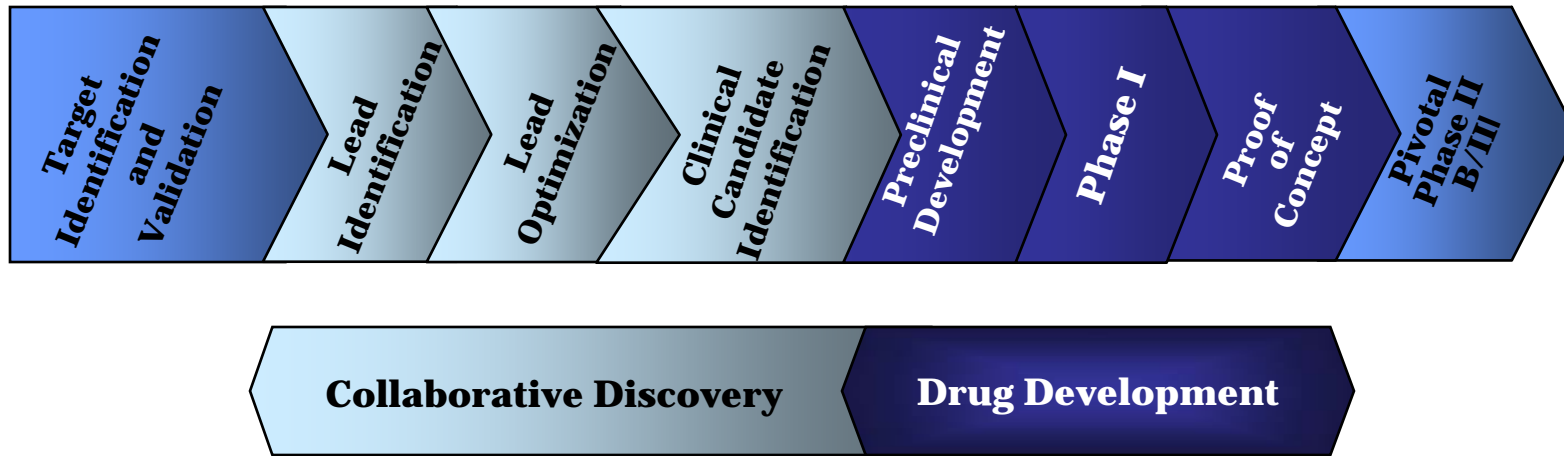
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DNDi Stakeholder's Mtg

Our Motivation for to Become Involved in Neglected Diseases

- **Our passion for neglected diseases**
- **Commitment to neglected diseases in the mission statement**
- **Our past experience and successes in discovering & developing NCEs**
- **Our responsibility for addressing public health issues of the country in which we operate**
- **Unique opportunity to leverage our experience and geographic location**
- **India advantage – diseases burden, talent and cost-effectiveness**
- **Tata's track record of addressing public health issues of India**

Advinus Business Overview



- Collaborative Drug Discovery & Development in selected Therapeutic Areas; including neglected diseases
- Fee-Based contract services for Drug Development
- Separate business units with separate locations, infrastructure and management
- Strategic alliance with Veeda CR for seamless preclinical and early clinical development services
- Our proven track record of developing successful alliances – Merck & DNDi

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DNDi Stakeholder's Mtg

The Advinus Advantage

Discovery to Early Clinical Development



ENGAGEMENT MODELS

- Pure FTE arrangement
- Fees for service
- Hybrid model involving above and risk/reward

- Drug discovery
- Custom Synthesis
- Process Chemistry and Research
- Analytical R&D
- Stability Testing
- DMPK / Clinical Pharmacology
- Bioanalytical Support
- Safety Assessment
- Early clinical trials including POC

Comprehensive, one-stop for Drug Discovery & Development capabilities

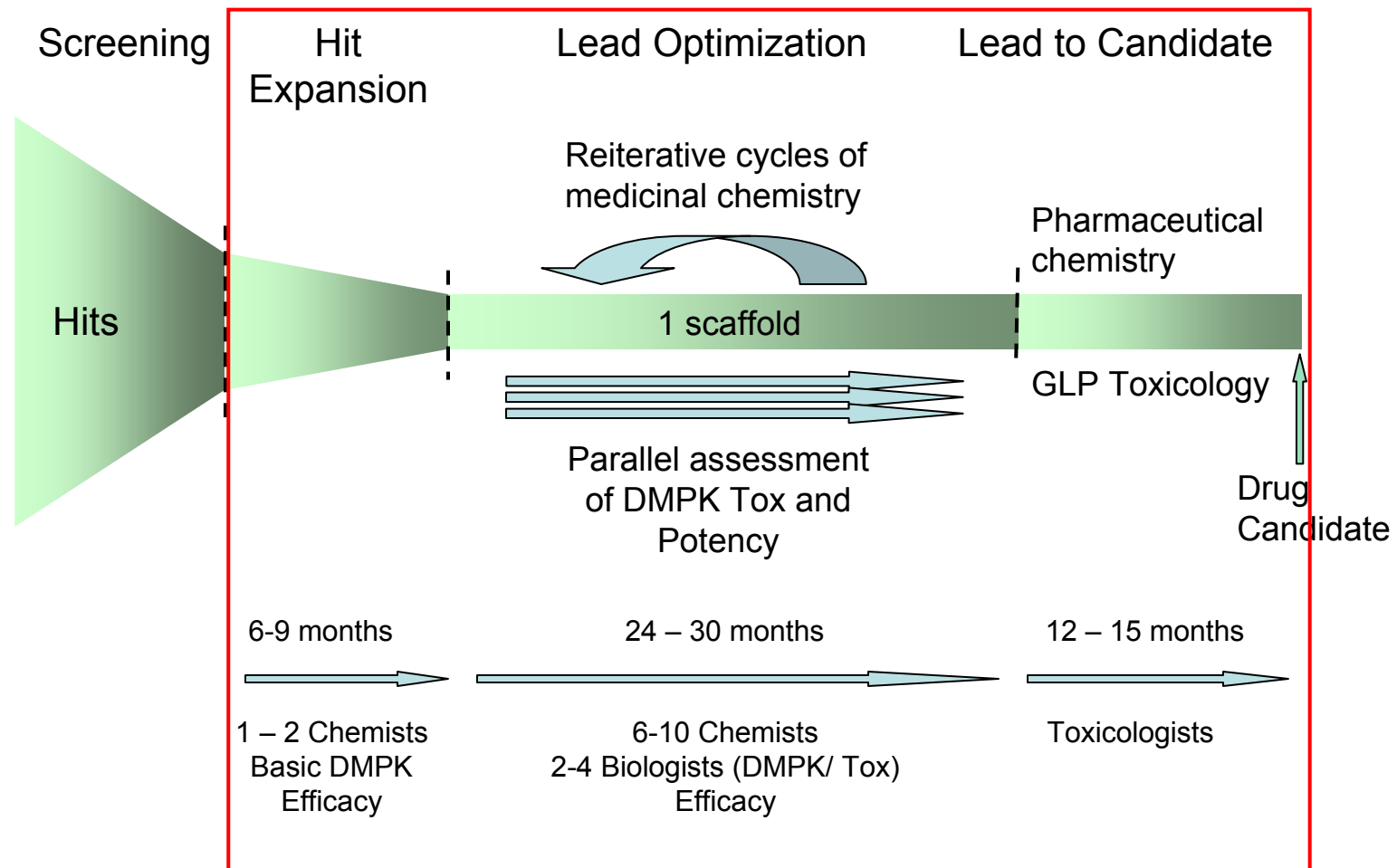
Access to patients for POC and Phase II/III trials

Affordable cost & reduced time to market

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DNDi Stakeholder's Mtg

Scope of the DNDI-Advinus Collaboration



DNDi Stakeholder's Mtg

DNDi contribution

- **Expertise in the field of neglected diseases**
- **Funding**
- **Strong leadership in project management and drug development**
- **Ability to bring external expertise on an *ad hoc* basis**



Chronological Project Updates

- **First project discussion meeting was held in Bangalore Aug 1-3, 2007 where initial project goals were discussed**
- **First and project kickoff meeting was held in Advinus Bangalore facility on November 27th, 2007.**
- **Medicinal chemistry, synthetic chemistry, DMPK are being done at Advinus, screening is being carried out at London School of Tropical Diseases, London and CDRI, Lucknow. Initial optimization focus is to come up with a compound with IC50 ~ 1 μ M and good druggability properties (low protein binding, good PK profile)**
- **So far about 120 compounds have been synthesized and are being screened at to London/CDRI for screening**
- **The goal is to discover and develop a potent, safe, efficacious and cost-effective oral therapy for leishmaniasis**

Future Outlook of the Project

- **Candidate selection in 2009**
- **Pre-clinical development / IND filing 1Q10**
- **Phase I 2Q10**
- **POC 4Q10 / 1Q11**
- **Multiple additional projects on neglected diseases**

Our Commitment for Neglected Diseases: The Differences for the Terms for R & D Alliances

Merck

- Advinus driving the **discovery program & pre-/early clinical development**
- **Upfront Payment**
- **Milestone payments**
- **Royalties**
- **Shared risk/reward**

DNDi

- Advinus driving the **medicinal chemistry through SAR for activity, selectivity & DMPK; biology from a partner**
- **No upfront payment**
- **No milestone payments**
- **No royalties**
- **No success based financial reward; fees for service in return for opportunity lost**

Our Value Proposition

- Rich experience of developing seven **NDA**s & several **IND**s for **anti-infectives molecules**
- Our proven track record of developing **successful alliances – Merck**
- Proven commitment for discovering and developing NCEs for neglected diseases through partnership with DNDi and MMV in the past
- State of the art drug discovery and development competencies and facilities
- Ability to integrate key ingredients to develop a successful model for R & D on neglected diseases – **science, experience, cost-effectiveness and ability to develop a deal structure that preserves the need to discover & develop new molecules efficiently and cost-effectively**
- Being located in the country with “disease-burden” & public health issues
- Ideal partner for small companies/NGOs for joint grant proposals – **our relevant R & D experience coupled with the “India-advantage”**
- **Full support from the board of the company** – parent company Tata with a century old history of supporting national issues
- Above all, **our passion** to address this fundamental need for India as well as other countries around the world



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