



**Selvita – Your Partner in Drug Discovery**

**您的药品研发合作伙伴**

*Go Global! Polish Pharma, 4<sup>th</sup> July 2012*

[www.selvita.com](http://www.selvita.com)

- A few facts about Poland
- Selvita overview
- Internal pre-clinical pipeline
- Drug discovery services
- Contact data

## Economy

- The only consistently growing economy in Europe

## Stability

- Debt / GDP ratio < 54%
- EU member
- NATO member
- European Patent Organization member

## Stock market Warsaw Stock Exchange

- € 119 billion market capitalization of domestic companies
- € 63 billion of equities trading volume in 2011
- 5<sup>th</sup> fastest growing stock exchange in the world in trading volume
- 428 companies listed on the main market
- 359 companies listed on NewConnect tech market
- 3<sup>rd</sup> largest IPO market in Europe in 2011

## Science

- 70% growth in science funding from 2006 to 2011
- 40% of recent research grant awards on biotechnology projects

## Scalability

- 38 million people
- 40 000 biomedical researchers in the academia
- 13 000 biotechnology freshmen in 2011

# Famous biomedical discoveries by Polish scientists

## 科研潜力



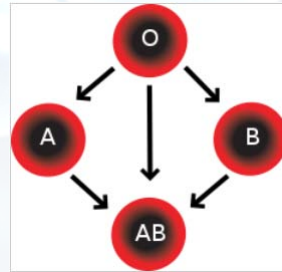
Cybulski  
1899



Machoń  
1970



Chomczyński  
1987



Hirszfeld  
1912



Andruszkiewicz  
1988



Reichstein  
1950



Funk  
1910



Koprowski  
1950

### Top recent publications from Krakow biotechnology



THE LANCET



- [An electronic bus bar lies in the core of cytochrome bc1](#), Swierczek M, Cieluch E, Sarewicz M, Borek A, Moser CC, Dutton PL, Osyczka A, Science
- [Culturing the unculturable: human coronavirus HKU1 infects, replicates, and produces progeny virions in human ciliated airway epithelial cell cultures](#), Pyrc K, Sims AC, Dijkman R, Jebbink M, Long C, Deming D, Donaldson E, Vabret A, Baric R, van der Hoek L, Pickles R, Journal of Virology
- [Role of heme oxygenase-1 in human endothelial cells: lesson from the promoter allelic variants](#), Taha H, Skrzypek K, Guevara I, Nigisch A, Mustafa S, Grochot-Przeczek A, Ferdek P, Was H, Kotlinowski J, Kozakowska M, Balcerzyk A, Muchova L, Vittek L, Weigel G, Dulak J, Jozkowicz A, 2010, ATHVB
- [Effect of chronic mild stress and imipramine on the proteome of the rat dentate gyrus](#), Kedracka-Krok, S., Fic, E., Jankowska, U., Jaciuk, M., Gruca, P., Papp, M., Kusmider, M., Solich, J., Debski, J., Dadlez, M., and Dziedzicka-Wasylewska, M. (2010). Journal of Neurochemistry
- [Interaction of regulators Mdm2 and Mdmx with transcription factors p53, p63 and p73](#), Zdzalik, M., Pustelny, K., Kedracka-Krok, S., Huben, K., Pecak, A., Wladyka, B., Jankowski, S., Dubin, A., Potempa, J., and Dubin, G. Cell Cycle
- [α1-Antichymotrypsin inactivates staphylococcal cysteine protease in cross-class inhibition](#), Wladyka B, Kozik AJ, Bukowski M, Rojowska A, Kantyka T, Dubin G, Dubin A. Biochemie
- [Heparin plus a glycoprotein IIb/IIIa inhibitor versus bivalirudin monotherapy and paclitaxel-eluting stents versus bare-metal stents in acute myocardial infarction \(HORIZONS-AMI\): final 3-year results from a multicentre, randomised controlled trial](#) Stone, G.W., Witzensbichler, B., Guagliumi, G., Peruga, J.Z., Brodie, B.R., Dudek, D., Kornowski, R., Hartmann, F., Gersh, B.J., Pocock, S.J., Dangas, G., Wong, S.C., Fahy, M., Parise, H., Mehran, R. The Lancet,
- [Adsorption of components of the plasma kinin-forming system on the surface of Porphyromonas gingivalis involves gingipains as the major docking platforms](#), Rapala-Kozik, M., Bras, G., Chruscicka, B., Karkowska-Kuleta, J., Sroka, A., Herwaldt, H., Nguyen, K.-A., Eick, S., Potempa, J., Kozik, A. Infection and Immunity
- [Critical role for the chemokine receptor CXCR6 in NK cell-mediated antigen-specific memory of haptens and viruses](#), Paust, S., Gill, H.S., Wang, B.-Z., Flynn, M.P., Moseman, E.A., Senman, B., Szczepanik, M., Telenti, A., Askenase, P.W., Compans, R.W., Von Andrian, U.H. Nature Immunology



Journal of Virology

CellCycle

nature immunology

Infection and Immunity

Krakow 2011..... The story continues

# Poland – the centre of Europe 欧洲中心



## 克拉科夫



<b>Origins</b>	<ul style="list-style-type: none"><li>• Polish drug discovery company founded in 2007 in Krakow</li></ul>
<b>Mission</b>	<ul style="list-style-type: none"><li>• Delivery of comprehensive solutions to biotech and pharma customers, targeted at lowering costs of introduction of new drugs to market</li></ul>
<b>Resources</b>	<ul style="list-style-type: none"><li>• 135 employees in Selvita and daughter company BioCentrum, incl. 51 PhDs, and 25 returnees</li><li>• ex. Avalon, BMS, Evotec, CRL, J&amp;J, Neurogen, Novartis, Pliva, Sanofi, etc.</li><li>• High impact publications: Science, Nature Biotechnology, Cell, JMedChem, etc.</li><li>• 1 400 m2 of modern research facility</li><li>• Modern and versatile laboratory equipment (chemistry, biology, software)</li></ul>
<b>Offer</b>	<ul style="list-style-type: none"><li>• Small molecules based on research at Polish universities</li><li>• Chemistry services, biology services, protein chemistry</li><li>• Comprehensive drug discovery projects</li></ul>
<b>Service customers examples</b>	<ul style="list-style-type: none"><li>• Abbott, Addex, Boehringer-Ingelheim, AstraZeneca, Bioton, Chiesi, IBSS Biomed, ICN Polfa (Valeant), Jerini, Krka, Orion, Pfizer, Philip Morris, Pharmathen, Ratiopharm, Rottapharm-Madaus, Sandoz, Serva, Vernalis, various universities</li></ul>
<b>Quick expansion</b>	<ul style="list-style-type: none"><li>• human resources</li><li>• laboratory facilities</li><li>• new research areas</li></ul>

## The most innovative biotechnology in Central and Eastern Europe

The winner of “Masters of Innovation” competition, at Central European Forum of Biotechnology and Innovative BioEconomy – BioForum 2011

The participants of the competition were the most innovative enterprises from the biotech sector in Central and Eastern Europe



## The fastest growing young technology company in Central and Eastern Europe

The winner of Deloitte Fast 50 Rising Star - based on the percentage of revenue growth over three-year period

This competition is a Deloitte initiative on a regional and global level that aims to draw attention to fast-growing companies

**Deloitte.**

Technology Fast50  
Central Europe 2011

**Innovative programs**

**Contributing Polish biomedical discoveries to worldwide pharmaceutical licensing pipeline**

- Selvita Research Division

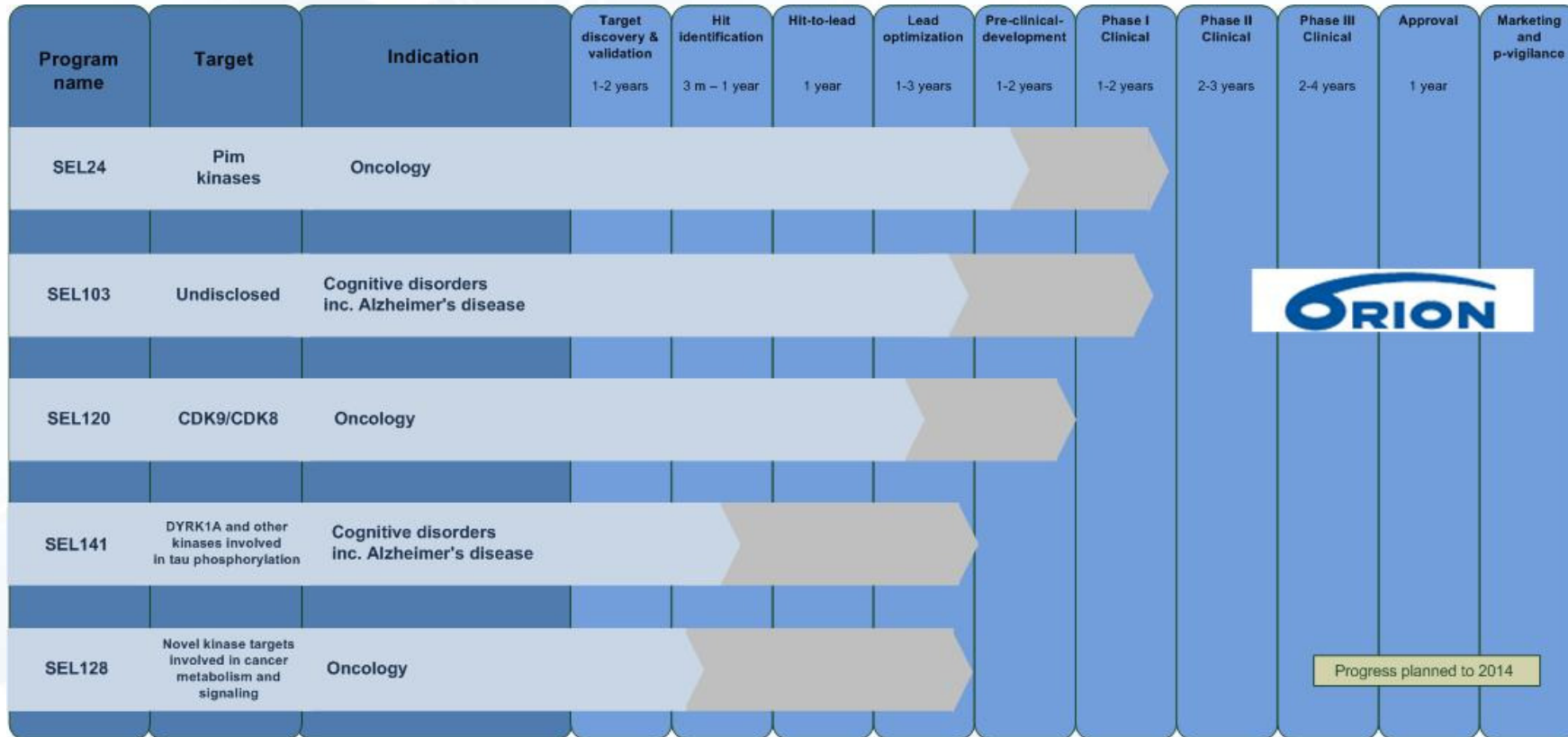
**Drug discovery outsourcing**

**Good access for global pharmaceutical companies to highly qualified specialists from Poland**

- Drug discovery services
- Medicinal chemistry / Custom synthesis
  - Analytical Services (GMP)
  - *In vitro* biology (GLP) and ADME
    - Biochemistry services



# Selvita pipeline 2012-2014 研究项目



Progress planned to 2014

## SEL103 in Alzheimer's disease

- partnered with Orion Pharma

## SEL24 in oncology

- Pim kinase
- About 900 compounds in the program
- Potential clinical candidates plus on-going back-up program

## SEL120 in oncology

- Haspin/CDK9 kinases
- Early discovery (~150 molecules synthesized)
- Proof of concept *in vivo*

## SEL128 in oncology

- Novel kinase discovery program
- Started in Q2 2012

## SEL141 in Alzheimer's disease

- Novel tau protein targeting kinase discovery program focusing on DYRK1A
- Started in Q2 2012

## Drug discovery services

- Available now

- 1 400 m<sup>2</sup> of modern research facility
- Constant expansion in a dedicated life-science park
- Modern and secure office facilities
- Services
  - Integrated drug discovery projects
  - Computational chemistry
  - Medicinal chemistry
  - Custom synthesis
  - Analytics
  - Discovery Biology
  - Biochemistry
  - *In vitro* ADMET
  - Bioinformatics





**Experience / Know-how**

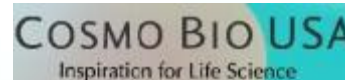
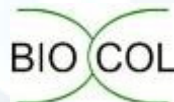
**Safety (European Patent Organization)**

**Quality (GMP/GLP/ISO-27000)**



# Collaborators/customers

# 合作伙伴 / 客户



**Unique opportunities in Poland**

**Experience: Proven value-building team**

**Safety (EPO) and Quality (GMP/GLP/ISO-27000)**

**Operating efficiency and strong cash management**

**Strong existing pipeline and feed opportunities**

**Grant leverage**

**Advantageous services**

**PIPELINE FEED AND COST SAVINGS FOR PHARMACEUTICAL CUSTOMERS**

**FOCUS ON VALUE GENERATION FOR INVESTORS**

欢迎来克拉科夫！

Kraków



欧洲地理中心



欧洲最美丽的城市



波兰最有名的旅游城市

第二次世界大战中未被毁坏的古老城市。

**Pawel Przewiezlikowski, CEO**

**e-mail: [pawel.przewiezlikowski@selvita.com](mailto:pawel.przewiezlikowski@selvita.com)**

# 期待我们的合作!

**Selvita S.A.**

**ul. Bobrzynskiego 14**

**30-348 Krakow**

**Poland**

**Tel: +48 12 297 47 00**

**Fax: +48 12 297 47 01**

**<http://www.selvita.com>**

**<http://www.selvita.com/investor-relations.html>**

**<http://www.youtube.com/user/SelvitaPoland#p/u>**

