

## AUSTRALIAN LIFE SCIENCE

**DR REUTER INVESTOR RELATIONS**  
SPECIALIST IN INVESTOR RELATIONS WORK ON THE  
EUROPEAN CAPITAL MARKETS  
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AUSTRALIAN CAPITAL MARKET  
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### Peptide drugs

Peptide drugs have had a difficult history. From being hailed as the “new systemic antibiotic”<sup>1</sup> in the early 1990’s, they fell from favour in a little over a decade, owing to several compromising characteristics. In comparison to some small molecules, for example, they are more expensive to manufacture, more difficult to administer and are eliminated more quickly from the blood stream<sup>2</sup>.

Peptides are essentially short strings of amino acids. Many physiologically important substances, such as the hormone insulin, consist of peptides, therefore it seems only natural– in the literal sense of the word– to use this class of molecule pharmaceutically. They can be derived naturally, i.e. from bacterial, plant, or animal products, or manufactured either in microbial fermentation systems or by synthetic production<sup>1</sup>.



Or rather: used to be. Since 2005, there have been many

improvements in peptide drug development and thus their many advantages are coming more into focus. In 2007, the peptide drug market grew twice as fast as the overall pharmaceutical market. Around 70 therapeutic peptides are on the market at the moment, with more than 170 in clinical phases of development and at least 400 more in advanced pre-clinical development<sup>3</sup>.

### Uses of peptide drugs

As peptides are a diverse substance class, their uses are similarly diverse. One of the first peptides used as a drug was insulin for diabetes, as early as the 1920’s<sup>2</sup>. In the mean time, other hormones such as calcitonin and vasopressin can also be manufactured synthetically and administered as drugs. These are uses relatively close to the way the human body physiologically uses pep-

 <sup>1,2</sup> <http://pubs.acs.org/cen/business/83/i11/8311bus1.html>

 <sup>1</sup> <http://www.genengnews.com/gen-articles/peptide-drug-discovery-research-reenergized/1564/>

 <sup>3</sup> <http://www.springerlink.com/content/v52445t0p8mu7vt5/>

 <sup>2</sup> <http://en.wikipedia.org/wiki/Insulin>

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tides, but there are also drugs that diverge more from this path. Fuzeon is a peptide-based drug used to treat HIV<sup>1</sup> and antimicrobial peptide drugs, which would not have to face the issue of resistance that antibiotics currently face, are being developed<sup>2</sup>. The possibilities are endless considering the incredible diversity in structure.



### Advantages of peptide drugs

- ◇ **Small size:** Peptides are relatively small compared to their larger antibody and scaffold protein-cousins. This makes the better delivery methods possible and gives them an edge on penetrating tissue<sup>3</sup>.
- ◇ **Specificity:** Within the body, peptides have the important task of sending messages between cells, something that can only occur error-free if the peptides reach the right target cells. Thus they have been designed to achieve exactly that.

- ◇ **Easy optimization:** An important fact for the pharmaceutical industry, peptides are easily optimized<sup>2</sup> to achieve desired pharmacokinetic and other characteristics.

- ◇ **Low toxicity**

- ◇ **Chemical predictability:** Unlike small molecules, it is easy to predict the way peptides will work when used as a drug<sup>3</sup>. This makes rational drug design much easier, as it is more likely that designed drugs will actually act in the desired way.

- ◇ **High potency:** Of certain peptides, only very small doses are needed to achieve the desired effect<sup>4</sup>.

### Advances in peptides

In the early days of peptide drugs, they had to be administered intravenously because too much of the drug would be broken down in the bowel before actually reaching the blood stream if taken orally. With more advanced methods of delivery, i.e. as a nasal spray, peptides have be-

 <sup>1</sup> <http://www.dddmag.com/first-successes-turn-tide-for.aspx>

 <sup>2</sup> <http://pubs.acs.org/cen/business/83/i11/8311bus1.html>

 <sup>3</sup> <http://phylogica.com/media/articles/Investors---Investor-Presentations/Presentation-to-Specialist-Institutional-Biotech-Investors-470/PhylogicalInvestorPresentation.pdf>

 <sup>1</sup> <http://www.genengnews.com/gen-articles/peptide-drug-discovery-research-reenergized/1564/>

 <sup>2,3</sup> <http://pubs.acs.org/cen/business/83/i11/8311bus1.html>

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come more patient-friendly. This improvement is reflected in sales figures: After nasal-spray-delivery was developed as an alternative to injection for calcitonin, sales increased more than 30-fold<sup>1</sup>.

In addition, manufacturing methods have been improved dramatically. Peptides can now be manufactured through transgenic, recombinant or synthetic methods<sup>2</sup> and it is possible to manufacture them so as to be more stable both inside and outside cells. The cost-of-goods for synthetic manufacture of peptides has also changed considerably in recent years, driven by high volume production of large peptides such as Fuzeon (36 amino acids) and Calcitonin (32 amino acids).

### Phylogica

Phylogica is an ASX-listed company based in Perth, Australia, specializing in a specific class of peptides called Phylomers<sup>®</sup>, for which it has granted patents worldwide<sup>3</sup>. These are peptides derived naturally from protein fragments that are encoded from biodiverse bacterial genomes. Phylogica has managed to assemble the largest and most structurally diverse library of peptides in the world, making it an

ideal resource for larger pharmaceutical companies to screen for drug leads for certain targets.

Some of the advantages of Phylomers are:

- ◇ **high specificity:** Phylomers can be chosen to bind very specifically to the desired target, reducing the risk of unwanted side effects
- ◇ **high affinity:** only very small concentrations of Phylomers are needed to reach their target, due to high target affinities (low nanomolar to picomolar Kd)
- ◇ **high hit-rates against diverse target classes:** Due to the richness of different structures in Phylomer libraries, Phylogica has been able to obtain better hit-rates against a variety of targets, yielding a better quantity as well as quality of candidate drug



<sup>1</sup> <http://phylogica.com/media/articles/Investors---Investor-Presentations/Presentation-to-Specialist-Institutional-Biotech-Investors-470/PhylogicalInvestorPresentation.pdf>



<sup>2</sup> <http://pubs.acs.org/cen/business/83/i11/8311bus1.html>



<sup>3</sup> the following information is largely from the following website: <http://phylogica.com/media/articles/Investors---Investor-Presentations/Presentation-to-Specialist-Institutional-Biotech-Investors-470/PhylogicalInvestorPresentation.pdf>

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◇ **intracellular targeting:** most biologics target only proteins outside the cell because they are not able to penetrate the cell membrane, while most proteins inside the body are actually enclosed within this barrier. Phylomers have been shown to reach these intracellular proteins.

◇ **stability:** As Phylomers are derived from bacteria often living in extreme environments such as geysers and volcanoes, they are preselected by evolution for characteristics such as thermal stability. Additionally, they can be modified to exhibit desired pharmacokinetic behaviors for example through PEGylation.

◇ **Potential for patient-friendly delivery:** Phylomers can be delivered intranasally, which provides major advantages in compliance, driving an increased market share for Phylogica's pharmaceutical partners.

Phylogica's Phylomer library has been screened for several targets, such as CD40L, GM-CSF and TNFR, all known anti-inflammatory targets. Phylomers against intracellular targets in the AP1 pathway have also been shown to be effective in protecting cells from cell damage after a stroke. Additionally, Phylomers have been identi-

fied which are active as antimicrobials on multi-resistant pathogens ("killer bugs") which are important in hospital-acquired infections.

Phylogica has partnered with Aegis Therapeutics LLC to make it possible to deliver Phylomers via

the Intravail technology as a nasal spray. It has recently entered the commercialization phase: In December Phylogica announced a major deal with pharmaceutical giant Roche to screen the Phylomer library for intracellular targets, and it is currently finalizing deals with other pharmaceutical and biotech companies. Based on its pending deal-flow, Phylogica has reasonable prospects of achieving cash-flow sustainability as early as next year.

Considering many of the larger pharmaceutical companies are having trouble finding ways to refill their pipeline and are outsourcing more and more of the earlier stages of drug development, namely drug discovery, Phylogica and other small biotech companies are well-placed to fill their demand.



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**Company**

**Fact Sheets**



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### Phylogica



Source, Comdirect, Exchange Sydney

### Ratios

Symbol:	PYC
Homepage:	www.phylogica.com
Market capitalisation (31. May)	18,86 mio. AUD
52W High	0,14
52W Low	0,046
Price % Chg 4-Wk/52Wk:	-11,11/+14,29
Government grant income 08/09:	1,273,780 AUD
Commercial income 08/09:	1,162 AUD
Loss before income tax 08/09:	4,490,920 AUD

Source: comdirect, Phylogica Annual Report 2009

### Field of activity

Phylogica has discovered and developed a unique proprietary class of targeted peptide therapeutics (Phylomer® peptides). These peptides exhibit competitive therapeutic, manufacturing, and commercial advantages over other more traditional targeted biologics such as proteins, monoclonal antibodies and most current therapeutic peptides. The hit to target ratios from Phylomer® libraries are high and the proportion of hits which are functional, is also very high.

### Company Highlights

- ◇ Unique drug discovery resource for pharmaceutical industry
- ◇ Technology is fully validated, scalable and optimized for commercialization
- ◇ Broad patent protection for entire class of drugs
- ◇ Initiated commercialization phase, several late-stage deal negotiations
- ◇ Strategy for near-term cash-sustainability, driven by fee-for-service drug discovery
- ◇ Objective to secure an increasing share of down-stream value through co-development




Source: Phylogica

### Download Company Presentation



<http://www.phylogica.com/media/articles/Investors---Investor-Presentations/Presentation-to-Specialist-Institutional-Biotech-Investors-479/PhylogicalInvestorPresentation.pdf>

### Latest News

- ◇ **19 May 2010: Rodman and Renshaw Global Healthcare Conference Presentation**  
 <http://www.asx.com.au/asxpdf/20100519/pdf/31qdt6fx77vdc8.pdf>
- ◇ **18 May 2010: Frankfurt Stock Exchange Listing**  
 <http://www.asx.com.au/asxpdf/20100518/pdf/31qd5zmrkjw48.pdf>
- ◇ **30 April 2010: Appendix 4C - quarterly**  
 <http://www.asx.com.au/asxpdf/20100430/pdf/31q2ngwzlv0f2.pdf>

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### Starpharma



Chart development Starpharma, exchange Sydney, 6 month chart

### Ratios

Symbol:	SPL
Website	www.starpharma.com
Market capitalisation:	A\$135 Mio.
52W High	A\$ 0,75
52W Low	A\$ 0,31
Revenues 08 / 09:	A\$ 9,81 Mio.
EBITDA 08 / 09:	A\$ (- 2,30) Mio.
EBIT 08 / 09	A\$ (-4,13) Mio.

Source: Reuters Knowledge, Starpharma

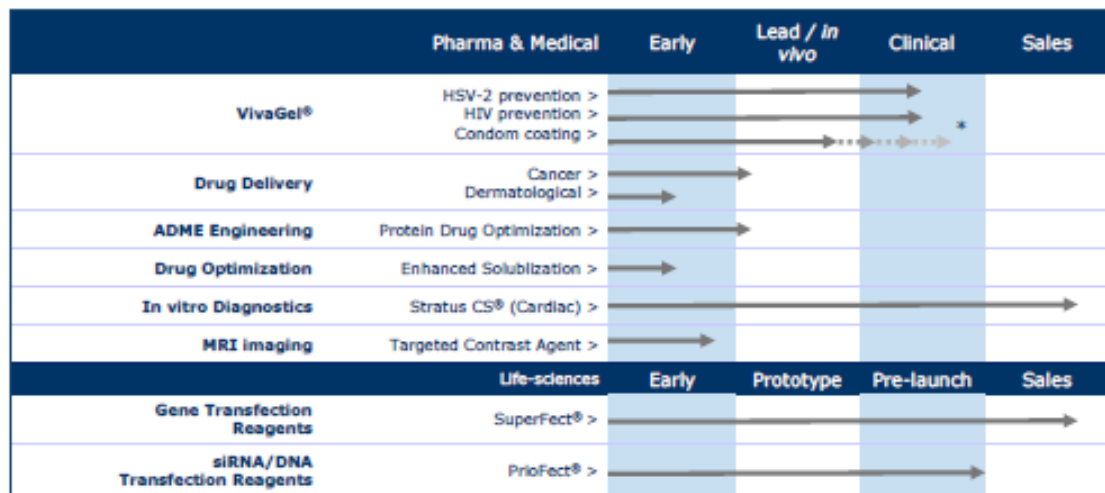
### Field of activity & Pipeline

Starpharma is a world leader in the development of nanotechnology-based pharmaceuticals and, through its US-based subsidiary Dendritic Nanotechnologies (DNT), a range of life-science and industrial uses.

### Intellectual Property

Starpharma holds a central position in the dendrimer IP landscape with a wide portfolio of patents and patent applications covering both the composition and application of dendrimers in pharmaceutical and life-science fields.

### Pharmaceutical and Life Sciences Product Pipeline



\*Condom coating has the potential for an accelerated development program

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### Tissue Therapies



Tissue Therapies, exchange Sydney, 6 month chart

### Field of activity

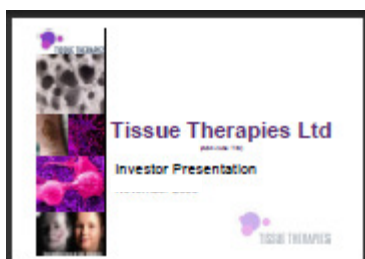
Tissue Therapies Ltd provides wound healing, tissue repair and cell culture technology through a novel growth factor platform technology VitroGro®. VitroGro® is an animal product free, multimeric delivery system for growth factors, enhancing cell replication, protein synthesis and migration.

### Download Documents



Annual Report

[www.asx.com.au/asxpdf/20091008/pdf/3116grc9kbrz0.pdf](http://www.asx.com.au/asxpdf/20091008/pdf/3116grc9kbrz0.pdf)



Company Presentation

[www.dr-reuter.eu/images/download/ttmay10.pdf](http://www.dr-reuter.eu/images/download/ttmay10.pdf)

### Wound Healing



Tissue Therapies: Wound Healing (especially Venous Ulcers & Diabetic Ulcers)

### Ratios

Symbol:	TIS
Website	<a href="http://www.tissuetherapies.com">www.tissuetherapies.com</a>
Market capitalisation:	A\$24 Mio.
Price % Chg 4-Wk/52Wk:	A\$ -9,8% / 71,9%
Revenues 08 / 09:	A\$ 0.28 Mio.
Loss before income tax benefit	A\$ (- 4.7) Mio.

Source: Annual Report Tissue Therapies

### Latest News

Click on the link under the header to download the release

#### 16 April 2010: Appendix 4C - quarterly

 [www.asx.com.au/asxpdf/20100416/pdf/31pt757j5vhf7k.pdf](http://www.asx.com.au/asxpdf/20100416/pdf/31pt757j5vhf7k.pdf)

#### 15 March 2010: Investor Update March 2010

 [www.asx.com.au/asxpdf/20100315/pdf/31p8ddh3tb97tv.pdf](http://www.asx.com.au/asxpdf/20100315/pdf/31p8ddh3tb97tv.pdf)

#### 09 March 2010: Executive Remuneration Strategy

 [www.asx.com.au/asxpdf/20100309/pdf/31p4rcky9bx858.pdf](http://www.asx.com.au/asxpdf/20100309/pdf/31p4rcky9bx858.pdf)

#### 25 Februar 2010: Change of Director's Interest Notice

 [www.asx.com.au/asxpdf/20100225/pdf/31nxfy66h838mr.pdf](http://www.asx.com.au/asxpdf/20100225/pdf/31nxfy66h838mr.pdf)

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Australian Life Science Company name	Market Cap in Mio. A\$	Description	Sector
1300 SMILES LTD	ONT	55 Provision of dental surgeries and practice management to self-employed dentists.	H.C. & S
ACRUX LTD	ACR	390 A development fund that invests in pharmaceutical businesses developing new products involving the delivery of pharmaceuticals via the skin	P., B. & LS
ACTINOGEN LTD	ACW	2 Commercialisation of bioactive compounds	P., B. & LS
ACUVAX (former Avantogen)	ACU	12 Cancer drug development.	P., B. & LS
ADVANCED SUR. DESIGN & MANUF.	AMT	20 Developer and manufacturer of prosthetic implants and medical devices.	H.C. & S
AEVUM LTD	AVE	177 Owns and operates twenty one senior living communities in Sydney, mid-North Coast, Southern Highlands of NSW, and Western Australia.	H.C. & S
AGENIX LTD	AGX	Research, development, manufacture and sale of pharmaceuticals; biotechnology development and manufacture and sale of biochemicals.	P., B. & LS
ALCHEMIA LTD	ACL	126 The development of carbohydrate-based molecules for therapeutic applications	P., B. & LS
ANALYTICA LTD	ALT	26 Analytica Limited is a medical technology company. Existing operations include Retractable Technologies and Diagnostic Trading.	H.C. & S
ANSELL LTD	ANN	1423 Development, manufacturing and sourcing, distribution and sale of gloves and protective products.	H.C. & S
ANTEO DIAGNOSTICS	ADO	3 Developing and commercialising medical products.	P., B. & LS
ANTISENSE THERAPEUTICS LTD	ANP	34 The development of novel antisense pharmaceuticals for commercially important human conditions.	P., B. & LS
AQUACAROTENE LTD	AQL	3 The growth, harvesting, refinement, promotion and sale of Natural betaCarotene.	H.C. & S
ASCENT PHARMAHEALTH LTD	APH	49 Marketing and distribution of pharmaceuticals	P., B. & LS

You may download the whole list under:

 [www.dr-reuter.eu/images/download/austbiocompanies.pdf](http://www.dr-reuter.eu/images/download/austbiocompanies.pdf)



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**Fairs**

**&**

**Congresses**

DR REUTER IR & EUROPE-AUSTRALIA IR



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### 6th international Conference on Renewable Resources & Biorefineries

**07-09 June 2010, Düsseldorf, Germany**

As a result of the growing impact of renewable resources, this conference aims at bringing together academic researchers, industrial experts, policymakers and venture capital providers to discuss the challenges emerging from the transition towards a biobased economy and to present new developments in this area. The conference is expected to attract 500 international participants.



#### QUICK FACTS

WHEN?  
07-09 June 2010

WHERE?  
Düsseldorf, Germany

MORE INFORMATION  
[www.rrbconference.com/](http://www.rrbconference.com/)

CONTACT  
+32 9 344 40 10  
[rrb@medicongress.com](mailto:rrb@medicongress.com)

### Viral Safety for Biologics 2010

**08-09 June 2010, Cologne, Germany**

Cologne (GER)

conference on the detection and removal of viruses during the production of biotech and plasma products



#### QUICK FACTS

WHEN?  
08-09 June 2010

WHERE?  
Cologne, Germany

MORE INFORMATION  
[www.informaglobalevents.com](http://www.informaglobalevents.com)

CONTACT  
+44 20 70177481  
[registrations@informa-ls-com](mailto:registrations@informa-ls-com)

## AUSTRALIAN LIFE SCIENCE

### 4th European Business Development Conference

**14-15 June 2010, Munich, Germany**

Participants will be offered various opportunities for business networking, company presentations and panel discussions with first class speakers on current trends and strategies in biotech alliances. Emphasis will be placed on new types of strategies, new alliances across the biotech sector, best management practices and innovation leadership as key factors to biotech company success and value creation.



#### QUICK FACTS

WHEN?  
14-15 June 2010

WHERE?  
Munich, Germany

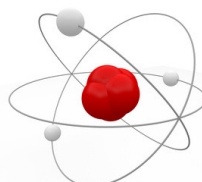
MORE INFORMATION  
[www.biodeutschland.org](http://www.biodeutschland.org)

CONTACT  
+49 30 345 05 93 30  
[info@biodeutschland.org](mailto:info@biodeutschland.org)

### EuroPLX43 - European Pharma License Exchange

**14-15 June 2010, Berlin, Germany**

EuroPLX is a pharma industry partnering event with industry delegates from all over the world. Registrants determine the "Dynamic Partnering Focus" within a range from patented to generic (incl. biosimilars), from prescription to OTC drugs, nutraceuticals, and medical devices.



#### QUICK FACTS

WHEN?  
14-15 June 2010

WHERE?  
Berlin, Germany

MORE INFORMATION  
[www.europlx.com](http://www.europlx.com)

CONTACT  
+49 6222 9807 0  
[meetyou@europlx.com](mailto:meetyou@europlx.com)

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### 6th Bio Production Forum

**14-16 June 2010, Geneva, Switzerland**

In the past 5 years the European Compliance Academy's (ECA) Bio Production Forum has become an important platform for exchanging experience in the areas development and "Fill and Finish" of biopharmaceuticals. The site visit at Merck Serono in Aubonne completes the event this year and builds a bridge between lectures and practical implementation.



#### QUICK FACTS

WHEN?  
14-16 June 2010

WHERE?  
Geneva, Switzerland

MORE INFORMATION  
[www.bio-conference.org](http://www.bio-conference.org)

CONTACT  
+49 6221 8444 0  
[info@gmp-compliance.org](mailto:info@gmp-compliance.org)

### Nanobio-Europe 2010

**15-17 June 2010, Münster, Germany**

The NanoBio-Europe Congress is going to present the most recent international developments in the field of nanobiotechnology and is providing a platform for interdisciplinary communication, new cooperations and projects to participants from science and industry.



#### QUICK FACTS

WHEN?  
15-17 June 2010

WHERE?  
Münster, Germany

MORE INFORMATION  
[www.nanobio-europe.com](http://www.nanobio-europe.com)

CONTACT  
+49 251 53406 102  
[info@nanobio-europe.com](mailto:info@nanobio-europe.com)

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### PerMediCon 2010 - Personalized Medicine Convention

**15-16 June 2010, Cologne, Germany**

In an holistic approach the PerMediCon aims to address the innovative but complex topic of personalized medicine by bringing together key opinion leaders like renown scientists, diagnostic experts, IT specialists, policymakers as well as service and funding providers. To date, most of them still work mainly independent of each other, yet stressing the need to enter an interdisciplinary dialogue.



#### QUICK FACTS

WHEN?  
15 - 16 June 2010

WHERE?  
Cologne, Germany

MORE INFORMATION  
[www.permedicon.de](http://www.permedicon.de)

CONTACT  
+49 221 821 3427  
[permedi-con@visitor.koelnmesse.de](mailto:permedi-con@visitor.koelnmesse.de)

### 2nd Lugano Stem Cell Meeting

**22-23 June 2010, Lugano, Switzerland**

The second edition of the Lugano Stem Cell Meeting will offer again the opportunity to interact with the most important key opinion-leaders on stem cells and the cutting-edge knowledge in this particularly effervescent field.



#### QUICK FACTS

WHEN?  
22-23 June 2010

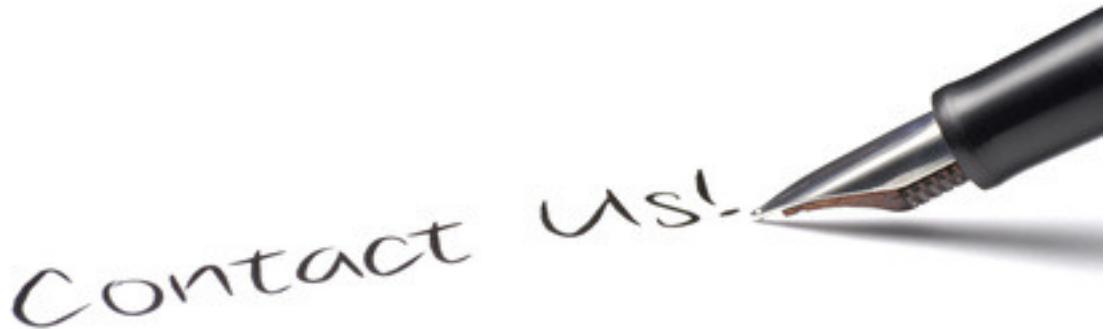
WHERE?  
Lugano, Switzerland

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