



Streamlining Target Discovery and Antibody Drug Development in Oncology and Immunology Diseases

Company overview

Xerion is building a pipeline of novel targets and therapeutic antibodies to treat cancer and immunological disorders. Xerion has successfully identified and validated several targets in cancer and allergy. The Company is developing fully human antibodies to these targets, either independently or in collaboration with partners.

Approach to drug discovery and therapeutic antibody development

Xerion uses its proprietary disease-driven Xstream® platform as an engine to fuel its pipeline with new targets and therapeutic antibodies (see Technology overview next page). Xerion provides an exceptional source for targets that are functionally relevant in a disease context and therefore well-suited for subsequent drug development. Xerion has proven competence in generating neutralizing human antibodies derived from the phage display library obtained from Cambridge Antibody Technology.

Market opportunity

The cancer market is attractive for several reasons. In spite of certain advances, there is tremendous unmet medical need. Almost all large pharma or big biotech companies are active in this disease area and importantly they have recognized that products may cover large markets providing blockbuster potential. Furthermore, large pharmaceutical companies are increasingly attracted to antibodies as therapeutics. This is supported by common features among human antibodies so that various activities, such as manufacturing and toxicology, are increasingly standardized. As a result, according to SG Cowen, the current market size of MAbs in oncology is expected to grow with a 22% CAGR from USD 5.4 bn (in 2003) to USD 14.5 bn (in 2008).

Business strategy

Key elements of Xerion's business strategy include:

- Building a pipeline of novel targets and therapeutic antibodies which are developed either alone or with partners
- Generating short- and mid-term revenues from collaborations and out-licensing agreements around Xerion's programs and technologies

Recent highlights

- Xerion Pharmaceuticals and Stemline Therapeutics announce collaboration on cancer stem cells
- Xerion cancer target hsp90 α published in Nature Cell Biology in June 2004
- Additional in vivo data for Xerion's fully human antibodies against two cancer targets (MCAM and NP-1) – further validating Xerion's platform

Management

Markus Ewert, Ph.D.

President & Chief Executive Officer

Peter Biewald

Chief Financial Officer

Leodevico Ilag, Ph.D.

Chief Technology Officer & Co-founder

Anil Singhal, Ph.D.

Chief Drug Development Officer

Yukari Perrella

President USA, Xerion Pharmaceuticals Inc.

Supervisory Board

Günter Frankenne

Chairman

Jörg Ruppert, Ph.D.

Vice-Chairman

Ernst-Günter Afting, M.D., Ph.D.

Horst Domdey, Ph.D.

John Kim, M.D.

Sven Rohmann, M.D., Ph.D.



XERION PHARMACEUTICALS

Technology overview

Xerion has developed a novel and proprietary drug discovery approach, Xstream®, that rapidly converts information from diseased cells to identify druggable targets and generate therapeutic antibodies.

The Xstream® technology directly identifies druggable targets that have functional relevance and a pathophysiological role in a disease process. This process uses a phage display human antibody library and Xerion's proprietary chromophore-assisted laser inactivation (CALI) technology. Once the target is identified, the same library is used to generate a therapeutic antibody, allowing for an integrated process. In addition, Xstream® is designed to work directly at the protein level (vs. DNA or RNA), which is critical because more than 90 percent of drugs are directed against protein malfunction. Xstream® overcomes a number of lengthy bottlenecks resulting from too many putative targets that require further functional validation and additional process steps to generate therapeutics against a druggable target.

Facts at a glance

Founded: August 1998

Capital raised to-date:

Series A: Euro 4.4 million

Series B: Euro 10.4 million

Series C: Euro 16.0 million

Total: Euro 30.8 million

Institutional investors: 3i, Burrill & Co., Heidelberg Innovation, Nextech Venture, IKB Venture Capital, Pacific Rim Ventures, BioM AG, tbg, Bayern Kapital

Collaborations and key license partners: Stemline Therapeutics, Medarex Inc., Cambridge Antibody Technology Ltd, Xoma Ltd., Arius Research Inc. and several research institutes

Employees: 30

Location: Munich, Germany (HQ)
Cambridge, MA, U.S.A.

Xerion's pipeline

Target/project	Disease	Target ID	Target validation	Target antibodies	Antibody leads	Animal efficacy	IND studies	Clinical
MCAM*	Prostate Melanoma Ovarian							
NP-1*	Breast Lung Melanoma							
ADAM9*	Allergy/ Asthma							
α2 Int	Lung Melanoma							
CD 155*	Colon Prostate							
HSP90α*	Breast Lung Melanoma							
GP VI	Cardio-vascular							

* Patent filed

Contacts

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