



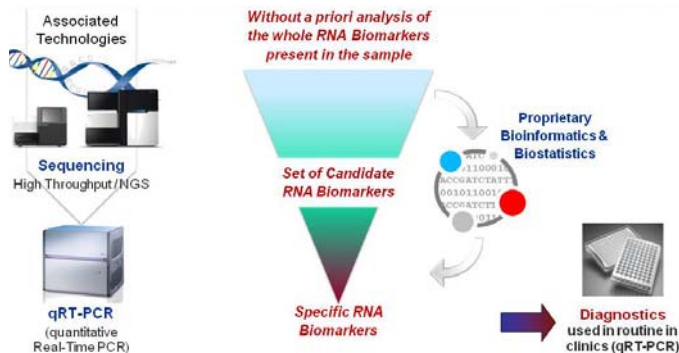
## ACOBION: a company managed by the founders, supported by experts

ACOBION is comprised of biologists and computer scientists, with its management by the company's founders:

- > Didier Ritter (CEO): MSc Biology, MBA. Chairman of the Board for Kyomed & Biomed Alliance-LR (biotech associations). Consultant. Former high-level athlete (Water polo, Montpellier: 1992-2000, French team: 1995-97).
- > David Piquemal, CSO: PhD in Biology. Board member at the Computational Biology Institute. Former associate professor at Montpellier University. EU & Matwin scientific expert.
- > Philippe Outrebon (CFO): MSc Math & Finance. President, Board of Directors of Montpellier-Sète IUT. Company founder, former Ernst&Young consultant.

Its shareholders include founders, scientists, investors (Banque Saint Olive, MG Pharma, Substipharm), and Business Angels (C.Cabau, *Clinisciences' founder*; G.Leduc, *Ethypharm's founder*; M.Lauriot-Prevost, *Ozyme's founder*).

## ACOBION: what makes this company better? Its scientific expertise & technology platform



ACOBION developed a technology platform, which combines high-throughput molecular biology techniques (Sequencing/NGS, qRT-PCR) and dedicated and proprietary Bioinformatics and Biostatistics applications.

The company benefits from recognized technical and scientific expertise in identifying new **RNA Biomarkers** and in developing **Diagnostics** (programs granted by Bpifrance, Europe, ANR, ANSES; 60 scientific publications).

En 2016, ACOBION has obtained grants from the European PRACE/SHAPE initiative (SME HPC Adoption Program in Europe) to develop the **MaRS** database (120 TeraByte) comprising **27,000** RNA profiles (RNA-Seq) generated by Sequencing (NGS).

This database will boost identifying new RNA biomarkers, validating some, and generating new partnerships in the next months.



## ACOBION Assets: Patents based on sets of specific Biomarkers, and a Diagnostic soon on the market

- **Biomarkers & Patents** In each of its studies, ACOBION discovers a new patentable set of **RNA Biomarkers** specific to the analyzed biological question. Consequently, the company possesses 3 Patents associated with biomarkers discovered in the course of Pancreatic Cancer trials (amongst those of the GemciTest).

- **GEMCITEST** **GemciTest**: Diagnostic associated to Gemcitabine in cancer treatment. In pancreatic cancer, this diagnostic can:
  - increase the duration of median survival from 6 to 15 months!
  - save at least \$2.5 billion to payers of healthcare systems (Europe+USA).



The GemciTest **commercialization** is forecasted in 2019 after:

- 1) Obtaining a CE marking
- 2) Obtaining a "De Novo" registration after a clinical validation on additional 100 to 150 patients (the company has already registered a pre-IDE to the **FDA**).

## ACOBION: First Diagnostic sales in 2019 and €108 million in revenue in 2022!

The Business Model of ACOBION is based on selling **Diagnostics**, and also on providing **Services** to reduce business risks and to increase partnerships, on the basis of its scientific expertise and its technology platform.

ACOBION is seeking funding in 2017 & 2018 to complete the development of its Diagnostics and to launch their sales.

Million of Euros (M€)	2017	2018	2019	2020	2021	2022
GEMCITEST			5,94	11,88	25,74	39,60
Alzheimer's disease				9,31	29,49	65,18
ONCOSNIPE Diagnostics						3,71
<b>SALES</b>	0,30	0,30	<b>5,94</b>	21,19	55,23	<b>108,49</b>
EBITDA	-0,09	-1,38	1,46	11,93	35,05	97,32
<b>NET PROFIT</b>	-0,39	-1,72	<b>0,96</b>	6,81	20,44	<b>40,38</b>
<b>CASH FLOW</b>	-0,41	-1,68	<b>1,35</b>	7,20	20,85	<b>40,92</b>
PEOPLE	10	23	44	56	83	130

To obtain more information about ACOBION ([www.acobion.com](http://www.acobion.com)), its scientific and technical expertise, its pipeline of Diagnostics, the GemciTest, and about the seeking funds in 2017 & 2018, please contact **Philippe Outrebon**.