





[Disclaimer](#)  
[Preface](#)  
[Table of Contents](#)  
[Companies](#)

## Preface

### Legend



Actively seeking funds



Triana client companies with possible  
interest in international joint  
ventures, partnerships, or strategic  
investors.

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## Table of Contents

Company	Description	Pg. #
	PEPTINOV society was founded in late 2009 in order to develop a new therapeutic strategy, active immunotherapy against the cytokine IL23.	1
	The TCL Analyzer is a bench-top platform technology that rapidly and accurately analyzes oxidative stress (OS) and oxidizability (susceptibility to oxidation) in blood and other biologic fluids.	2
	Hybrigenics is dedicated to the development of innovative drugs to fight cancer and to supply special services in interactions between proteins.	3
	A pioneer in the health food supplement market in France, the SYNERGIA Laboratories is a nutritional medicine laboratory, which offers a range of 12 food supplements that are available in pharmacies.	4
	ARTCline is focusing on the development of new approaches for the treatment and diagnosis of sepsis, which is one of the major causes of death in the industrialized world.	5
	NeuroProof GmbH is specialized in screening for drug candidates with a focus on disorders in the central nervous system (CNS).	6
	M.O.R.E. Medical Solutions GmbH (MMS) develops innovative solutions for trauma surgery, novel orthopedic implants and prosthetics.	7



PEPTINOV society was founded in late 2009 in order to develop a new therapeutic strategy, active immunotherapy against the cytokine IL23.

1

<http://www.peptinov.fr>

## Products & Solutions

The Peptinov project was designed to specifically target a region of the cytokine IL23, which interacts with the receptor for IL23. It was therefore possible to synthesize peptides of IL23 well defined and the coupling to a carrier protein using a standard procedure for use as a vaccine and induce the antibody production. These antibodies block the interaction of cytokine with its receptor, thereby buffering the deleterious effect of the cytokine overproduced in the disease.

## Pipeline & IP Status

The proof of concept of our approach has already been done in animals because we have identified a peptide of the murine IL23, which used as an immunogen, can protect mice against collagen-induced arthritis (an animal model of disease inflammatory available in the laboratory). This statistically significant protection was reproduced several times. The region corresponding to this peptide in the cytokine IL23 and its variants are protected by a patent and Peptinov was created to develop this project.

## Target Markets

## Market Entry Sales Strategy

## Competitive Environment

## Competitive Advantage

## Growth Strategy

## Management Team

Jean Francois Zagury, founder of Peptinov. Professor Jean-Francois Zagury is the founder and Scientific Director of the Peptinov project. He is currently the Chair Professor of Bioinformatics at the CNAM Agreement and collaborates in the scientific program at Peptinov.



The TCL Analyzer is a bench-top platform technology that rapidly and accurately analyzes oxidative stress (OS) and oxidizability (susceptibility to oxidation) in blood and other biologic fluids.

2

<http://www.orandx.com>

## Products & Solutions

Oran's lead application is TCL-EV, a novel diagnostic test developed in Israel that improves the management of infertility. TCL-EV is a non-invasive method for assessing embryo viability (EV) for in-vitro fertilization (IVF). Until now, there has been no reliable, biologically based method to distinguish between viable and non-viable embryos. This gives rise to a clear need for a rapid, non-invasive, accurate method to assist in embryo viability assessment. Oran's solution is TCL-EV, a quantitative assessment of an embryo's ability to develop to full term based on the OS profile of the culture media in which the embryo is grown.

## Pipeline & IP Status

The TCL technology platform represents a breakthrough in benchtop diagnostics. The TCL Analyzer has been engineered with proprietary mechanical, photometric, and bioinformatics technology and is protected by patents issued in the US, China, Japan, Russia, Canada, Australia, and Israel. The patent is currently under examination in Europe.

## Target Markets

Pipeline products for neurologic and neurodegenerative disorders, macular degeneration and reproductive health target expansive markets. Over 1,000,000 patients are admitted for heart failure (HF) in the US annually and almost 27% of patients that are discharged are readmitted within 30 days. These HF re-admissions cost Medicare nearly \$18 billion and point to a systemic weakness in the treatment of HF patients.

## Market Entry Sales Strategy

## Competitive Environment

## Competitive Advantage

At present there is no commercially available diagnostic device for measuring oxidative stress status and for prediction of clinical phenomena on the basis of measured oxidative stress status. There are several laboratory methods for assessment of oxidative stress status. All are lengthy, complex, and require qualified personnel for operation.

## Growth Strategy

## Management Team

Frank Smart, MD.

William T. Abraham, MD, FACP, FACC, FAHA, FESC.

Offer Amir, MD

Aaron Ciechanover, MD, D.Sc.

Michael M. Givertz, MD

Harry Ischiropoulos, Ph.D.

Hyman Schipper, MD, PhD, FRCPC



Hybrigenics is dedicated to the development of innovative drugs to fight cancer and to supply special services in interactions between proteins.

3

<http://www.hybrigenics.com>

## Products & Solutions

The R&D Hybrigenics focus against cancer with the inecalcitol in clinical development for prostate cancer and a program of research targeting the enzymes known as ubiquitin-specific proteases (USP) that are related to the proliferation of cancer cells. Inecalcitol is a synthetic chemical derivative of calcitriol, the naturally active form of vitamin D – it is 10 time more potent than calcitriol on cancer cell lines in culture, and around 100 times less hypercalcemic than calcitriol in rats. This high dissociation ratio between beneficial antiproliferative properties and low risk of toxicity positions inecalcitol as a unique drug candidate for therapeutic use against cancer.

## Pipeline & IP Status

Currently, Hybrigenics 5 products in the pipeline. Cancer drugs USP7 & USP8 are in the drug discovery phase while severe Psoriasis drug Oral inecalcitol is in the first Phase of development with a market potential of \$2.37 billion. Prostate cancer drugs – oral inecalcitol for one-refractory/dependent PC are also in the drug development Phase 1 and Phase 2 respectively with a market potential of \$750 million and \$2.25 billion respectively. In addition, intellectual property protection inecalcitol was renewed by Hybrigenics with three new patents in its own name in 2009 and 2010, including one already has been issued for the use of inecalcitol high dose oral. This will extend the exclusivity of pharmaceutical operations until 2029 or 2030.

## Target Markets

With 620,000 new cases in the world in 2006, prostate cancer is the most common cancer in men and is the second cause of death from cancer. 235,000 new cases were diagnosed in the United States in 2006, 30% of which were at a disseminated stage, with 29,000 deaths recorded. It is believed that 60% of the men who are currently being born in the United States (i.e 1 in 6 men) will have a cancer of the prostate during their lives and 3% will die from it. Psoriasis is a benign relatively moderate dermatological disease, which however, affects the quality of life of patients representing 2% to 3% of the population in Europe, the United States and Japan.

## Market Entry Sales Strategy

## Competitive Environment

## Competitive Advantage

Hybrigenics discovery platform combines and integrates advanced, proprietary technologies that allow us to identify drug targets with a demonstrable role in specific cancer pathways. More specifically, Hybrigenics analyses cancer-relevant biological networks of interactive proteins and conducts cell-based phenotypic screens using functional genetic approaches to identify, select and validate novel cancer targets.

## Growth Strategy

For 2012 three foundational decisions are being undertaken:

- Take inecalcitol license to develop oral application
- Focus research on the ubiquitin-specific proteases
- Grow a service activity for anchored protein interactions.

## Management Team

Hybrigenics is governed by a Steering Committee headed by a CEO (Rémi Delansorne) and overseen by a Board chaired by a non-executive Chairman. In addition, Hybrigenics has developed close links with a network of advisers consulted regularly as well in the areas of R & D scientific or pharmaceutical, for financial and managerial aspects.

A pioneer in the health food supplement market in France, the SYNERGIA Laboratories is a nutritional medicine laboratory, which offers a range of 12 food supplements that are available in pharmacies.

<http://www.synergiashop.com>

### Products & Solutions (visit website for more)

- Day to Day – products for stress, fatigue, micronutrients, vitality, sore joints and improved intestinal passage.
- Omega-3 – products for prevention of cardiovascular disease, group B vitamins and Omega-3 deficiencies.
- Anti-Ageing – products for prevention of vascular and coronary troubles, skin damage from the sun and aging.
- For women – products to encourage fixation of calcium in the skeleton, decrease disorders linked to menopause and nutrients required for breastfeeding.
- Phytotherapy – products for oily skin, treatment of stress, moodiness and insomnia, mild depression, emotional liability and sleep disturbance.

### Target Markets

### Market Entry Sales Strategy

### Competitive Environment

### Competitive Advantage

Born out of orthomolecular medicine over 30 years ago, nutrition therapy is the fruit of international scientific advances over the past 15 years in the field of nutrition. This concept is aimed at optimizing health by combining a better diet with adapted supplementation. The body needs a daily intake of the essential nutrients it is unable to synthesize in order to maintain its vital functions. While food should be the main source of this, many studies have shown that levels can still be inadequate even when a diet is balanced. A simple deficiency can lead to disruption of the cellular metabolic chain. The body then has to draw on its reserves and this increases the risk of deficiencies and pathological processes. Through their range of food supplements, the SYNERGIA Laboratories offer you the choice of quality and clear information to help you in your quest for health and nutrition.

### Growth Strategy

### Management Team



ARTCline is focusing on the development of new approaches for the treatment and diagnosis of sepsis, which is one of the major causes of death in the industrialized

5

<http://www.artcline.de>

## Products & Solutions

ARTCline has developed a fast bedside diagnostic kit and sepsis treatment approach, called the ICE (Immune Competence Enhancement) system. The ICE System offers a significantly increased treatment effect on sepsis patients compared to conventional treatments... and will be offered at approximately half the cost per patient compared to Eli Lilly's Xigris drug.

## Pipeline & IP Status

The current IP platform owned by ARTCline thus comprises 6 patent families with a total of 16 patients (2 granted) and further patents in the pipeline. The patent families are focused on sepsis therapy, sepsis diagnosis and cell-related issues.

## Target Markets

Approximately 18 million people suffer from sepsis globally. ARTCline views Europe, US and Japan as the most important markets, where the number of septic patients exceeds 2 million individuals, with an annual increase of 4% and a euro-billion market potential.

## Market Entry Sales Strategy

ARTCline plans to achieve a fast market penetration once CE approvals are in place. The company expects European sales to be initiated in 2013 and US sales slightly afterwards. Once there, the ICE dialysis machines will be provided at low leasing costs to intensive care units.

## Competitive Environment

Current approaches to sepsis treatments are limited to and focusing on either fighting the initial infections with antibiotics and/or antimycotic agents, or on substituting functions of failing organs through dialysis or intubation depending on organ failure type. The only direct competition is Eli Lilly's Xigris drug, which for patients with a lower risk of death, did not prove to be an effective treatment.

## Competitive Advantage

ARTCline has developed a unique method for treatment and diagnosis of sepsis, which has been incorporated into several products and procedures and is protected by several patent families. The ARTCline treatment method has proven successful in a number of completed and published clinical trials, showing a 60% in-hospital survival rate compared to a predicted survival of 22-26%.

## Growth Strategy

ARTCline is planning on a second financial round in order to complete the development of the 2<sup>nd</sup> generation disposables and dialysis machines, obtain a CE-approval as well as complete the clinical trials in Europe. The 2<sup>nd</sup> step is to receive and FDA-approval and market the products in the US.

## Management Team

ARTCline is led by the two founders and acting Managing Directors, Prof. Steffen Mitzner, with extensive experience in the development of therapeutic blood treatments, and Dr. Jens Altrichter, who has held several leading positions in the medical device and biotech industries during the last decade.



NeuroProof GmbH is specialized in screening for drug candidates with a focus on disorders in the central nervous system (CNS).

6

<http://www.neuroproof.com>

## Products & Solutions

NeuroProof has optimized biosystem technology to study electrical activity patterns of neuronal networks on multielectrode arrays (MEA-neurochips). The MEA-neurochip allows for the non-invasive, long-term, multisite recording of electrical signal patterns of primary neuronal networks. The NeuroProof technology can assist drug companies in preclinical development and screening of CNS drug candidates. The 2<sup>nd</sup> offering is drug discovery in the field of CNS, i.e. Alzheimers', depression etc.

## Pipeline & IP Status

NeuroProof has currently 5 different research projects:

- PREDICT-IV – Development of *in vitro* methods for safety pharmacology.
- ENAROMATIC – Safety pharmacology for anti-malaria substances.
- OntoChem – In silico screening, combinatorial chemistry and development of specific enzyme inhibitors.
- LIKAT – NeuroProof's 1<sup>st</sup> drug discovery program – development of GABA analogues, currently in preclinical stage.
- NORMOLIFE – Development of analgesics for cancer patients based on peptides.

## Target Markets

The treatment of CNS disorders is the largest pharmaceuticals market with annual global sales exceeding \$100 billion. Anxiety and neuropathic pain are the largest areas in terms of prevalence. Depression treatment offers the highest annual sales. Alzheimer's disease is the industry's most significant challenge, with aging populations in the US, Europe, and Asia.

## Market Entry Sales Strategy

Today, NeuroProof is predominantly assisting pharmaceutical companies with screening during preclinical trials. Moreover, NeuroProof is currently working on its own drug discovery program and is therefore actively in search of collaborations with big pharma.

## Competitive Environment

The preclinical screening service market is dominated by small technology start-ups, such as NeuroZone, Synapcel, and Neurochip Consortium. An important substitute to the NeuroProof service model are big pharma companies, such as J&J, GSK and Pfizer, utilizing their internal R&D departments.

## Competitive Advantage

With the NeuroProof technology, it is possible to find new drugs as well as new applications for existing drugs. This is due to the fact that the technology can analyze and record changes in the CNS more precisely than other methods.

## Growth Strategy

NeuroProof sees a model in which its own drugs, developed by utilizing the NeuroProof technology in internal drug discovery programs, are either sold or out-licensed after preclinical or phase 1 clinical trials to big pharma. NeuroProof plans to acquire shares of a medicinal chemistry company to gain access to a specific compound library, in order to speed up this process.

## Management Team

The NeuroProof management team has extensive research and development experience within the fields of neurology, pharma and image recognition. The team comprises of Dr. Olaf Schroder and Dr. Aleksandra Gramowski with university background as Ph.D.'s in mathematics and neurosciences respectively.



M.O.R.E. Medical Solutions GmbH (MMS) develops innovative solutions for trauma surgery, novel orthopedic implants and prosthetics.

7

<http://www.more-medical-solutions.de>

## Products & Solutions

Currently on the market is the osteosynthesis (treatment of bone fractures) product line, comprising sets of pre-bended titanium plates complete with screws, for the use on fractures in feet, collar bones, the long arm and leg bones and more. Moreover, MMS is developing a number of additional products including prosthetics for spine and joints, intramedullary nails, as well as therapies for treating chronic wounds and osteoporosis.

## Pipeline & IP Status

IPR is carefully protected of every invention through all suitable means. MMS currently has a total of 12 patents (incl. pending patents). Moreover the following innovative products are in development with development cycles of 18-24 months:

- Extended portfolio of osteosynthesis plates and screws, both made in titanium.
- Revolutionary dressings and bandages for the treatment of chronic wounds employing osmosis and vacuum therapy (clinical phase).
- Intramedullary nails with x-ray free precision interlocking (pre-clinical phase).
- Magnetic joint prosthesis (prototype phase).
- Artificial bones and bone cement for prevention and treatment of osteoporosis (prototype phase).

## Target Markets

In 2008, the global orthopedic market size was calculated to \$38.4B with an annual growth of almost 10%. The rate is expected to increase due to an increase in the elderly population, obesity and minimal-invasive surgery.

## Market Entry Sales Strategy

MMS utilizes two marketing channels: own market presence by using an in-house sales force and a distributor network reaching the US - and licensing to IPR market leaders such as global medical companies.

## Competitive Environment

The orthopedics market is dominated by big players such as J&J/DePuy, Stryker/Zimmer, Biomet, Synthes, Smith & Nephew, etc., covering about 70% of the market. The remaining 30% of the orthopedics market is distributed among a large number of minor players, which makes it an ideal place for small companies offering unique product benefits, like MMS, to establish their own market presence.

## Competitive Advantage

MMS has a unique position at the center of academia, university clinics and worldwide industry leaders, and can thereby gain insight into a continuing deal flow of top surgeons' needs and solutions, utilize the research capacity at university labs and industry's manufacturing and sales resources.

## Growth Strategy

Growth will be obtained by increased sales of MMS's products through a large in-house sales force and distributor network in certain orthopedics areas and, in parallel, by entering IP licensing agreements with leading medical companies in other areas. The aim is obtaining 1% of the non-consolidated orthopedics market in 2021, which will result in sales over \$100M.

## Management Team

One of the most prominent characteristics of MMS is its great network of customers and end users at hospitals, technically and scientifically excellent researchers at universities, and manufacturing and sales partners at leading medical companies. The founder, Dr. Gradi, enables this.