

## 2010 annual results

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# AclarusD<sup>x</sup> CE

- First ExonHit diagnostic test to have CE marking
- New chapter in the history of ExonHit
- Beginning of a marketing activity in addition to current R&D activities

# Speakers

- Loïc Maurel, M.D., President of the Management Board
- Hervé Duchesne de Lamotte, Chief Financial Officer and Member of the Board
- Matthew Pando, Ph.D., Executive Vice President, Therapeutics and Member of the Board
- Isabelle Barber, Senior Vice President, Global Marketing, Diagnostics

# Agenda

- **Introduction**
- 2010 key events and 2011 outlook
- 2010 financial results
- Therapeutics
- Diagnostics
- Conclusion
- Questions & Answers

# ExonHit Therapeutics today



- **Established business**

- Founded in 1997. Listed on Alternext since 2005 (ALEHT)
- HQ in Paris. US subsidiary in Maryland
- Employs 66 associates



- **Unique know-how in Therapeutics and Diagnostics**

- Two domains: Cancer and Alzheimer's disease
- A recognized and validated technology & expertise in genomics
- Collaborations with Allergan, bioMérieux, Institut Gustave Roussy

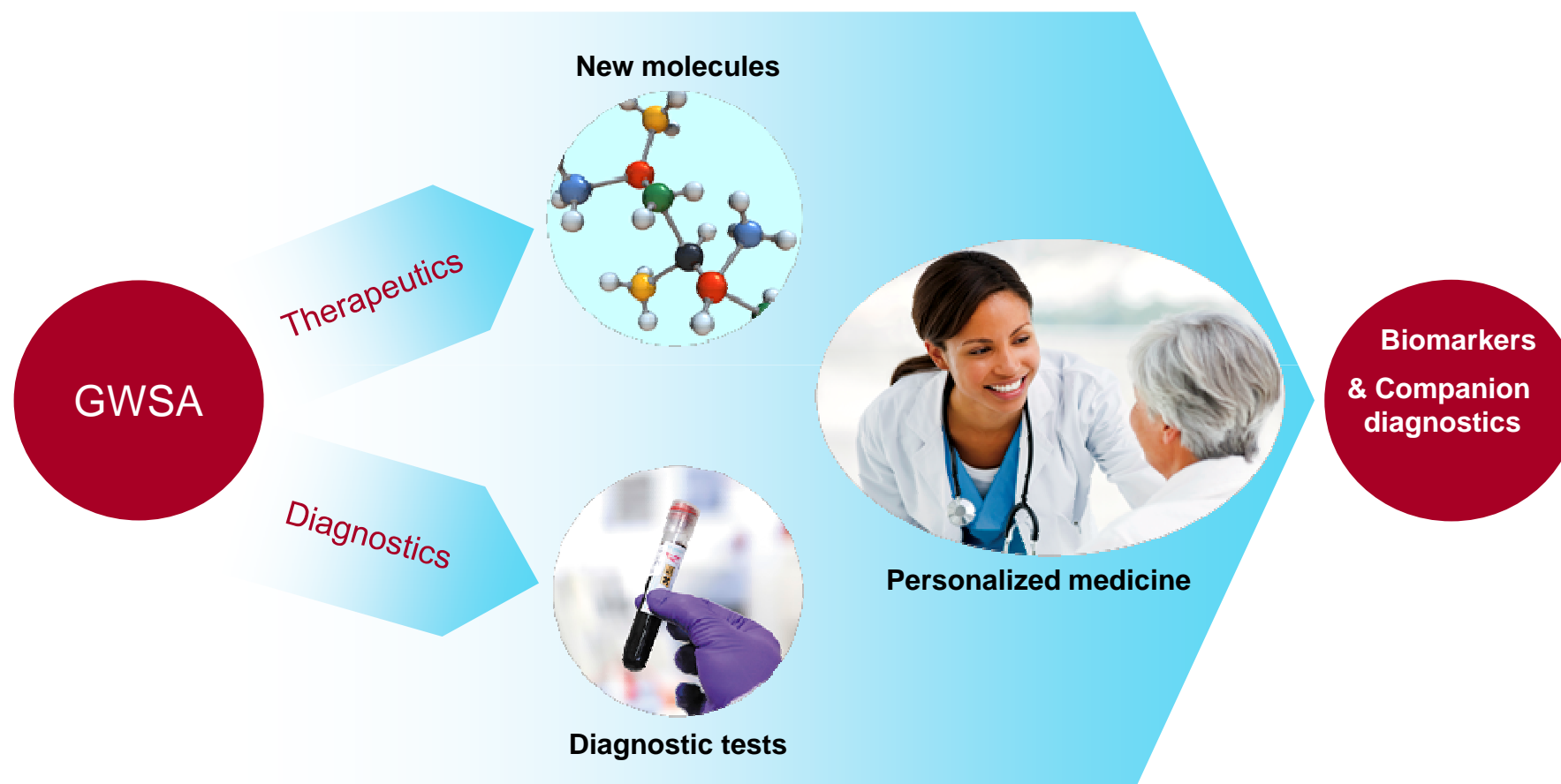
- **A solid intellectual property**

- 127 patents and 264 in the world

- **Academic and industrial partners**



# ExonHit assets in personalized medicine



GWSA: Genome-Wide SpliceArray™

## 2010 key events

**EHT/AGN 0001**

**Sub-licensed to Bristol-Myers Squibb by Allergan**

**EHT/AGN 0003**

**Inclusion into Allergan collaboration**

**EHT 0202**

**Identification of a blood-based transcriptomic signature**

**AclarusDx®**

**Completion of key steps for CE marking  
R&D grant from the US Congress (also for EHT 107 program)**

**EHT Dx14**

**Patient recruitment for the validation study**

**RedPath**

**Cancellation of the planned US acquisition**



## History of the planned acquisition of RedPath

Date	Event
April 25, 2010	Signature of a merger agreement for the acquisition of RedPath
June 18, 2010	Announcement of a potential discontinuation of coverage by Highmark* for PathFinderTG®
June 28, 2010	Extraordinary shareholders' meeting on 1 <sup>st</sup> notice
July 8, 2010	Extraordinary shareholders' meeting on 2 <sup>nd</sup> notice  Submission by RedPath of a file supporting maintenance of coverage for PathFinderTG®
September 20, 2010	Highmark's decision to limit reimbursement
October 25, 2010	Cancellation of the acquisition

*\*Medicare is the US federal health insurance agency for elderly people*

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## 2010 financial results

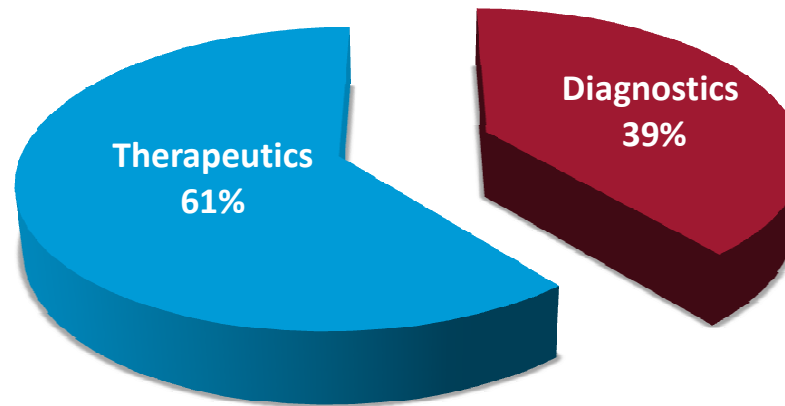
<b>Consolidated income statement</b>	<b>2010</b>	<b>2009</b>
Thousand €		
<b>Total revenues</b>	<b>8 418<sup>oo</sup></b>	<b>4 892</b>
Research and development expenses	<b>(8 480)</b>	(8 984)
Marketing and sales expenses	<b>(1 334)</b>	(1 239)
General and administrative expenses	<b>(5 578)</b>	(4 329)
<b>Total operating expenses</b>	<b>(15 392)</b>	<b>(14 552)</b>
<b>Loss from operation</b>	<b>(6 974)</b>	<b>(9 659)</b>
Interest expenses	<b>(2 230)*</b>	(277)
Interest income	<b>271</b>	690
Net exchange gain (loss)	<b>(144)</b>	(70)
Tax benefit	<b>1 329</b>	1 616
<b>Net income (loss)</b>	<b>(7 748)</b>	<b>(7 701)</b>
Net profit (loss) per share (€)	<b>(0.23)</b>	<b>(0.27)</b>

\* Impact of the cancellation of the planned RedPath acquisition: 1.1M€ fees (2009/10)  
+ 0.7M€ loan to RedPath

<sup>oo</sup> Non-recurring payment of \$4M (~3€M) by Allergan (deal with BMS)

# R&D investments in Therapeutics and Diagnostics

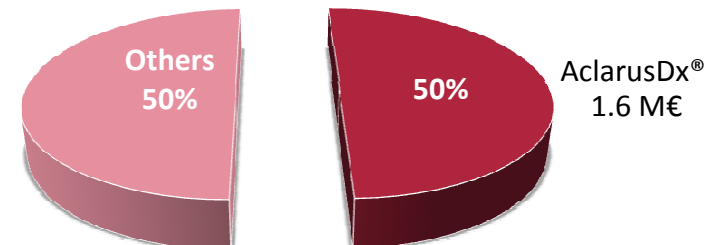
Consolidated R&D expenses  
(8.5 M€)



Therapeutics  
(5.2 M€)



Diagnostics  
(3.3 M€)



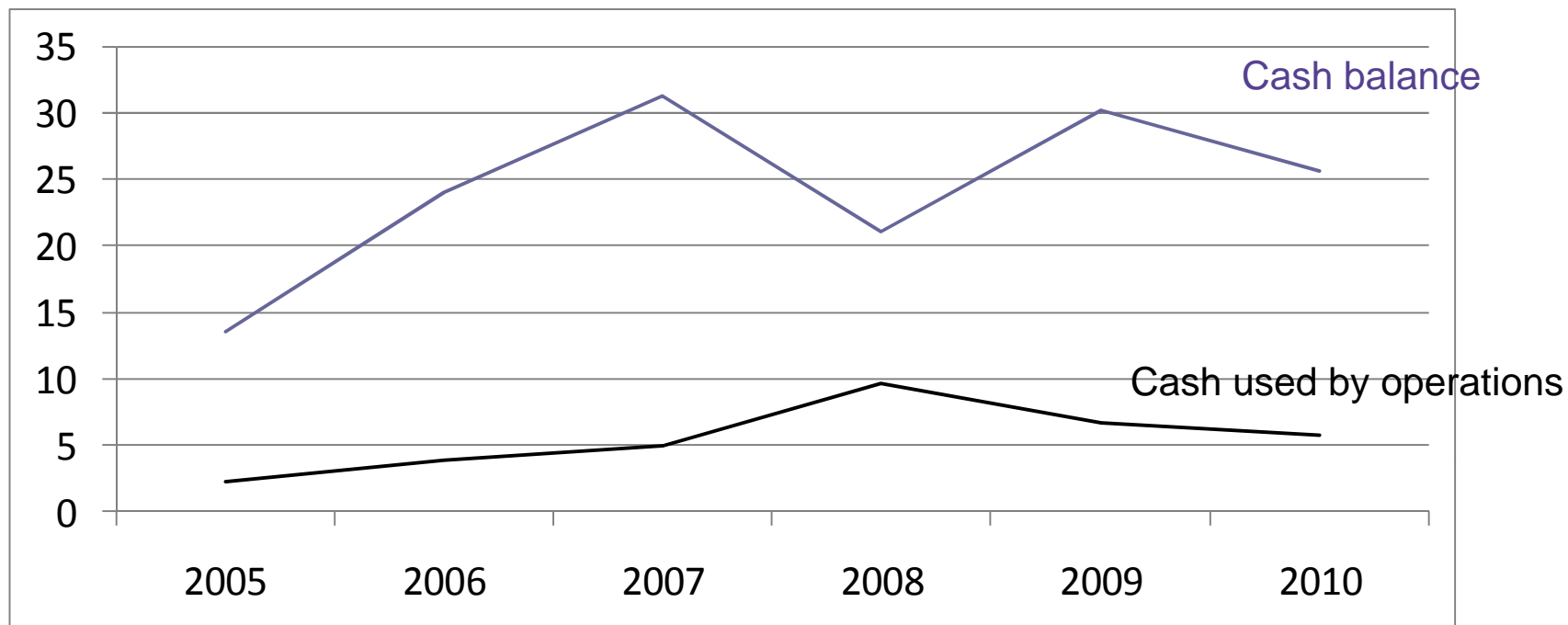
## A cash position amounting to € 25.6 millions

<b>Consolidated balance sheet</b> Thousand €	<b>31.12.2010</b>	<b>31.12.2009</b>
Total long-term assets	1 772	2 307
Short-term assets	3 883	3 996
<b>Cash and cash equivalents</b>	<b>25 607</b>	<b>30 245</b>
<b>Total Assets</b>	<b>31 261</b>	<b>36 549</b>
Shareholder's equity	19 191 <sup>°°</sup>	25 458
Convertible bonds	6 522	6 522
Provisions for risks*	1 534	344
Total long-term liabilities	15	200
Total short-term liabilities	3 999	4 024
<b>Total liabilities and shareholders' equity</b>	<b>31 261</b>	<b>36 549</b>

\* Includes €1,3M accrual for reimbursement of convertible bonds

<sup>°°</sup> TEPA capital increase

## A healthy financial situation



Années	2005	2006	2007	2008	2009	2010
Cash balance (M€)	13.6	24.0	31.3	21.1	30.2	25.6
Cash used by operations (M€)	2.2	3.9	4.9	9.6	6.7	5.8

Net cash used by operations planned in 2011: 9-11 M€  
 2011: investing for the introduction of AclarusDx®

# Convertible bonds

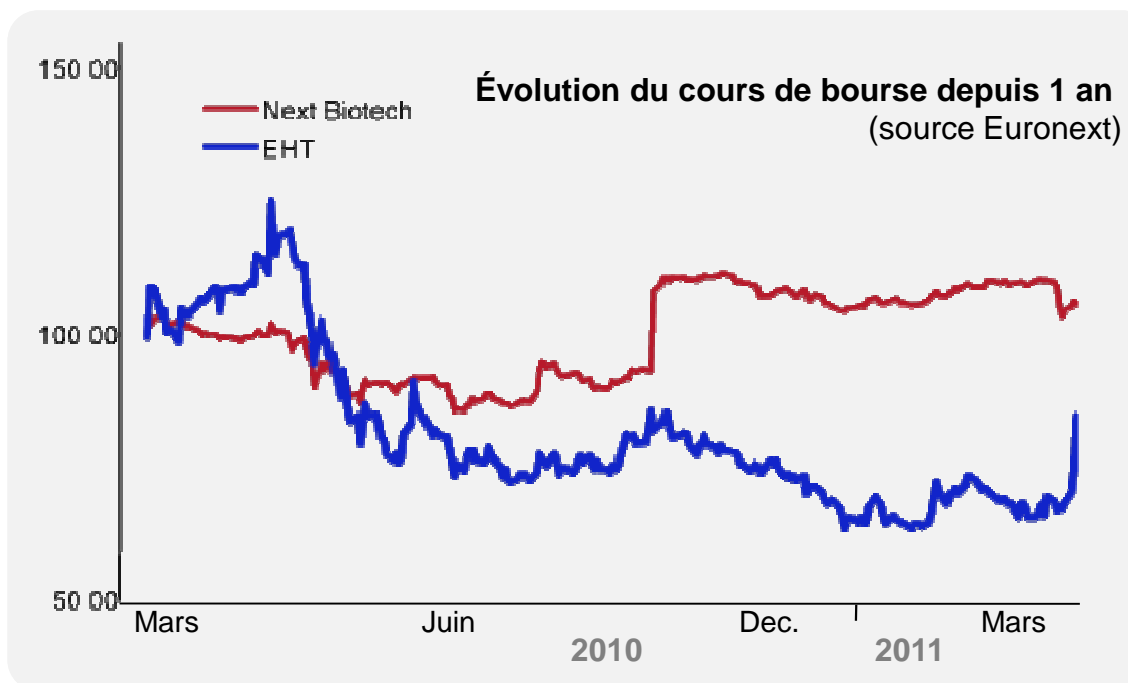
Gross amount of the initial issue	€ 13.5 million
Issue date	November 8, 2006
Issue price	€ 6.50 €
Number of convertible bonds initially issued	2,080,335
Number of outstanding bonds (as of Dec. 31, 2010)	1,003,412
Annual interest rate	3.50%
Redemption at maturity	Bonds mature on November 8, 2011 and will be redeemed at €7.75/bond with reimbursement premium of €1.25/bond

**As of June 30 2010, accrual of 1.3 M€ corresponding to the potential reimbursement premium of ExonHit convertible bonds**

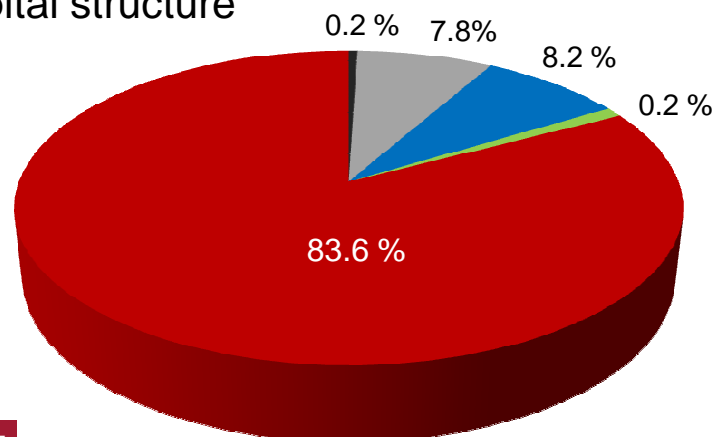
**2011 goal: refinancing by issuance of new convertible bonds**

# ExonHit share price (Alternext : FR0004054427 – ALEHT)

- 1 year high: 4.15 €
- 1 year low: 1.95 €
- Share price on 14/03/11: 2.40 €
- Market capitalization ou 14/03/11: 79.93 M€
- Average liquidity (12 months): 132,000 shares /day



## Capital structure\*



■ Mandataires sociaux

■ Groupe Oxford Bio Science

■ Institutionnels

■ Autocontrôle

■ Public

\* On the basis of a Bearer Securities Identification (TPI) dated February 16, 2011



# Agenda

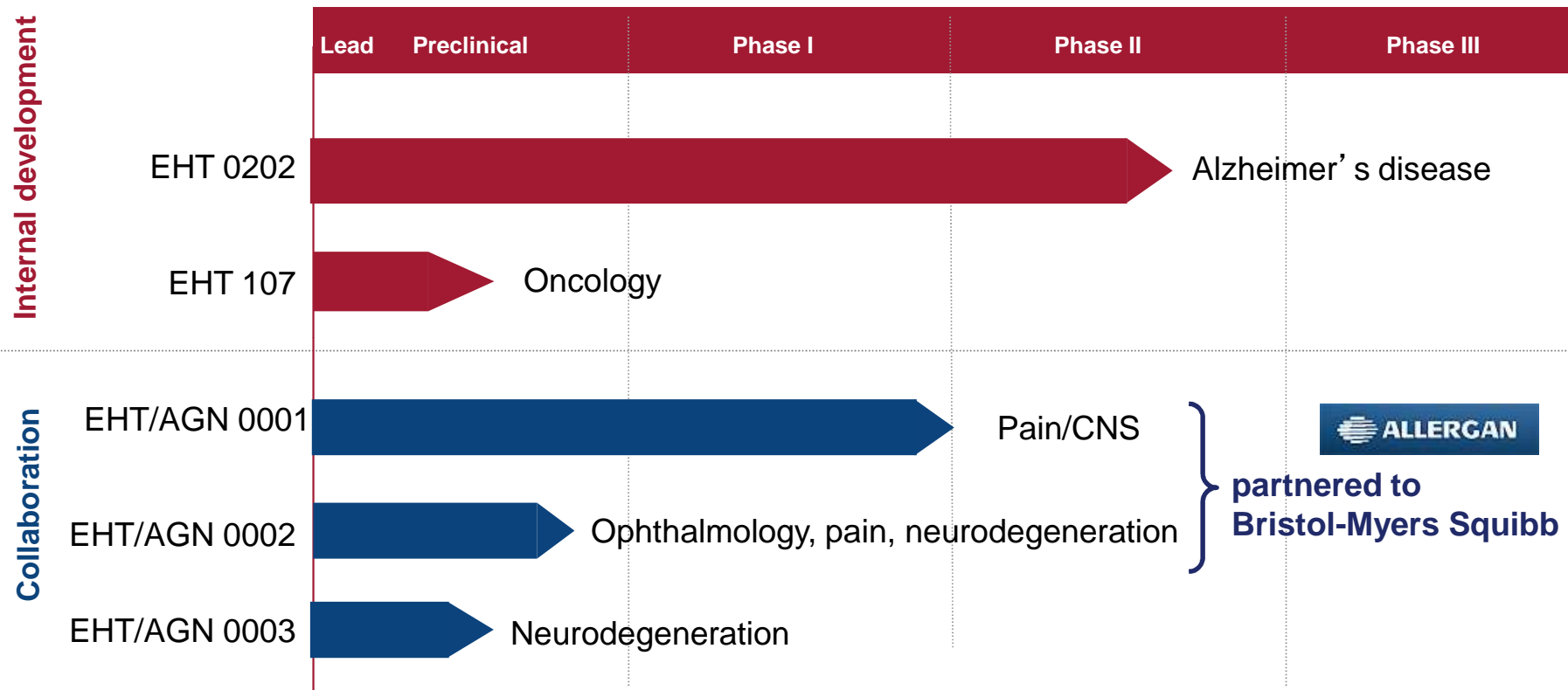
- Introduction
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# Our strategy in Therapeutics

- **Continuation of the collaboration with Allergan**
- **Partner programs as early as possible**
  - EHT 0202
  - EHT 107 Program
- **Start new programs only in collaboration**
  - R&D collaborations
  - Partnerships with license rights
- **Extension of the scope of partnerships**
  - Association of biomarkers and companion diagnostics if appropriate

**Moving to a pure partnering model to limit risk exposure**

# Therapeutic pipeline



# The Allergan-ExonHit collaboration: A success story



## Partnership since 2002

Extended 3 times

Collaboration in neurology, pain, ophthalmology

**EHT/AGN 0001** out-licensed to BMS for \$410 M deal in March 2010

Upfront payment of \$4M

## EHT/AGN 0003

New program added in Q1 2010

## Developing custom GWSA\*

“We are happy that our collaboration with ExonHit has led to a successful clinical program and to have BMS committed to developing this novel therapy for neuropathic pain. We look forward to continuing our work with ExonHit and to discovering and developing additional promising compounds.”

Dr. Scott Whitcup,  
EVP of R&D, Allergan,  
March 3, 2010

# Complementarity between GWSA™ & emerging technologies

- Enriching **GWSA™ content** thanks to the information generated by **next-generation sequencing**
- **GWSA™ platform advantages:**
  - Mature R&D platform
  - IVD certified

**Optimal product development and approval time-lines  
with a tool staying at the cutting edge**

## Ongoing efforts to pursue EHT 0202 clinical development

- **Search for a partner** to develop/co-develop/co-finance Phase IIb supported by an external firm
- **Increased awareness of EHT 0202 in Alzheimer's disease scientific community**
  - Phase IIa results accepted for publication in ***Current Alzheimer Research***
- Identification of a potential **blood-based transcriptomic signature specific to treatment response to EHT 0202** ("companion diagnostic")

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# Our strategy in Diagnostics

- **Commercial launch of products currently in the portfolio:**



- Independent reference lab

US

- CLIA lab (LDT)  
and/or  
- IVD test (FDA)

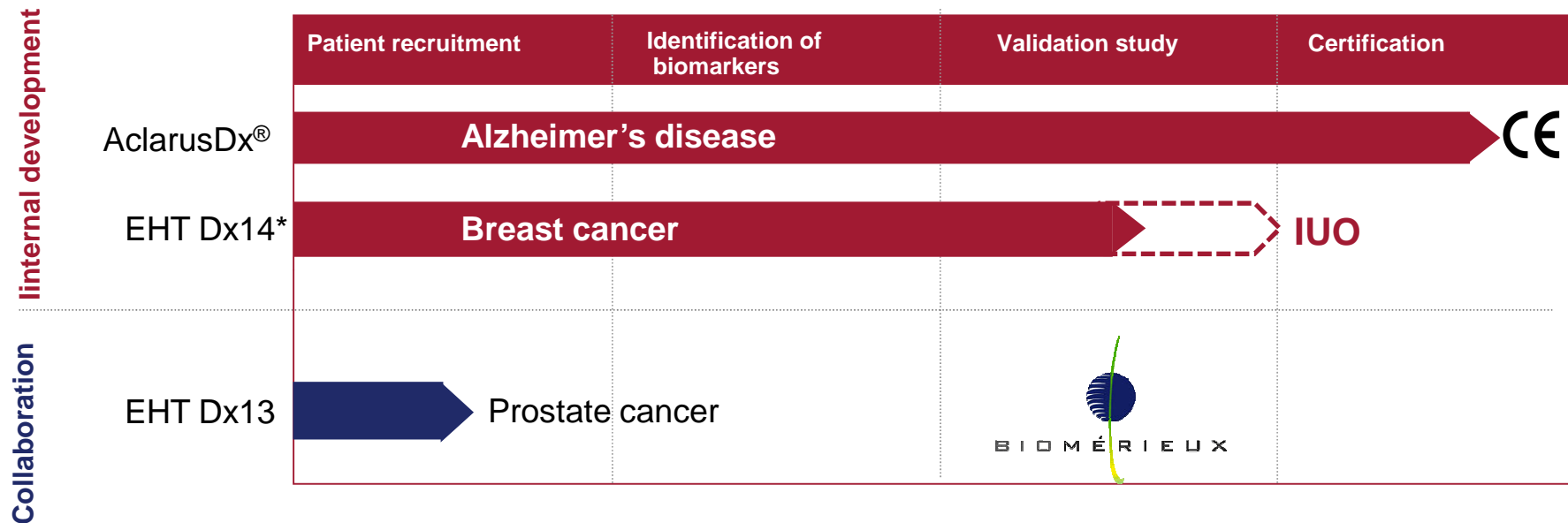
- **Evolution of the portfolio:**

- Collaborations with university hospitals
- Focus on oncology
- Predictive and prognostic tests

- **Evaluation of several platforms for long-term commercialization**

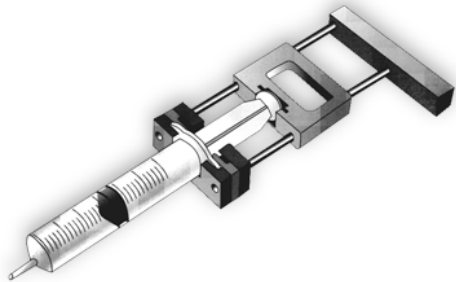


# Diagnostic portfolio



*\*Tissue-based diagnostic*

# EHT Dx14 in breast cancer



- Breast cancer molecular signature developed with IGR
- EHT Dx14 + FNA\*: improvement and standardization of FNA performances
  - + Performances equivalent to a biopsy
  - + Reducing use of invasive procedures
  - + Reducing time to results for the patients
- Introduction in major cancer centers in 2H 2011 as an Investigational Use Only product

## EHT Dx14: validation study is ongoing

- **Samples coming from Institut Gustave Roussy biobank**
- **Validation made in two steps:**
  - 1) Confirmation of the performances published in *Lancet Oncology*\*
    - on 47 positive samples and 47 negative samples

➡ Results expected end of March
  - 2) Demonstration of the added value of the test
    - on  $\geq 62$  inconclusive samples




➡ Results expected in July

# AclarusD<sup>x</sup> CE

A blood-based test intended to help in the diagnosis of Alzheimer's disease

# Conformity letter sent to AFSSAPS



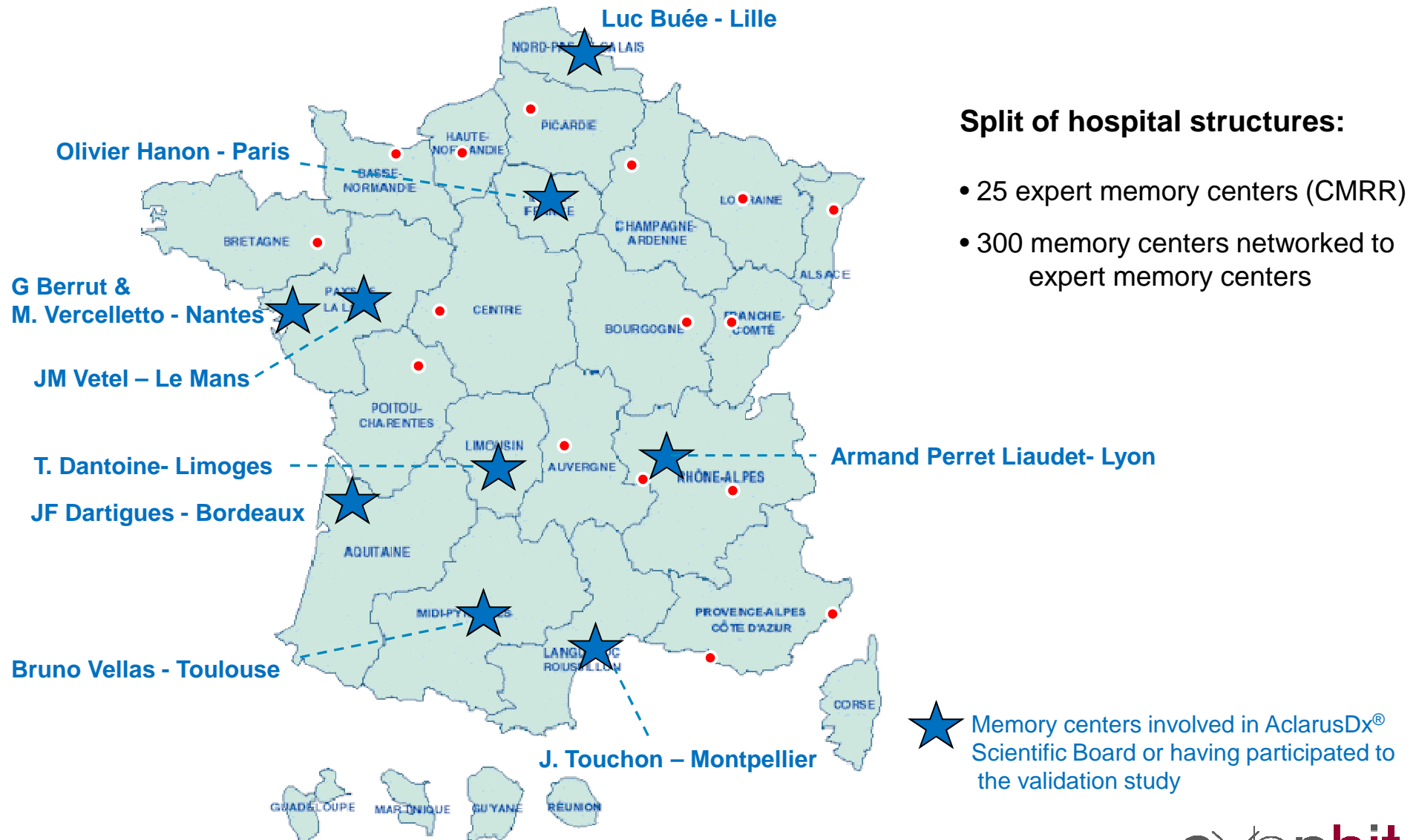
EC Declaration of Conformity	
	
tel 33 (0)1 53 94 77 00 33 (0)1 58 05 47 19 fax	
65, Boulevard Masséna 75013 PARIS	
MANUFACTURER:	ExonHit Therapeutics, SA
ADDRESS:	65, boulevard Massena, 75013 PARIS
EUROPEAN AUTHORIZED REPRESENTATIVE:	NA
PRODUCT(S) NAME(S):	AclarusDx™ set de prélèvement AclarusDx™ Assay Software Module AclarusDx™ Analysis Software AclarusDx™ Process Qualification Controls
CLASSIFICATION:	<input type="checkbox"/> ANNEX II-A <input type="checkbox"/> ANNEX II-B <input type="checkbox"/> DEVICE FOR SELF TESTING <input checked="" type="checkbox"/> OTHER DEVICE
CONFORMITY ROUTE	<input checked="" type="checkbox"/> ANNEX III <input type="checkbox"/> ANNEX IV.3 Full Quality System <input type="checkbox"/> ANNEX IV.4 Product Design Examination <input type="checkbox"/> ANNEX V Type Examination <input type="checkbox"/> ANNEX VII Production Quality System
NEW PRODUCT(S)	<input checked="" type="checkbox"/> YES <input type="checkbox"/> NO
GENERIC DEVICE GROUP CODE: (GMDN Nomenclature)	AclarusDx™ set de prélèvement : CT306 AclarusDx™ Assay Software Module : CT944 AclarusDx™ Analysis Software: CT1250 AclarusDx™ Process Qualification Controls: CT1649
APPLICABLE DIRECTIVE:	Directive 98/79/EC of the European Parliament and of the Council of 27 October 1998 on <i>in vitro</i> Diagnostic medical devices
SIGNATURE	
Function	Associate Director, Quality Assurance and Project Management
Name	Caroline BOURGUIGNON
Signature	
Function	Chief Executive Office, Président du Directoire
Name	Loïc MAUREL
Signature	
ExonHit Therapeutics, S.A. à Directoire et Conseil de Surveillance au capital de 533 068,06 € - 414 488 171 RCS Paris Siège Social : 65, Boulevard Masséna - 75013 Paris www.exonhit.com	

## CE marking components

 <p><b>Collection set</b></p> <p>CE</p>	 <p><b>ASM</b></p> <p>CE</p>	 <p><b>Analysis software</b></p> <p>CE</p>	 <p><b>Reference lab</b></p>
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**AclarusD<sup>®</sup><sub>x</sub>** CE

# Organization of diagnostic structures in France



# Today's diagnosis of Alzheimer's disease



Clinical assessment

Mini-Mental State Examination (MMSE)

Nom et prénom du patient : \_\_\_\_\_  
Date : \_\_\_\_\_

Je vas vous poser quelques questions pour apprécier comment fonctionne votre mémoire. Les unes sont très simples, les autres un peu moins. Vous devez répondre du mieux que vous pouvez.

**ORIENTATION**

Quelle est la date complète d'aujourd'hui ?  
Si la réponse est incorrecte ou incomplète, poser les questions restées sans réponse dans l'ordre suivant :

1	En quelle année sommes-nous ?	
2	En quelle saison ?	
3	En quel mois ?	
4	Quel jour du mois ?	
5	Quel jour de la semaine ?	

Score total : 5 / 5

Neuro-psychological tests



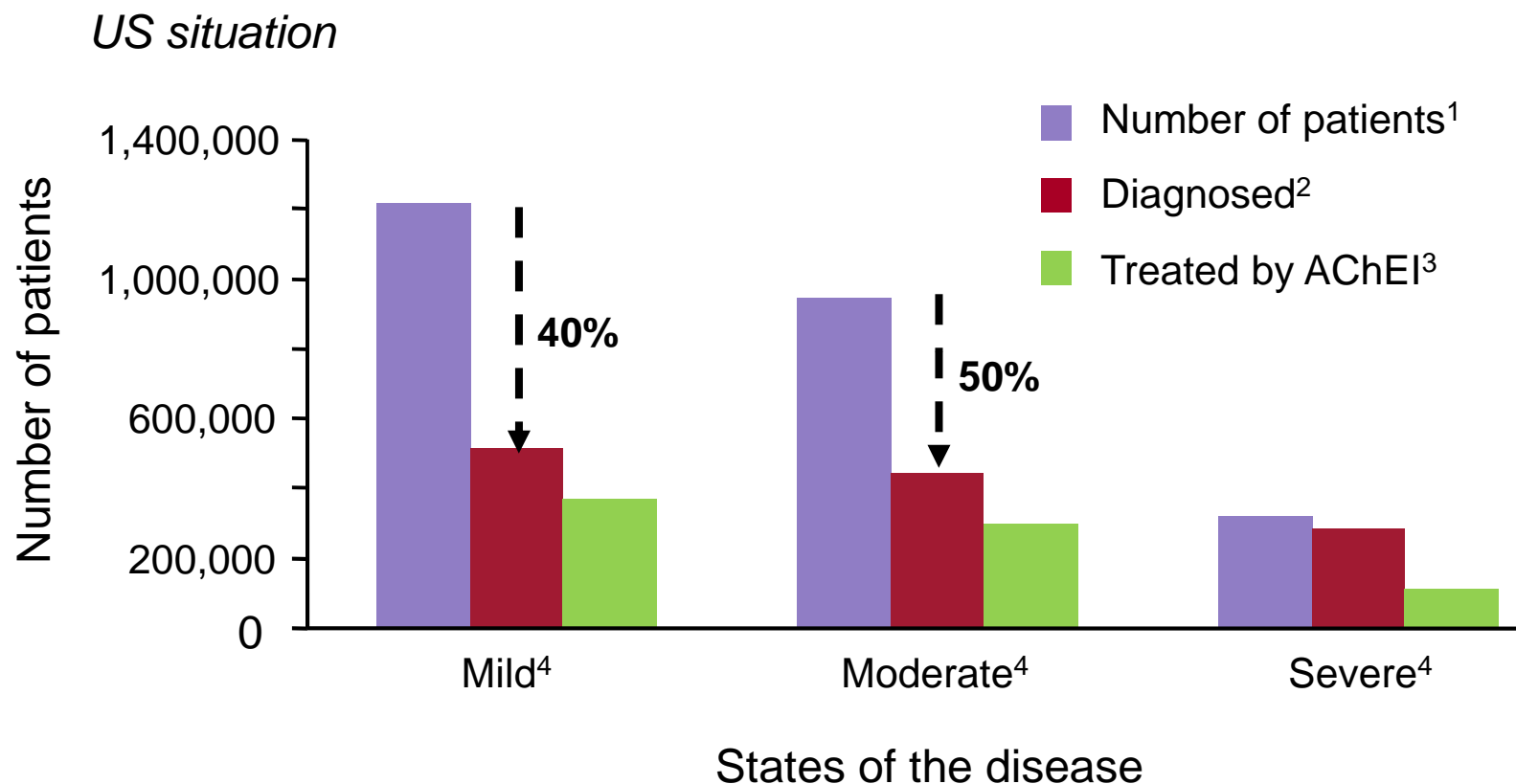
Imaging



Lumbar puncture

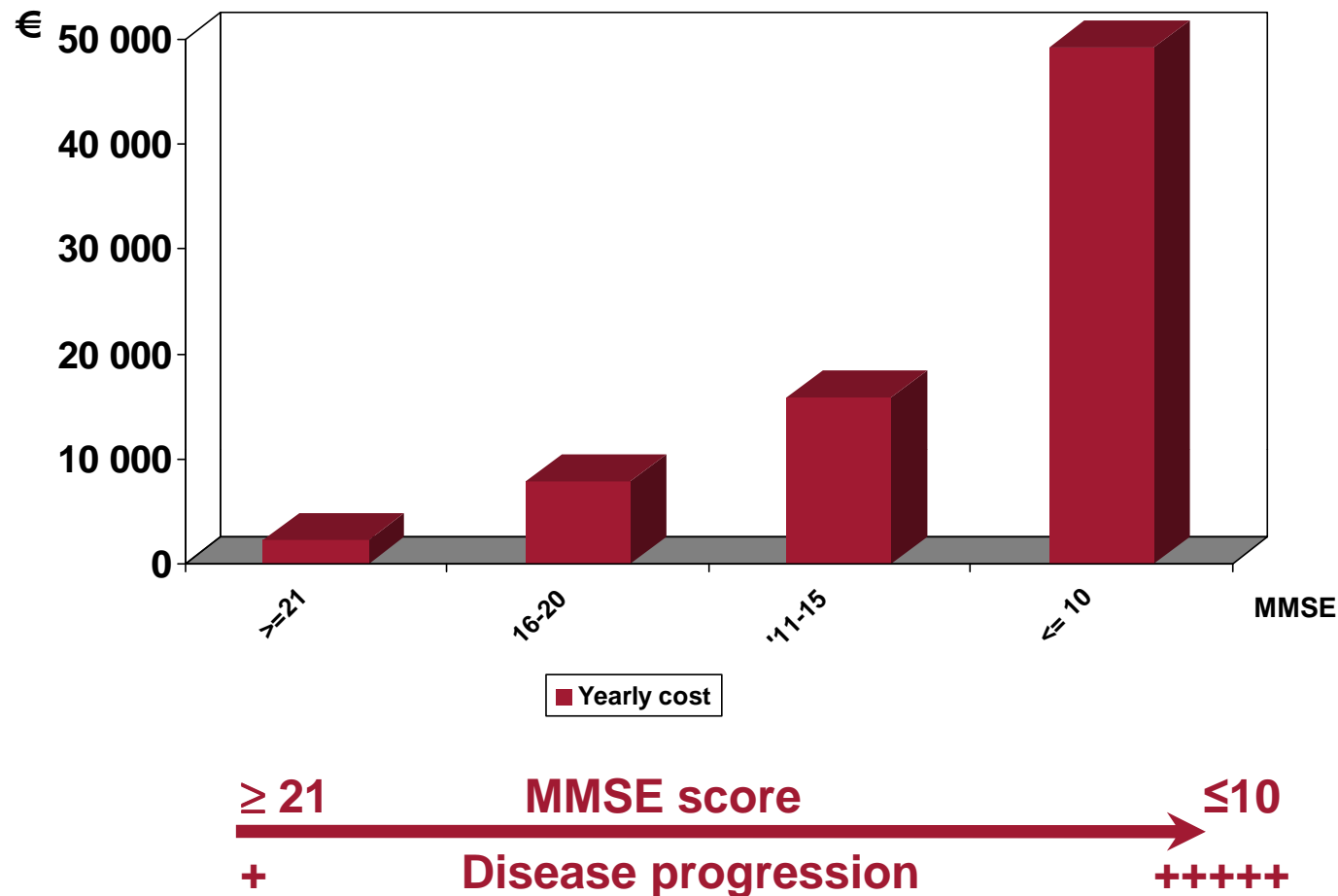


## A diagnosis which is made too late...



AChE = acetylcholinesterase

...and which impacts the cost of care



MMSE : Mini Mental State Examination

# Interest of an early diagnosis

## NATIONAL INSTITUTE FOR HEALTH AND CLINICAL EXCELLENCE

### Final Appraisal Determination

Donepezil, galantamine, rivastigmine and memantine  
for the treatment of Alzheimer's disease (review of  
NICE technology appraisal guidance 111)

### Guidance

The three acetylcholinesterase (AChE) inhibitors donepezil, galantamine and rivastigmine are recommended as options for managing mild to moderate Alzheimer's disease under all of the conditions specified in 1.3 and 1.4.

National Institute for Health and Clinical Excellence

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Final appraisal determination – Donepezil, galantamine, rivastigmine and memantine for the treatment of Alzheimer's disease (review of NICE technology appraisal guidance 111)

Issue date: January 2011

NICE decision on January 18, 2011

Early care → delay of dependency

# Tomorrow's diagnosis of Alzheimer's disease



Clinical assessment

Mini-Mental State Examination (MMSE)

Nom et prénom du patient : \_\_\_\_\_  
Date : \_\_\_\_\_

Je vas vous poser quelques questions pour apprécier comment fonctionne votre mémoire. Les unes sont très simples, les autres un peu moins. Vous devez répondre du mieux que vous pouvez.

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- 5. Quel jour du semaine ? \_\_\_\_\_

Score total : \_\_\_\_\_ / 5

Neuro-psychological tests



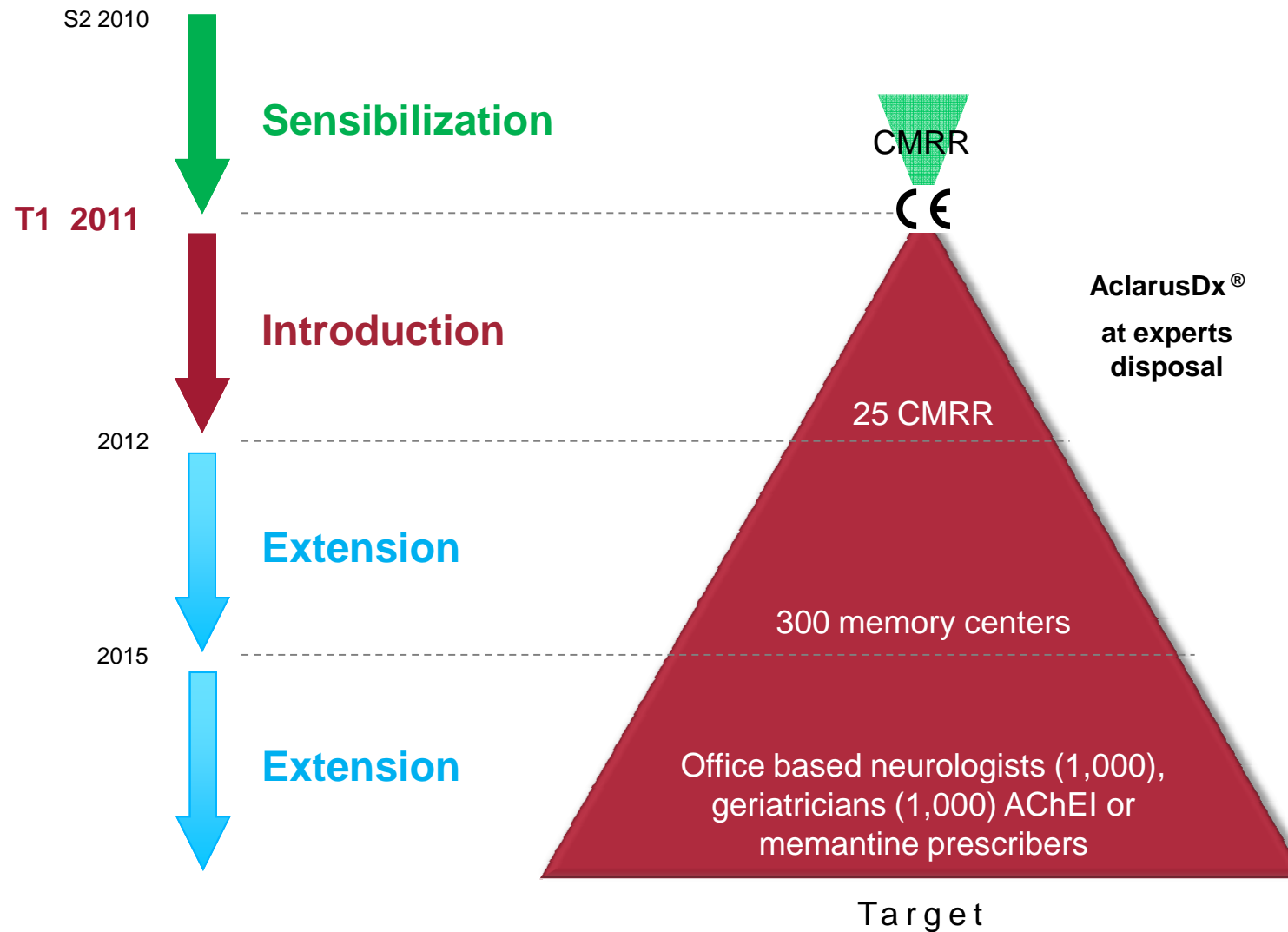
Imaging



Lumbar puncture



# A sequential commercial introduction in France



## ...supported by a study in a real clinical setting

- **Main objective:** define AclarusDx<sup>®</sup> clinical value in expert memory centers  
real clinical setting
- **Cross-sectional, non interventional study:**
  - AclarusDx<sup>®</sup> is added to usual diagnostic exams
- **600 *de novo* patients**
  - Panel  $\geq$  15 CMRR
- **Total study duration: 18 months.** Inclusion of first patients: Sept. 2011



The main expert memory centers receiving directly new patients

## Conclusion

- AclarusDx<sup>®</sup> is CE marked allowing IVD use
- AclarusDx<sup>®</sup> will be introduced in a progressive manner in the French market
- AclarusDx<sup>®</sup> will be included into a study in a real clinical setting

ExonHit is entering into a new phase of its history

# Agenda

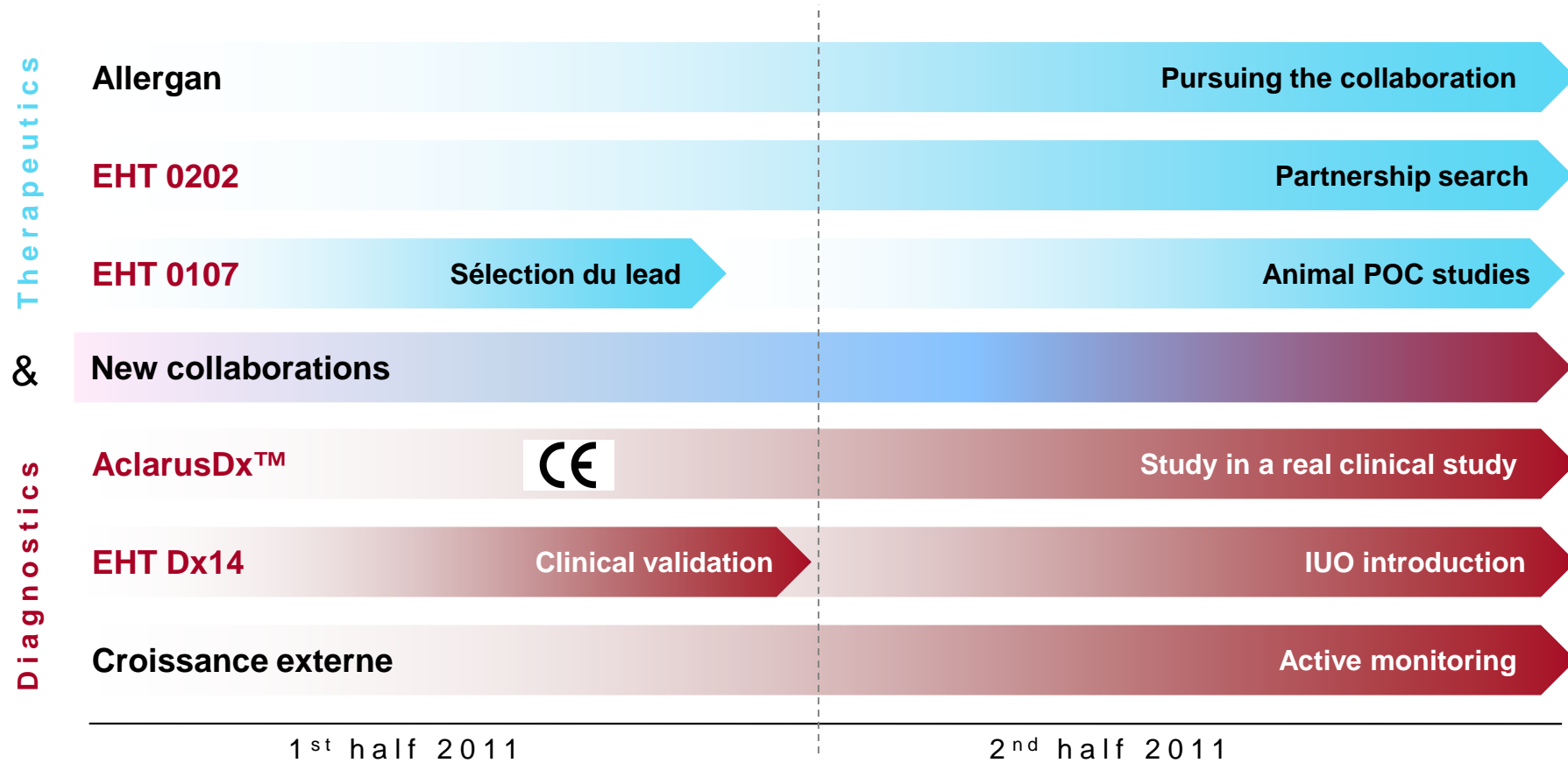
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# Conclusion

- Transformation into a company that starts to market products
- Continuing current partnerships and securing new collaborations
- Evolution towards personalized medicine thanks to the development of biomarkers and companion diagnostics

## 2011: focus on execution



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- **Questions & Answers**