

Der ElexoPharm-MSD-Deal

**Kooperation zwischen Universitäts-Spin-Off
und global agierendem Pharmaunternehmen**

Professor Rolf W. Hartmann

Pharma Forum

Mainz

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„Bridge the Gap“

between academic research
and the needs of
the pharma industry

„From Hit to Lead“



- **ElexoPharm** was founded in 2005 as a Spin-Off from the Department of Pharmaceutical and Medicinal Chemistry of Saarland University
- Ten employees (incl. freelancers)
- Four fully equipped laboratories in a Science Park located on the university campus
- Access to all necessary analytical instruments (LC-MS/MS, NMR etc.) and the university infrastructure (databases, chemicals supply etc.)
- In 2007 ElexoPharm was awarded the “KfW-Unternehmerpreis GründerChampion” in Berlin for its business concept



The Business Concept (1)

- **ElexoPharm** takes over early stage drug development projects from Saarland University
- **ElexoPharm** owns the existing IP and has an exclusive option on all future IP generated by its partners
- **ElexoPharm** raises public and private funding for the further development of those projects
- The further development is organised and supervised by **ElexoPharm** and performed with different academic and industrial partners (e.g. Saarland University, Pharmacelsus)



The Business Concept (2)

- **ElexoPharm** itself performs part of the chemical work
- In addition **ElexoPharm** offers „Hit to Lead“ development and related services for biotech and pharma companies



The Results

- Seed funding of 0.5 million Euro received from Saarländische Wagnisfinanzierungsgesellschaft mbH
- **ElexoPharm** has taken over two major projects generated at Saarland University
 - Cardiovascular Diseases: Inhibitors of Aldosterone Synthase (CYP11B2)
 - Oncology: Inhibitors of 17 β HSD1
- **ElexoPharm** and its partners raised public funding for the further development
- For CYP11B2 **ElexoPharm** started together with Saarland University and **Pharmacelsus** a further development programme (2009-2011) supported by the German Ministry for Education and Research (BMBF)



NEW CO NEWS

ElexoPharm's First License Deal Worth up to \$41.6M from Merck

By Catharina Hollingsworth
Staff Writer
and Cormac Sheridan
BioWorld Today Correspondent

In its first licensing deal, Germany's ElexoPharm GmbH entered an agreement worth up to \$41.65 million with Merck & Co. to develop compounds for cardiovascular diseases.

"Until now, we have signed some contract research agreements but no license deals," Axel Koch, managing director of ElexoPharm, told *BioWorld Today*.

Based in Saarbruecken, Germany, ElexoPharm offers contract research services as well as conducting its own

See ElexoPharm, Page 7



BioWorld Today, May 2010

The long and winding road to agreement (1)

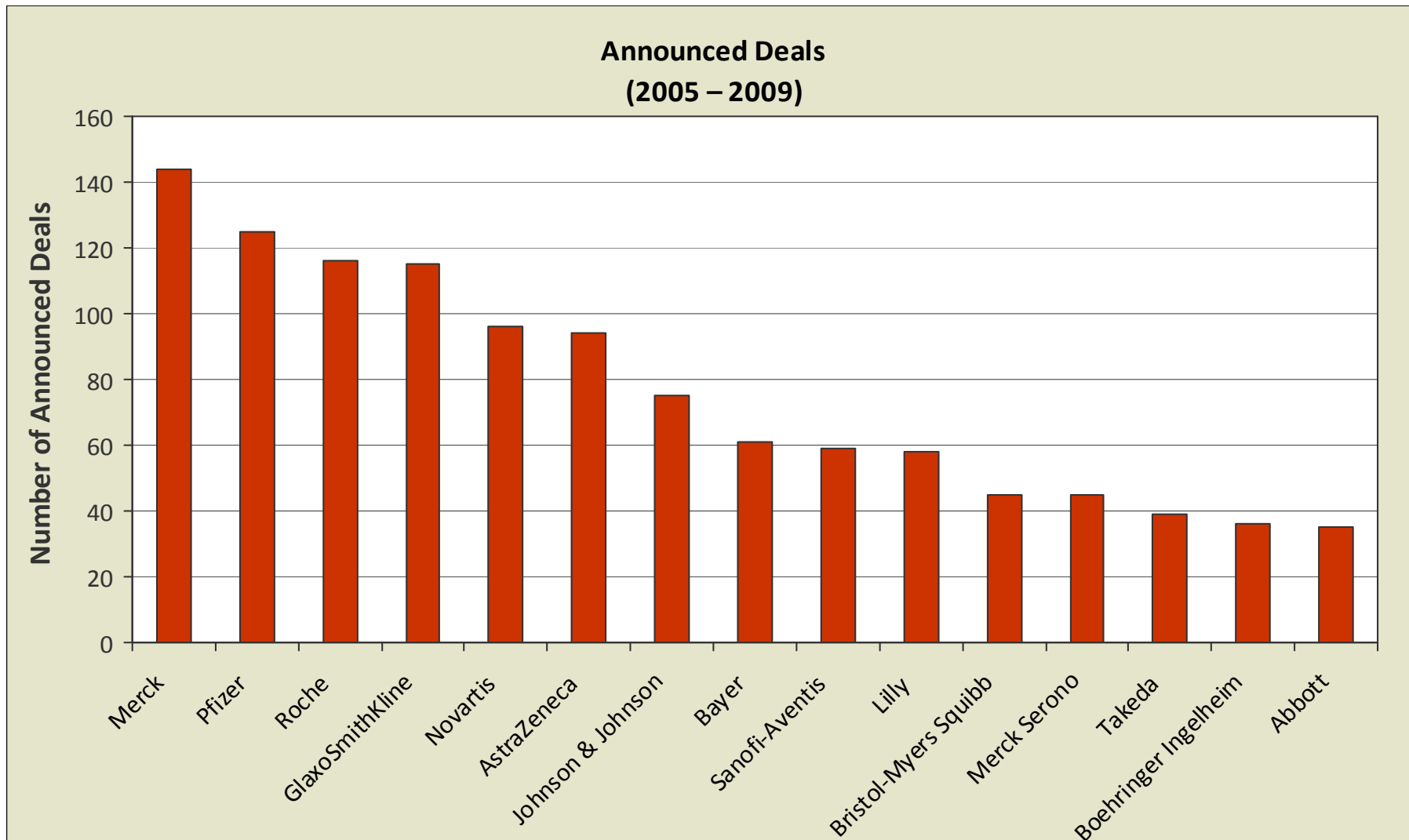
- 03/03/2008: ElexoPharm's Aldosterone Synthase Inhibitor programme on Merck's Licensing « Call List »
- 08/04/2008: First meeting of representatives of both companies at BioEurope Spring Madrid
- 05/05/2008: Reviewed at cardiovascular RLC – « too early for consideration »
- July 2008: Renewed interest from Merck scientists
- 14/08/2008: Agreement on third-party review
- 24/11/2008: Visit ElexoPharm to MSD Hoddesdon, UK
- 02/12/2008: JMC paper published – ElexoPharm structures



The long and winding road to agreement (2)

- 15/04/2009: Chemistry and biology review complete
- 06/05/2009: Focus on Integration with Schering-Plough delaying negotiations
- 13/10/2009: Draft term sheet
- 03/12/2009: Due Diligence Visit Saarbrücken
- 08/02/2010: First Collaboration & Licence Agreement Draft
- 30/04/2010: Deal Execution
- since 06/2010: Cooperation is ongoing





Summary

There is an enhanced willingness of large Pharma Companies to cooperate with small Biotech Companies

From own experience:

Important for small Biotech Companies is

- a strong IP position (**ElexoPharm**)
and/or
- an excellent reputation as a service provider (CRO)
(**ElexoPharm** and **Pharmacelsus**)



Tank you very much for your attention!

