

Institute of Medicinal Molecular Design, Inc. (IMMD)

Drug Discovery with Original Algorithm

www.immd.co.jp/en

Institute of Medical Molecular Design, Inc. Kadokawa Hongo Bldg. 4F 5-24-5 Hongo, Bunkyo-ku Tokyo 113-0033 JAPAN	Founded in No. of employees State of Ownership Primary stock exchange	1995 57 private N/A
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March 2009: The Institute of Medicinal Molecular Design, Inc. (IMMD) was founded in Tokyo, Japan, in March 1995 by Dr. Akiko Itai, a former professor of the Faculty of Pharmaceutical Sciences in the University of Tokyo. She developed in 1992 the first conformation-flexible automatic docking method in the world.



IMMD, a privately held company with 57 employees, has a number of promising drug candidates in the pipeline using its proprietary rational drug design technology based on the study of protein-ligand interaction. The company also conducts collaborative research with pharmaceutical companies at any stage of drug discovery. Venture Valuation (VV) interviewed Dr. Akiko Itai, President and CEO.

VV: **Would you please introduce your firm and describe its business model?**

Itai: IMMD is a unique drug discovery company owning an indisputably powerful rational drug design technology and high-quality 3D software system. Our proprietary technology is capable of accurately identifying drug seeds by selecting and optimizing promising ones. Our virtual screening method is more proficient and time saving than conventional high throughput screening.

Our business consists of three areas. First, we will license-out our compounds (see chart below). Second, we offer collaboration programs to pharmaceutical companies at any stage of drug discovery. One of the best examples is our 5-year successful partnership with Shionogi, a major Japanese pharmaceutical company, in the metabolic syndrome field. Third, we provide pharmaceutical companies with drug seeds against any target.

Our strengths are our proprietary technology for rational drug design, and our ability to provide extensive, flexible research services in drug discovery.

	Mechanism (Target)	Route of admin.	Stage	Possible Indication	Characteristics
IMD-1041	IKK β inhibitor (prodrug of 0354)	Oral	POC study in progress	COPD etc	Anti-inflammatory (anti-allergy) + anti-remodeling Wide safety margin
IMD-2560	IKK β inhibitor (prodrug of 0560)	Oral	P-1 study completed	RA, Osteoporosis	Anti-inflammatory Potent suppression of IL-6 production Wide safety margin
IMD-0354	IKK β inhibitor	Ointment	P-1 study completed	Skin diseases	Anti-inflammatory (anti-allergy) + anti-remodeling Wide safety margin
IMD-0560	IKK β inhibitor	Arthritic injection	Pharmacology	OA, RA	Anti-inflammatory Potent suppression of IL-6 production Wide safety margin
IMD-4852	PAI-1 inhibitor	Oral	Preclinical	Thrombosis Atherosclerosis	Potent <i>in vitro/in vivo</i> activities Good PK profile, Good bioavailability Wide safety margin
IMD-4690	PAI-1 inhibitor	Oral	Preclinical	Alzheimer's disease	Potent <i>in vitro/in vivo</i> activities Good PK profile, Good bioavailability Good brain penetration Wide safety margin

VV: What are your objectives in the future?

Itai: Our objectives are to license-out our compounds, and to develop our partnership program for drug discovery collaboration.

VV: In what geographical areas would you like to develop your business?

Itai: We are targeted on Japan, Europe and the U.S.

VV: How do you differentiate from your competitors and position your company?

Itai: IMMD has continuously been improving our core technology and is committed to offering the best research service in drug discovery. In terms of competition, we are aware of a company in the U.S. that has similar business model to ours, but limited to the GPCR research area. There are some companies providing only software products or X ray analysis in Europe and the U.S. We believe IMMD is an incomparable company in the world offering both its own drug candidates and operating comprehensive research services from drug seeds to compound candidates.

Contact

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Venture Valuation specializes in independent assessment and valuation of technology-driven companies in growth industries, such as the Life Sciences (Biotech, Pharma, Medtech), ICT, high-tech, Nanotech, Cleantech and Renewable energy. In addition to valuation products, Venture Valuation offers high-quality, focused information services like the Global Life Sciences Database, Biotechgate.com and this "Let's Interview Series" with leading Life Sciences companies. We select and interview thriving companies and organizations all over the world.