

SBI Biotech Co., Ltd. (SBIBT)

Visionary “System Integrative Medicine” Combining Immunotherapy and Molecular Therapy Drives Drug Discovery Research

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SBI Biotech Co., Ltd. Shirokanedai ST Bldg. 7F 4-7-4 Shiroganedai Minato-ku, Tokyo 108-0071 JAPAN	Founded in No. of employees State of Ownership Primary stock exchange	2007 30 private N/A
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March 2009: SBI Biotech Co., Ltd. (SBIBT) was established in June 2007 in the merger of SBIBT (previously called SBI Immunotherapy Planning Co., Ltd.) and Ginkgo Biomedical Research Institute Co., Ltd. The company, with 30 employees, is located in Shirokanedai, Tokyo, Japan and its R&D laboratory in Kawasaki, Kanagawa, around 12 km south west of Tokyo. SBIBT is a subsidiary of SBI Holdings, Inc., a major Japanese financial holding company.



SBIBT is led by an internationally respected scientist, Dr. Ken-ichi Arai MD PhD, President & CEO, Founder of Ginkgo Biomedical Research Institute, and Professor Emeritus at The University of Tokyo. The corporate vision is to develop a new concept in the industry “System Integrative Medicine” through drug discovery research for immunological disorders and cancer. Venture Valuation (VV) interviewed Dr. Ken-ichi Arai, President and CEO, and Dr. Tetsuya Totsuka, Director and COO.

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

SBIBT: We are a drug discovery company with focus on “System Integrative Medicine” the unique platform combining immunotherapy and molecular therapy targeting on two types of dendritic cells, ie. conventional (cDC) and plasmacytoid (pDC).

Drug substances interact through the complex network systems of proteins, nucleic acids and cells. We are developing new medicines that can cover a wide range from treatment and prevention of diseases to health promotion. We call this concept “System Integrative Medicine”.

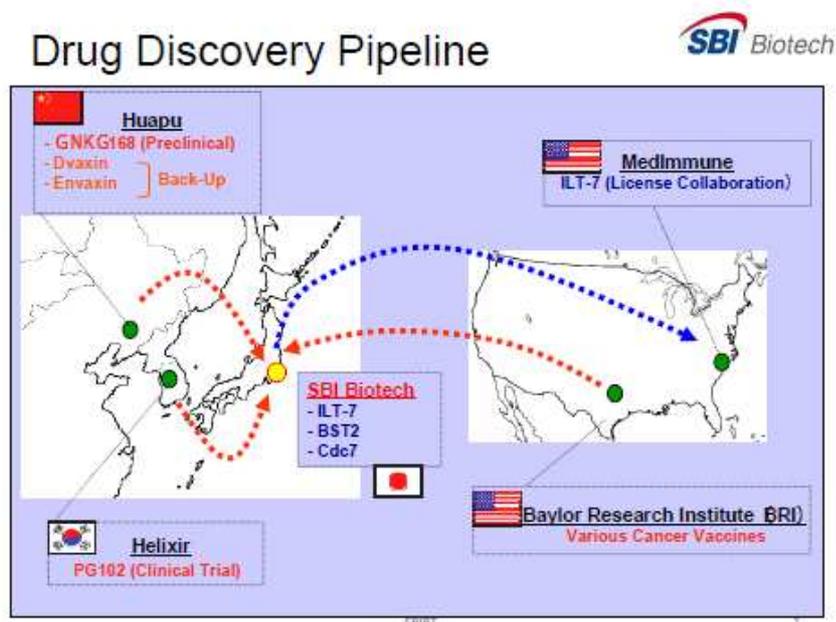
Our pipeline portfolio (see chart below), therefore, consists of various areas such as protein/antibody drugs, small molecular compound pharmaceuticals, nucleic acid drugs, cell therapy, and nutraceuticals which act through immuno-cellular regulatory network.

SBI Biotech

Pipeline of Projects

<u>In House Projects</u>	<u>Indication</u>	<u>Profile</u>
■ ILT-7	Autoimmune Diseases (AD)	Anti-ILT-7 Antibody
■ BST2	Cancer , AD	Anti-BST2 Antibody
■ Cdc7/ASK	Cancer	Cdc7 Inhibitor
<u>License In Projects</u>		
■ GNKG168 (HUAPU)	B-cell Chronic Lymphoid Leukemia, Cancer	CpG ODN TLR9 Agonist
■ Immuno Cell Therapy (BRI)	Cancer	Dendritic Cell Vaccines
■ PG102 (Helixir)	Allergic Diseases	Extract of Hardy Kiwifruits

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In terms of our strengths, we would like to mention that:

1. SBIBT has an extensive global network of academic and business communities. We are able to select a best partner for each research area. Currently, our collaboration is in progress in the U.S., Japan, China, and Korea. (see chart Drug Discovery Pipeline).
2. "System Integrative Medicine" is a comprehensive approach which makes use of herbal ingredients that have been mainstream medical treatment in Asia over hundreds or thousands of years. Compound PG102, licensed-in from Helixir, a Korean biotech company, has recently been commercialized in Japan as a nutraceutical product in the form of tablets.
3. As a subsidiary of SBI Holdings, we have solid financial and technological resources to conduct research activities, which is a considerable advantage for a young biotech company like SBIBT.

VV: What are your objectives in the future?

SBIBT: Our priority is to develop innovative drugs based on our platform technology. To achieve this goal, we will license-out our compounds as well as license-in promising drug seeds. Then we plan to go public in 2011 to realize our goal in collaboration with our parent company SBI Holdings. We are also open to form alliance and/or partnership with pharmaceutical companies and smaller biotechs.

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

SBIBT: It depends on the product. As our portfolio is wide-ranging, each product line is targeted on different geographical territory. Our business interest is not only the North American and European markets but the Asian market. We believe Asia will be a key driver in the future.

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

SBIBT: SBIBT has access to outstanding scientists all over the world through our unique human network so that we are in the position to select and develop promising compounds in an innovative manner. We believe there is no competitor with similar business network model as ours, although each compound has different competitors in drug discovery. SBIBT is the company that is revolutionizing the life sciences/health care industry by promoting and proving "System Integrative Medicine" through network approach.

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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.