## The Company

Founded in 2009 as a spin-off company of the world-renowned Medicinal Chemistry Department of the VU University Amsterdam, Griffin Discoveries BV is widely acknowledged for its expertise in the discovery and development of small-molecule drugs that target histamine receptors.

- The business model is based on achieving Proof-of-Concept (Phase IIA) for allergic conjunctivitis and leverage of its histamine G-protein coupled receptor (GPCR) drug discovery platform.

## Platform and Products

- The unique drug development platform consists of medicinal chemistry and molecular pharmacology tools that allow histamine receptors to be studied at an unprecedented level of details. No other company has these capabilities.
- 30% of all marketed drugs target GPCRs while histamine receptor drugs are among the industries favorites; they are safe and reached blockbuster status.
- Our candidate GD134, targets two receptors at the same time, the histamine 1 and 4 receptor ($H_1R$ and $H_4R$), this is unique because this will be the first product that combines anti-inflammatory and anti-allergic activity.
- GD134 has been selected for pre-clinical development as a First-in-Class, new antihistamine for the treatment of allergic conjunctivitis (AC).
- The Griffin Discoveries product pipeline also contains selective $H_4R$ ligands, which have been licensed to a French biotech company for a CNS indication.
- A strong IP position has been established for GD's drug discovery programs.

## Allergic Conjunctivitis Market

- Allergic conjunctivitis leads to severe irritation of the eyes. It is currently sub-optimally treated by steroids, NSAIDs, mast-cell stabilizers and older antihistamines targeting the $H_1R$.
- Currently marketed drugs have limited efficacy (~30% non-responders) and a compromised side-effect profile that leads to poor patient compliance.

  The AC market represents a significant commercial opportunity with global sales growing from $0.97bn in 2010 to $2.8bn in 2018 at a CAGR of 14%.

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## The Competition

- The current R&D pipeline for AC is very weak and holds no innovative First-in-Class therapies that combine anti-allergic and anti-inflammatory action.
- Leading product olopatadine (Patanol®, Pataday®) faces patent expiry in 2015.
- GD134 is a First-in-Class drug candidate that presents a unique dual anti-allergic and anti-inflammatory mode of action that can treat both acute and chronic forms of AC.
- GD134 successfully completed a preliminary safety evaluation and demonstrated superior efficacy to steroids and olopatadine in an established pre-clinical *in vivo* model of AC.

## Management Team

- Dr Rogier Smits, Founder and Managing Director has been employed full-time since 2010 to run the company on a day-to-day basis.
- Dr Jac Wijkmans, Scientific Director, 15+ years industrial R&D experience (ex-Merck & Co, Organon, British Biotech, Oxford Asymmetry) with proven leadership in functional, operational and project management. Led the optimization and selection of various drug candidates for clinical evaluation.
- Prof Dr Rob Leurs, Founder, Professor Drug Design and Synthesis at VU University Amsterdam and leading authority on histamine receptor and GPCR research.
- Prof Dr Iwan de Esch, Founder, Professor Biocomputational Chemistry for Drug Innovation at VU University Amsterdam, co-founder of DeNovo Pharmaceuticals and IOTA Pharmaceuticals (Cambridge, UK).

## The Opportunity

- To invest in a concise and focused drug development program to achieve clinical Proof-of-Concept for GD134 in allergic conjunctivitis with a single round of financing in 2 years.
- A total of €7 mln is needed to get to PoC with GD134 in 2 years. Approximately €4 mln will be raised from a specialized ophthalmology CRO/investor (€1.2M commited) and Innovation Credit. Therefore, Griffin Discoveries is seeking an investment of €3 mln from VC investors.

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