



# Sistemic Ltd

Sistemic provide innovative miRNA based products to the drug development, cell therapy and bioprocessing markets, resulting in enhanced product commercialisation.

Sistemic Ltd. has developed a unique analytical tool to enhance miRNA profiling, turning it into a more versatile problem solving technology, which we have focused on addressing areas of unmet need within the biotechnology/pharmaceutical markets & the Cell Therapeutics communities. In essence we provide unparalleled understanding of drug actions and cell characterisation, potency and quality through our unique miRNA profiling methodology. We are headquartered in Glasgow, Scotland, with facilities in Boston, Massachusetts which reflects Sistemic's vision from its inception which was to always think globally as a business which is reflected in the current geographies that we are working in spanning the UK, Europe and North America. In fact 70% of our current client base comes from international territories. We believe that this strategy is imperative in order to be competitive in today's global marketplace.



Our products include SistemRNA™ which is our core enabling platform from which we derive two main areas of services for

- The Drug Discovery & Development markets such as SistemTOX™ (toxicity profiling) and SistemKB (knowledgebase profiling)
- The Cell, Stem Cell and Cell Therapies markets SistemQC™ (cell characterisation & QC).

Example applications include screening of drug discovery lead compounds to determine whole cell response to various chemistries as well as cell characterisation, QC monitoring, purity, potency and pluripotency assessment of cell and stem cell lines. We feel that one of the main drivers for the uptake of this approach is the enhanced molecular understanding of the cellular system that can be achieved through capturing and understanding the miRNA complement within a cell. Also, the beauty of using miRNA as an analyte to measure is that the miRNAs can be linked back to the biology.

We spend the majority of our commercial efforts out talking with clients and prospective new clients globally to find out the areas of their business that they need help with and then we work together with them to deliver a product which will help expedite their research and in the longer term, help them bring safe and efficacious therapies to the clinic. As such, it provides a very exciting and dynamic environment to work in, where one day we are characterising a potential new cell therapy product and the next where we are evaluating the repositioning potential of compounds in various indications. We are fortunate to be provided with such a diverse working environment and to work with so many great companies that are developing the next generation of innovative therapies.

The success of our miRNA profiling technology, which is reflected in the sustained interest from the drug discovery and cell therapeutics markets led to the announcement in June this year of an expansion programme, which will see the addition of a number of key scientific and

bioinformatic staff and a move to a larger dedicated facility near Glasgow, which will also form the company's new global headquarters. This will enable us to fulfil current contracts more rapidly as well as providing further capacity for newly acquired and future contracts. It will also support the company's expansion of its key internal R&D programmes in drug toxicology and stem cell characterisation.

The expansion programme will also see the company grow its US commercial operations developing its Boston location and opening an office in California. Commenting on the programme Mr Jim Reid, Sistic Chairman and CEO said "We are delighted that things are going so well for the company especially in the current climate where so many companies are finding life tough. It is a real endorsement of the unique technology we are developing and the customer-centric approach we take to our business." Dr Verna McErlane, Director of Commercial Operations, added; "We are committed to global expansion and see the developments in the US as key to providing customers with local support and dedicated resources aimed at the world's largest market. It really is fantastic that at this stage in Sistic's

life that we have such a degree of confirmation of the strength and broad applicability of our approach."

Sistic have been greatly helped with their internationalisation efforts through the assistance provided by Scottish Development International (SDI) who are able provide advice on the local markets and how business is done in those regions. The Scottish Stem Cell Network & SDI have been a great resource in helping us gain access to key market information as well as aiding the development of our networks within our primary target markets.

So the future for Sistic is very bright and we are all committed to further establishing Sistic as a major global player. We look forward to see what the next 12 months will hold...

*If you would like to get in touch with Sistic then please go to the website [www.sistic.co.uk](http://www.sistic.co.uk) or alternatively call Dr. Verna McErlane, Director of Commercial Operations, +44 7855 376358*



Sistic's, CSO, Dr. Vincent O'Brien with a SistemQC™ cell characterisation projection"