

# Rising Star awards



“We would like to become one of the globally recognised drug discovery service providers, achieving a stable increase in revenues and profits from services rendered to pharmaceutical companies and R&D laboratories.”

## Selvita

*Rising Stars 2011 – Ranked 1<sup>st</sup>*

Selvita is a Polish, privately-owned, biotechnology company engaged in the discovery and development of breakthrough medicines. Selvita has a unique hybrid model of activity:

- It invests in development of innovative molecules with therapeutic potential, in the areas of oncology, CNS and autoimmune diseases.
- It offers its clients integrated drug discovery services. Part of this enforces also bio-informative services (lab management systems, software for analysis of genomic patterns etc.)

### Main drivers of growth over the last 12 months

The last 12 months were very important for Selvita in terms of company development. The company has grown in many aspects. In financial terms, in Q1 2011 they consolidated revenue from sales was PLN1.97m (\$0.65m), which shows a 84% year-on-year increase. They currently employ 120 people which is a 216% year-on-year increase in employment. Selvita develops several programs at the same time and hence minimize the risk. They initiated 2 new internal drug discovery projects: SEL113 in oncology and autoimmune diseases, and SEL120 in oncology. Since July 2010 Selvita has been developing the project – SEL103 – for the symptomatic treatment of Alzheimers disease, in cooperation with Orion Pharma. In May 2011, Selvita completed a process of private placement, acquiring \$5.5m in capital from external investors.

“There are several factors which I believe contribute to Selvita’s success. The market we operate in, and its current condition is definitely an important factor, but what is probably most important and worth mentioning are our people. We wouldn’t be able to do much at all if not the great team of experienced professionals that we’ve assembled,” says Paweł Przewiężlikowski, CEO.

As mentioned, the fact that they operate in Poland is also very beneficial. The country has a strong long-standing tradition in chemistry. Polish scientists show a very high level of scientific work as well as possessing commercial experience, often international, so they have all the intellectual resources needed to do great things for drug discovery. Logistically Poland is also a great location: it is in the centre of Europe assuring near-shore logistics for Europe.

### Challenges ahead

One important challenge for Selvita is a lack of capital. Research and development is a very capital intensive activity. It requires enormous inflows of capital in order to be continued. Investors are still exercising caution. “I believe this is the mixture of lack of understanding of the industry and the not so good fame of biotechnology companies here in Poland that makes them so reluctant to invest,” says Przewiężlikowski.

Another challenge is the need to improve cooperation between academia and the industry. The situation is getting better each year however the region is still far behind the US and Western Europe.

### Future goals

Selvita would like to partner and move into clinical development and in doing so, replicate the sales model of molecule SEL103 realised in 2010, which is successfully co-developed with Orion Pharma. A new licensing contract will guarantee Selvita increasing profits from upfront and milestone payments, which would allow them to break even in 2012.

Selvita aims to constantly improve its development and management of its project portfolio and concentrate more on early stage research (preclinical research) in order to diversify the risk of project success and achieve stabilise profits.

#### Sector:

Biotech / Pharmaceutical / Medical Equipment

#### CEO:

Paweł Przewiężlikowski

Founders: Paweł Przewiężlikowski and Bogusław Sieczkowski

#### Website:

[www.selvita.com](http://www.selvita.com)

#### Founded:

2007

#### Location:

Krakow

#### Five-year revenue growth:

2623%