

## Press Release

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### **Proteros achieves growth rate of more than 30 % in 2009 and announces expansion of commercial organization in USA and Japan**

**Martinsried, Germany, August 5, 2010.** Proteros confirmed its annual financial statement for 2009, which showed a growth rate, in revenues, in excess of 30% while maintaining profitability.

In order to continue achieving high and profitable growth, for its structure guided drug discovery services, Proteros announced today that it has established a wholly owned US subsidiary, Proteros US, Inc. and expanded its business development efforts for Europe and Japan. The focus of this organization will be to secure fully integrated drug discovery service deals comprising structure guided fragment-based lead discovery, comprehensive biophysical compound analysis and medicinal chemistry guided by a market leading structural biology platform.

In the following the personnel changes are listed.

**Cony D’Cruz**, MBA, has been appointed as Chief Business Officer responsible for commercial activities, worldwide, in addition to becoming President of the newly formed subsidiary, Proteros US, Inc. located in Maryland. Cony was previously SVP North America for Evotec for over nine years and was responsible for business development. He brings over 20 years experience in life science sales and marketing.

**Gordon Woodrow** located at Proteros’ office in Oxford, UK has been instrumental in the success of the company and is promoted to Executive Vice President, Strategic Alliances. In addition to his responsibility for Europe, Gordon is charged with building on Proteros achievements in developing strategic relationships with major international biotech and pharmaceutical companies.

**Kurt Herrenknecht**, Ph.D., is appointed Director Business Development for Japan. Proteros has successfully operated in Japan for over three years, with increasing revenues and a steadily growing customer base. This important market will be supported and further expanded by Kurt. Kurt has extensive experience with the Japanese market; he worked as a researcher at Eisai in London for six years and in various technical and business development roles with Evotec for over nine years with full responsibility for European and Japanese sales.

**Hans Parge**, Ph.D., the former Director of Structural Biology at Pfizer Inc., La Jolla, CA, USA will be working with Proteros as a technical ambassador in the US, networking with opinion leaders to identify the targets and technologies of interest to our customers and presenting Proteros service offerings. Hans has over twenty years experience in structure biology from structure based drug design to determination of macromolecular structures. Hans will contribute to maintaining Proteros’ market leading position known for innovation in structure enabled drug discovery.

**Brantley Haigh**, MBA, is based in San Diego and is responsible for new business development for the West Coast where he will support Hans. Brantley has extensive commercial experience and has been successfully working for Proteros for over four years.

**Dr. Torsten Neufeind**, CEO and founder of Proteros, said “My most important role at Proteros is to make sure that we exceed the expectations of our customers and I am proud that Proteros has such a professional team of experienced individuals to further drive the market penetration of our services”.



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### **About Proteros biostructures GmbH:**

Proteros is a privately held company, which provides services and proprietary technologies to support integrated drug discovery within life sciences. The company accelerates and improves protein structure analysis and structure-based drug discovery with its expertise, industrialized processes and unique technologies for crystallography and fragment-based lead generation. Proteros complements its clients' internal capabilities with external expertise and access to flexible resources. Proteros currently provides services for more than 70 pharmaceutical and biotechnology clients in North America, Europe and Japan.

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