

# Restoring Health, Transforming Lives Through Innovation



Variant is an emerging specialty pharmaceutical company leveraging advanced proprietary technologies to develop best-in-class drugs for patients with rare diseases.

Our lead drug candidate is hydroxypropyl beta cyclodextrin (HP $\beta$ CD), which entraps and removes lipids that can cause injury to the kidneys and other organs. Our initial focus is on chronic treatment of two orphan kidney indications, Focal Segmental Glomerulosclerosis (FSGS) and Alport Syndrome (AS).

## Corporate Highlights

- Established in 2014
- Focus: \$100b+ Orphan Drug Market
- Licensed HP $\beta$ CD from L&F Research and University of Miami for Treatment of Kidney Diseases
- Leading Indications:
  - FSGS: Prevention of Kidney Disease Progression
  - FSGS: Prevention of Disease Recurrence in Patients with Kidney Transplants
  - AS: Prevention of Kidney Disease Progression
- Lead Indications: IND-ready in 9-12 Months
- Later Indication: Prevention of Diabetic Kidney Disease

## Orphan Pipeline, With Potential For Additional Indications

Variant Pipeline						
Description	Pre-Clinical	IND Ready	Phase 1	Phase 2	Phase 3	NDA Filed
VAR 200: HP $\beta$ CD for FSGS						
VAR 300: HP $\beta$ CD for AS						
VAR 400: HP $\beta$ CD for DKD						

## Management Team

**Stephen C. Glover**

*Co-founder & CEO*

**Nicholas Labella, Jr. MS, RPh**

*Acting Chief Scientific Officer*

**Pablo A. Guzman, MD, FACC**

*Acting Chief Medical Officer*

**Peter Wolfe**

*Acting VP, Finance*

**Karen A. Cashmere**

*Acting VP, Marketing*

**Melda Uzbil**

*Acting VP, Corporate Development*

**Brian Piper, PMP**

*Acting VP, Project Management*

## Board of Directors

**Shawn M. Titcomb – Chairman**

*Managing Director; Head of Healthcare Investment & Merchant Banking at Noble Life Science Partners*

**Stephen C. Glover**

*Variant Co-founder & CEO*

**Aaron Greenblatt, Pharm D**

*CEO, G&W Laboratories*

**Jules A. Müsing**

*Pharmaceutical Executive & Advisor*

**Nico P. Pronk**

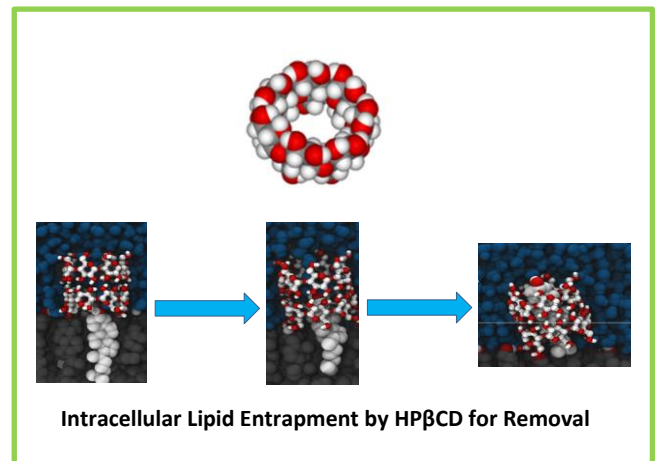
*President & CEO  
Noble Financial Capital Markets*

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## Hydroxypropyl Beta Cyclodextrin (HP $\beta$ CD)

HP $\beta$ CD is comprised of seven sugar molecules bound together in a ring (cyclic oligosaccharide). The ring-shaped, three-dimensional structure has a hydrophobic cavity in its center, which is capable of entrapping and removing intracellular cholesterol and lipids demonstrated to cause kidney damage and impaired function in conditions such as FSGS and Alport Syndrome.



## HP $\beta$ CD: Potential to Fulfill Significant Unmet Needs in Orphan Kidney Diseases

### Focal Segmental Glomerulosclerosis (FSGS) Market

- Affects up to 133,000 people in U.S.
- 5,400 new cases annually
- No disease-specific treatments
- 35% of patients in renal failure in 10 years
- 1,000 kidney transplants for FSGS/Year
- Recurs in 30% – 40% of transplant patients

### HP $\beta$ CD Opportunity

- Provide a first-in-class, FSGS disease modifying treatment
- Delay FSGS disease progression
- Prevent end-stage renal disease
- Prevent FSGS recurrence post-transplant
- Improve quality of life

### Alport Syndrome (AS) Market

- Affects up to 60,000 people in U.S.
- No disease-specific treatments
- 90% males, 12% females in renal failure by age 40; 30% females by age 60
- Most deaf by age 40

### HP $\beta$ CD Opportunity

- Provide a first-in-class, AS disease-modifying treatment
- Delay AS disease progression
- Prevent end-stage renal disease
- Prevent hearing loss
- Improve quality of life