



May 31, 2007

Dear Doctor:

In January 1995, my partner at NeoGen Labs, Thomas Mookken, and his wife had a baby boy, Ayden. By all appearances Ayden was a normal, healthy child doing what babies do best; sleeping and crying when hungry. The hospital he was born in participated in a Newborn Screening Program and one of the screening tests detected G6PD, an Inborn Error of Metabolism (IEM). As you know this could be fatal in some cases but is very easily treatable; avoidance of Sulpha drugs and some foods. It is estimated there are about 360, 000 births every year in India that test positive for G6PD.

This incident made Thomas realize the power of Newborn Screening (NBS). A simple concept with very beneficial implications; detecting and treating conditions before symptoms appear, thereby saving numerous babies lives. He felt this would have a very big impact in India with over 24 Million babies born every year.

Thomas decided to move to India with his family and asked me to join him in his efforts to promote NBS and its benefits here. We invested a significant portion of our savings to form NeoGen Labs with the sole purpose of offering Newborn Screening for IEMs on par or better than what is currently offered in the West.

To help us in our goal, we entered into an exclusive Technology Licensing Agreement with Pediatrix Screening, Inc., Bridgeville, USA, the world's leading company for Newborn Screening. They pioneered the use of Tandem Mass Spectrometry (MS/MS) which currently screens for 42 metabolic disorders, from a single dried blood spot collected on a filter paper 24 to 72 hours after birth. Pediatrix Screening has screened over 3 million babies of all ethnicities, using MS/MS since 1994, and continues to screen over 300, 000 every year. We have replicated Pediatrix Screening's facilities at the NeoGen NBS lab in Bangalore.

The **First Step Newborn Screening Test** offered by NeoGen Labs has two major benefits: first, it identifies, as early as possible, the babies that need treatment and second, it provides peace of mind for the majority of parents whose newborns are healthy. In addition to screening for 42 conditions with MS/MS, **First Step** also includes 3 biochemical tests for metabolic disorders that cannot be detected by MS/MS.

We hope you find the enclosed information useful. Please contact me if you have any questions or need more information.

Sincerely,

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*Giving babies the best start in life!*