

This is the first newsletter we have put together after launching commercially on September 23, 2007.

As expected, we are screening a large proportion of 'high risk' samples (those collected after the first few weeks of life). Many of these children are several months to many years old and have symptoms of a disease that may or may not be an IEM. If it is positive for an IEM, it is often too late for treatment to have much benefit.

Very encouragingly, in the past few months we are also receiving samples for a routine screen (collected in the first week of life after birth) while the baby is healthy. This is very important because the true power of our screening technology using Tandem Mass Spectrometry (MS/MS) is in detecting metabolic disorders '**pre-symptomatically**' so that treatment has the most beneficial outcome. Thus, a positive diagnosis early in a baby's life is nothing to fear as treatment can lead to a completely normal healthy development and life.

Statistics

Here is our data on the first 150 samples that were tested at NeoGen Labs. The world wide incidence data is presented in parenthesis.

- 3 Cases of MMA/PA (1:100,000)
- 1 Case of GA-1 (1:30,000)
- 3 Cases of MSUD (1:185,000)
- 1 Case of SCHAD (1:100,000)
- 1 Case of Citrullinemia (1:57,000)
- 1 Case of MADD (or GA-2) (Very Rare)

Employee Profile

Dr. Rohit Cariappa is an American Board certified Clinical Chemist with 17 years of experience in research and industry. He is responsible for managing the laboratory and has been trained and certified by Pediatrix Screening for interpreting MS/MS results. Prior to NeoGen Labs, he worked at Medtronic, Washington University and Johns Hopkins School of Medicine. Rohit is a founder



of NeoGen Labs and the "go to" technical expert.
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News

We have seen an increasing number of articles on newborn screening in the Indian press.

- Goa Government has announced a newborn screening program for citizens of the state. It is

slated to start on April 15, 2008. We hope this will get other states moving in this direction.

- MINT newspaper carried an article on newborn screening on March 11, 2008. It is a concise and well researched article. It can be accessed at, <http://www.livemint.com/2008/03/10235631/Newborn-screening--Catch-them.html>

CMEs

We conducted CMEs in Ahmedabad and Rajkot in 2007. Dr. Jayesh Sheth, Dr Harshruthi Shah and Dr. Manoj Godha (all from Ahmedabad) were instrumental in making these a success.

Partnerships

We entered into a marketing agreement with Wellspring (A Nicholas Piramal Venture) in late 2007 and support their NeoSpot Newborn Screening Test Program. Wellspring is the second largest diagnostic chain in India and is growing by leaps and bounds.

We also work with hospitals from all over India and receive samples on a regular basis from Manipal, Mallya, MS Ramaiah (Bangalore), Fortis La Femme (New Delhi), Hinduja, Hiranandani, KEM (Bombay) and Lakshmi (Kochi).

Screening Panels

We offer 3 panels to reflect market demand.

First Step covers over 50 IEMs (Rs. 3975),
First Step MS/MS (Rs. 3250) covers the 45 IEMs that are detected by Tandem Mass Spectrometry and
First Step Bio (Rs. 1250) covers 5 biochemical tests (CH, CAH, G6PD, GALT and Cystic Fibrosis).

As always our partners get preferred rates.

Key Contacts

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I hope it did not take too much of your time to go through this newsletter. We look forward to hearing from you.

Thomas..

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