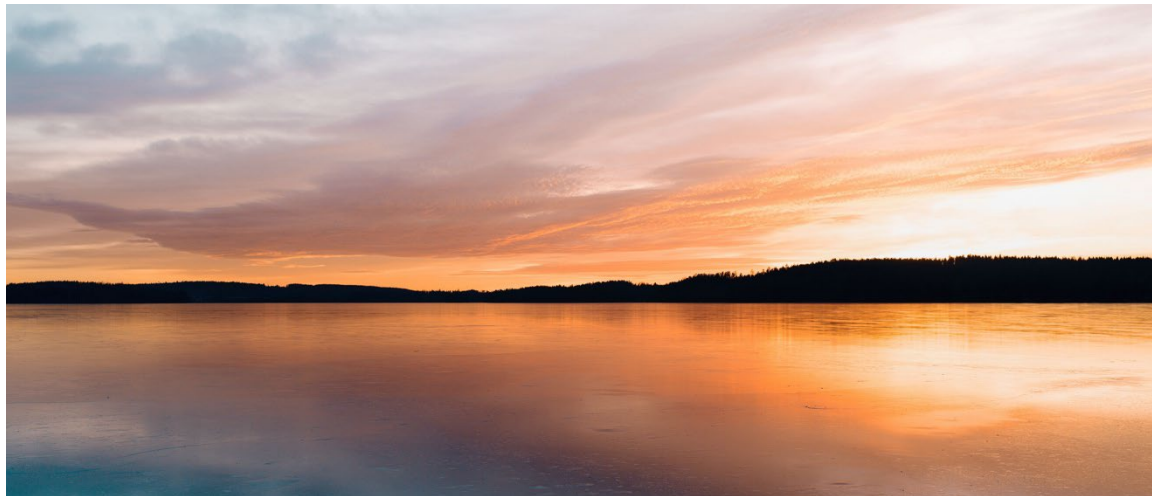


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Complement Use Cases: Pharma

Samuel Butler
Global Product Manager
Complement & Immunoassay solutions
2026-04-15

SVAR

Answers in Life Science

Ground rules

Confidentiality:

- Case studies have been anonymised to comply with contractual obligations.
- Key information is provided when available and free to share.
- Examples using fictional data have been generated as visual aids

Speculation:

- Pharmaceutical development is sometimes considered a “black box”. Some assumptions have been made on usage cases.
- Proposed solutions may not be a fit for all customers. We learn from both failures and successes!

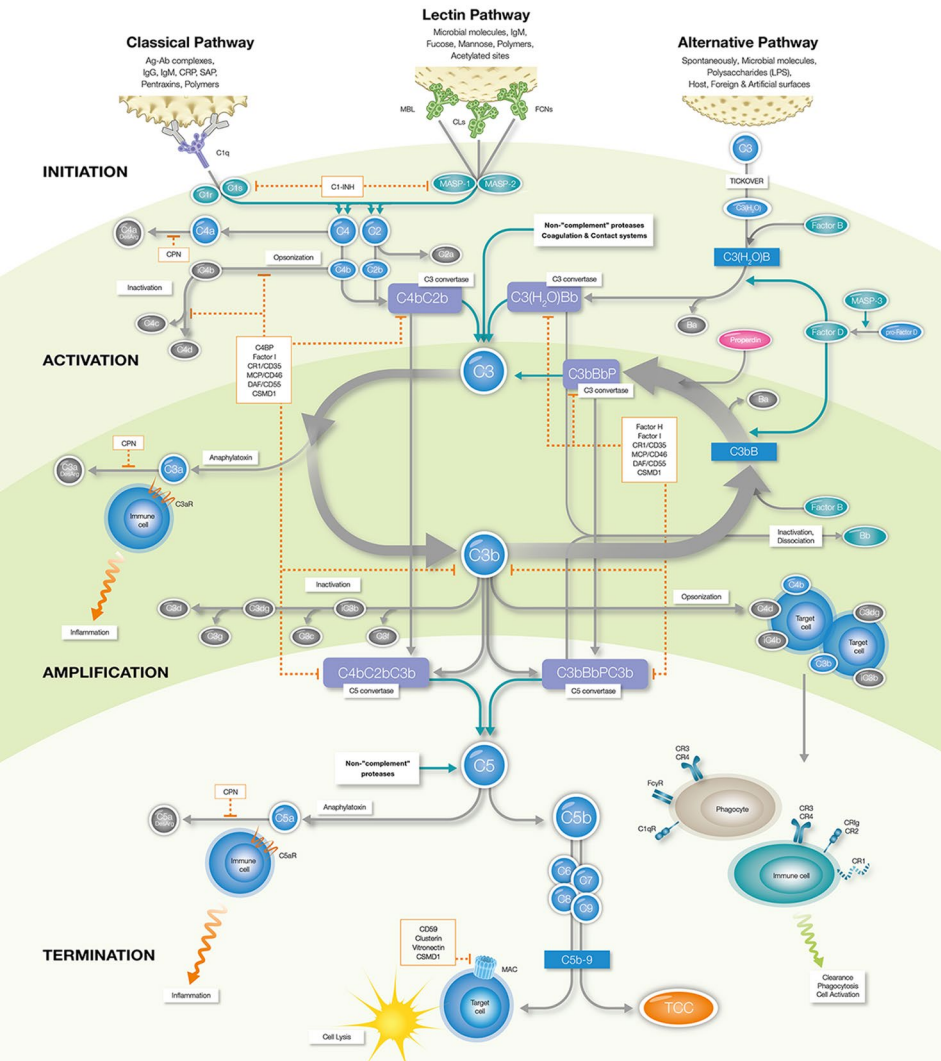
Non-exhaustive:

- The contexts provided are intended to give broad understanding but are in no way exhaustive. Feel free to share your questions or cases for further discussion!

Format

Case studies: From contact to solution

- The “Who?”, “What?”, “What?”, & “Why?”
 - Who is the customer
 - What problem are they facing?
 - What solutions can we provide?
 - Why did they go with our solution?
1. Complement Pharma – Early discovery
 2. Complement Pharma – Preclinical
 3. Complement Pharma – Clinical trial
 4. Gene Therapy Pharma – A unique solution
 5. Other Pharma – Knowledge experts
 6. MedTech – A complete offering



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Complement Pharma

Early discovery



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Complement Pharma – Early discovery

Who? – Client description

- Large pharmaceutical company.
- Expanding their complement pipeline activities.
- Establishing automation to cut costs.

What? – Problem statement

- We need to assess complement inhibition in many samples.
- Sample and reagent volumes are too big.
- Time constraints and costs limit candidate screening.
- Our current assay is not suitable for high throughput.



Complement Pharma – Early discovery

What? – Solution statement

We need an assay which is compatible with our **automation** activities, with **limited volume**/replicate requirements, **low hands-on time** and suitable for high throughput **functional** screening.

Suggested solution:

→ Svar WIESLAB® Classical and Alternative pathway assays



Complement Pharma – Early discovery

Why? – Value proposition

- Significantly increased candidate screening throughput
- Functional complement assessment
- Comparable sample volume to previous solution

Svar WIESLAB® assays are open platform ELISAs, compatible with automation for high throughput functional complement screening.

The easy-to-use format reduces hand-on time and reduces risk of user error, consistently providing reliable results.

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Complement Pharma Potency / Lot release

Complement Pharma – Preclinical

Who? – Client description

- Small pharmaceutical company
- Fair knowledge in complement
- Closing in on clinical phase I trial

What? – Problem statement

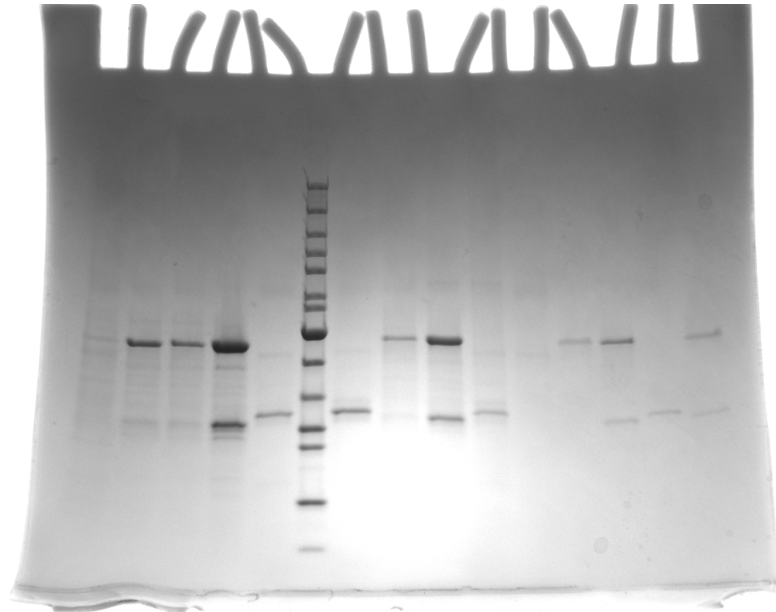
- Our current method has poor resolution.
- We must demonstrate lot-to-lot variability.
- We need to demonstrate function and efficacy.



Complement Pharma – Preclinical

Shared data:

- Cleavage products as a result of drug activity



**Not actual study data:
For demonstration
purposes only**

Complement Pharma – Preclinical

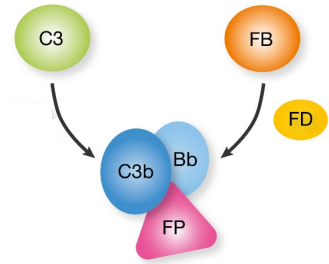
What? – Solution statement

We need a potency assay with a quantitative read-out, which reports on the lot-to-lot (variable) function of our drug *via* a close-to-target analyte to use for lot-release.

Suggested solution:

→ Svar Complement Factor P Functional assay

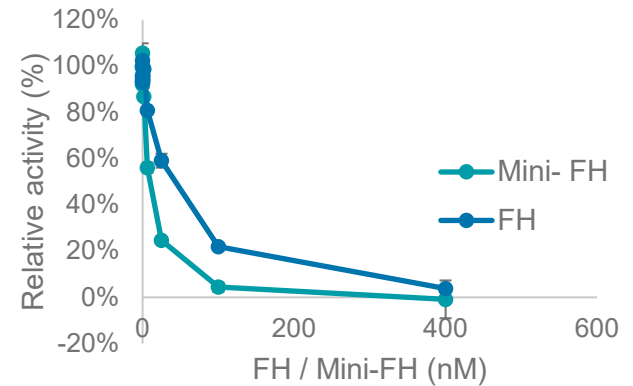
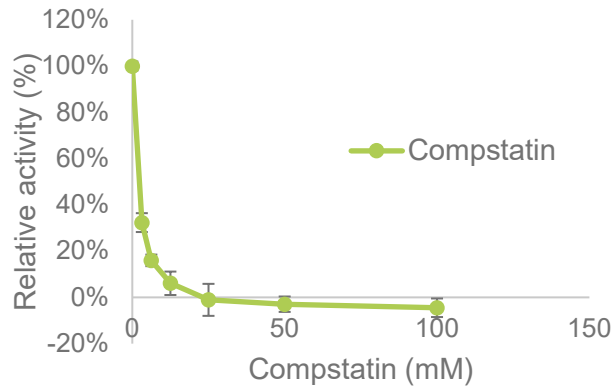
Complement Pharma – Preclinical



Svar Complement Factor P Functional assay:

- Quantitative read-out of drug function for lot-to-lot comparison
- Functional assessment *via* close to target analyte

Not actual study data: For demonstration purposes only



Complement Pharma – Preclinical

Why? – Value proposition

- Assess loss- or gain-of-function of AP amplification loop
- Functional assay with semi-quantitative read-out
- Flexible, for easy use
- Accurate enough for lot-to-lot assessment

The Svar Complement Factor P Functional assay enables functional assessment of the AP C3-convertase and its components. Through minor modification to the existing protocol, high resolution comparison of multiple complement modulators can be achieved.

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Complement Pharma Clinical trial



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Answers in Life Science



Complement Pharma – Clinical trial

Who? – Client description

- Large pharmaceutical company.
- Extensive knowledge in complement.
- Entering early clinical trials with first in class therapeutic
- Currently using 3 Svar assays (Functional and biomarker)

What? – Problem statement

- We must demonstrate functionality of the drug.
- We want to study complement inhibition over time.
- Correlation between assays has been a challenge.

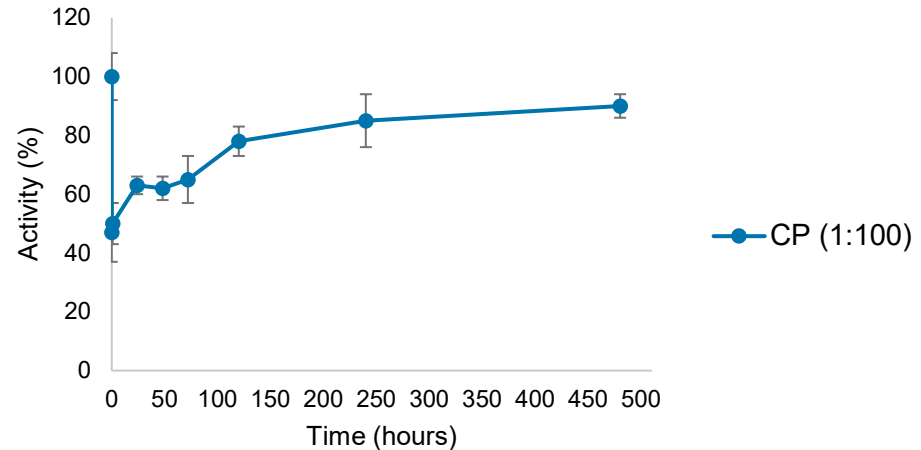


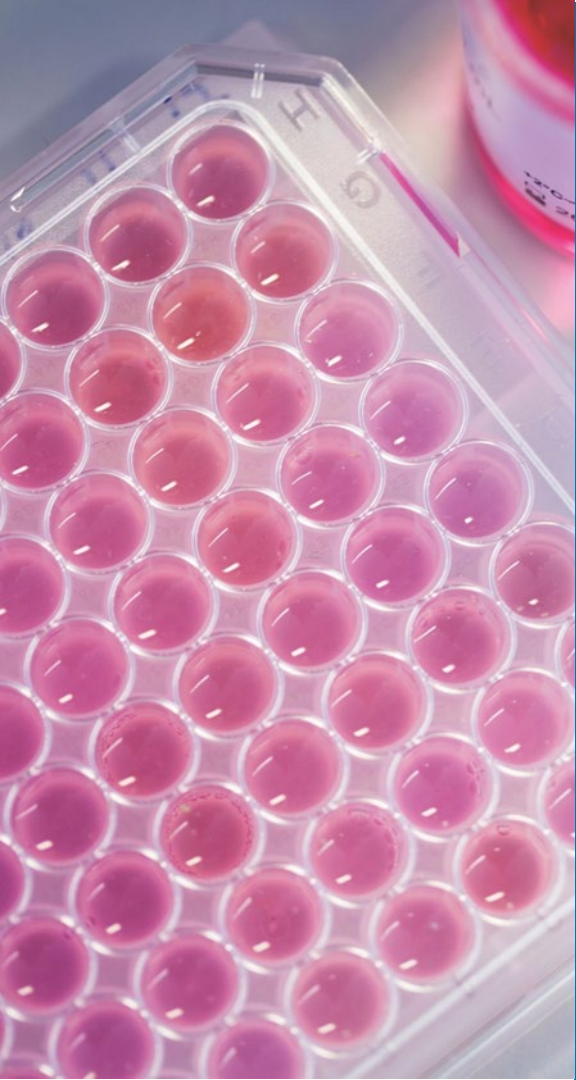
Complement Pharma – Clinical trial

Shared data:

- Biomarker assays demonstrated complete inhibition *ex vivo*.
- Free drug detected, but no free target.

Not actual study data: For demonstration purposes only



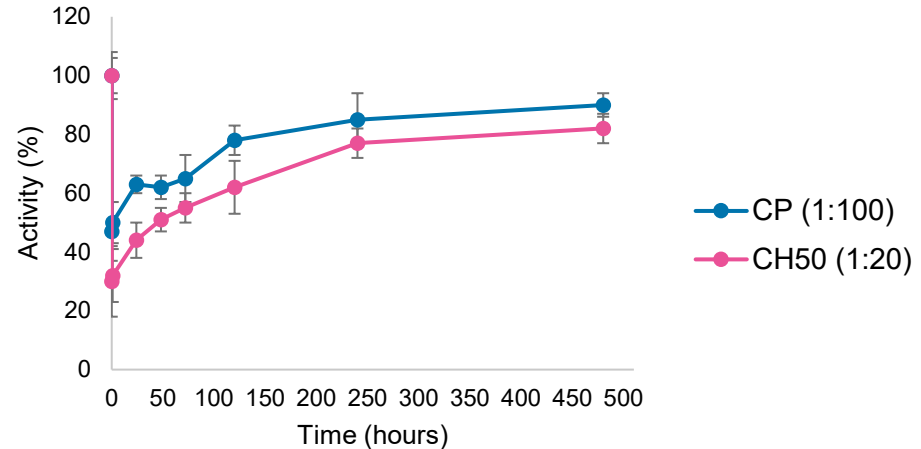


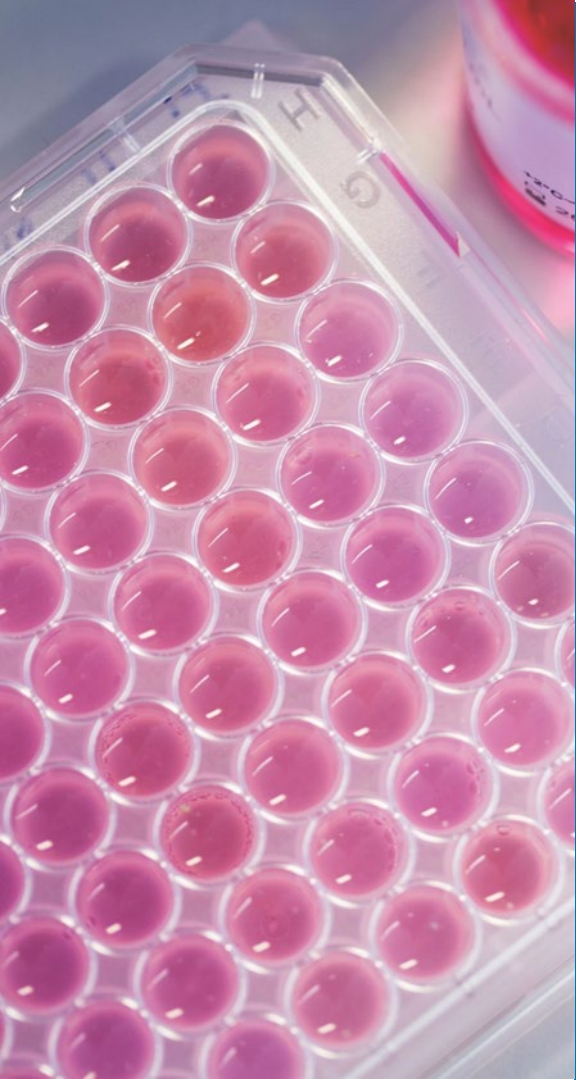
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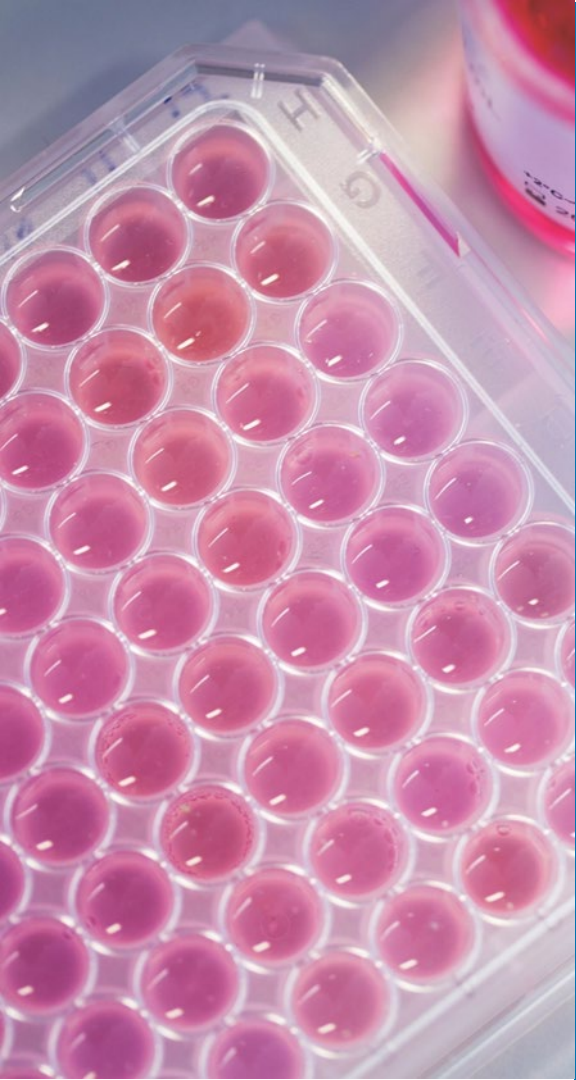
Complement Pharma – Clinical trial

What? – Solution statement

We need an assay with high **correlation to supporting evidence**, which is **easy to run** and **standardised**. Moreover, we want **limited dilution** of the sample in the assay. The assay must relay **functional complement** data.

Suggested solution:

→ Svar *iLite*[®] CDC assay ready cells

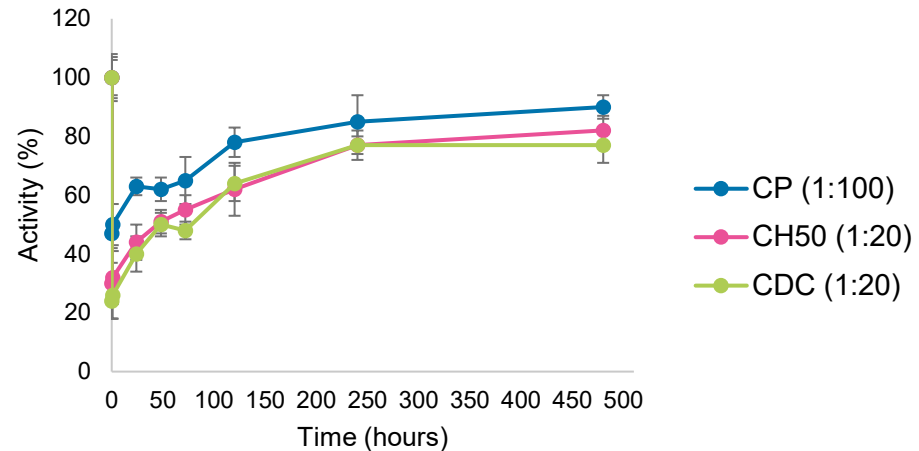


Complement Pharma – Clinical trial

Svar *iLite*[®] CDC assay ready cells:

- Correlate supporting data
- Easy to run, standardised, functional complement assays.

Not actual study data: For demonstration purposes only





Complement Pharma – Clinical trial

Why? – Value proposition

- Improved correlation to supporting experimental data
- Functional complement assessment
- Standardised and easy to use

Svar *iLite*[®] CDC assay ready cells enable functional complement assessment with true lytic output. Our *iLite* cells provide best-in-class cell viability and demonstrate good serum tolerability in a variety of applications.

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Gene Therapy Pharma

A unique solution

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Answers in Life Science



Gene Therapy Pharma – A unique solution

Who? – Client description

- Medium pharmaceutical company
- Limited knowledge of complement
- Worried about complement activation in AAV GT trial

What? – Problem statement

- Trust in AAV GT is currently low after recent SAEs.
- We don't have a method to assess increased risk of therapy-induced complement activation.
- Our board may shut down the platform if we fail.



Gene Therapy Pharma – A unique solution

What? – Solution statement

We need an assay, with specificity for our particular AAV vector, enabling functional assessment of an individual's propensity for AAVx-induced complement activation. The results of this assay is intended to improve evaluation of the treatments safety profile, increasing the public opinion of these therapies, and convincing our board to continue on this track.

Suggested solution

→ Svar AAVx-induced complement activation assay (CUSTOM)

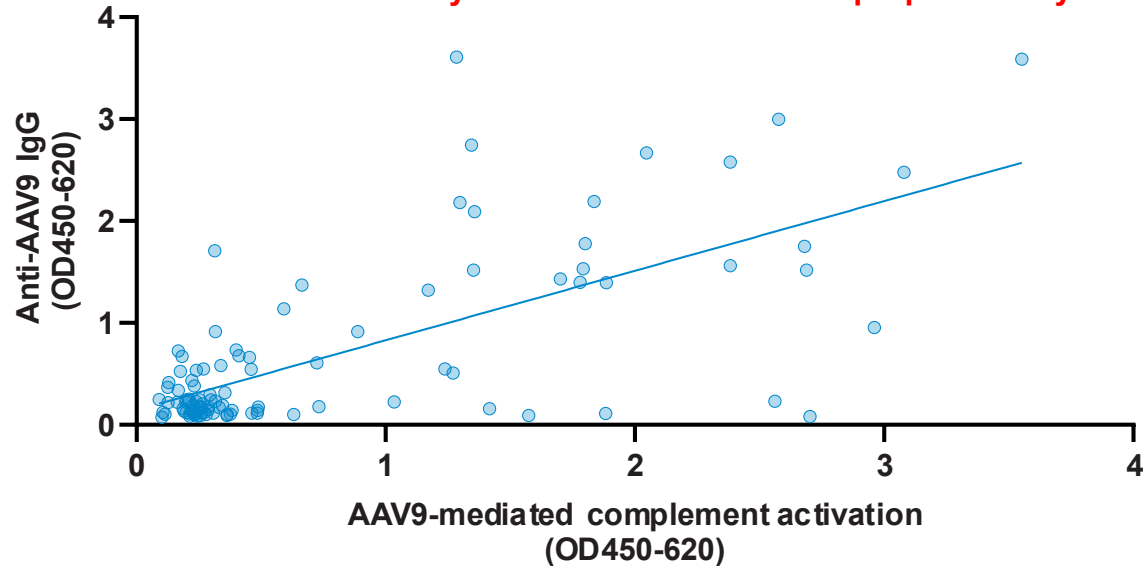


Gene Therapy Pharma – A unique solution

Svar AAVx-induced Complement Activation Assay

- Ongoing – no data available

Not actual study data: For demonstration purposes only



Gene Therapy Pharma – A unique solution

Why? – Value proposition

- Increased coverage in safety profile assessment of AAV
- Functional assay for all complement pathways
- Expands on Svar NAb & TAb assay offering
- Customisation options available *via* Svar CRO services

The Svar AAVx-induced Complement activation assay enables functional assessment of a subject sample's propensity for AAV-induced complement activation in an easy-to-use assay format. The assay provides the ability to expand on the safety profile of the therapy, beyond what is currently possible with NAb and TAb assays.

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Other Pharma
Knowledge experts

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Answers in Life Science

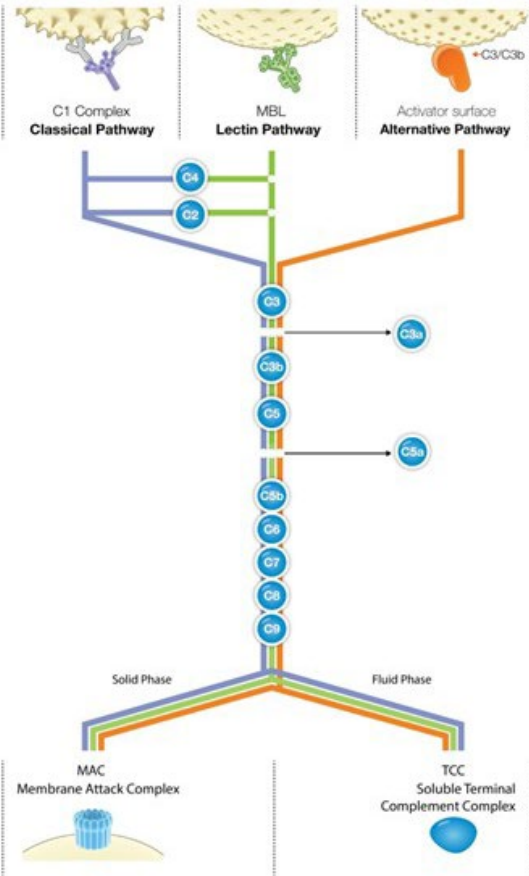
Other Pharma – Knowledge experts

Who? – Client description

- Medium pharmaceutical company
- Limited knowledge of complement
- About to enter clinical trials phase I
- Modality of drug runs risk of complement activation

What? – Problem statement

- We don't know if our drug activates complement.
- Our first CRO used your kits but the data was flawed.
- We don't know how to set up our tests.
- We are running out of time.



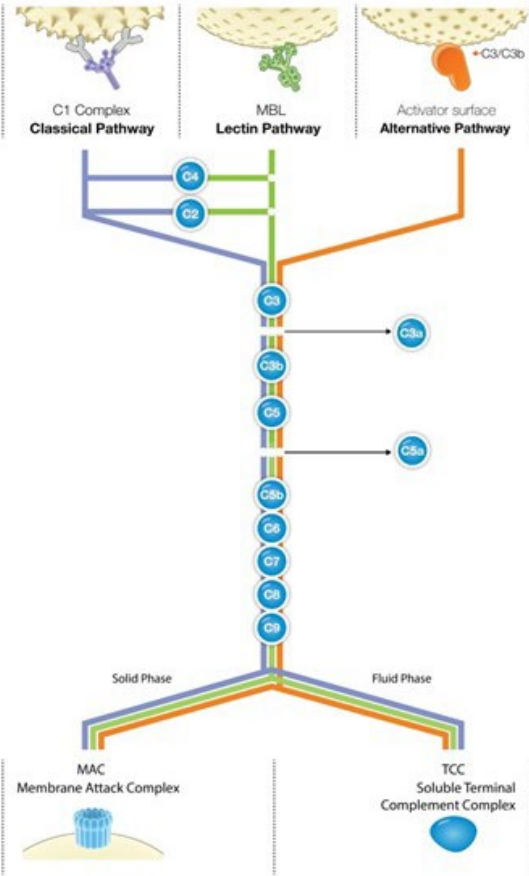
Other Pharma – Knowledge experts

What? – Solution statement

We need help to design a study to ensure that our drug is unlikely to induced complement activation. We need to demonstrate this in a cohort prior to proceeding with our study, so time is a critical parameter.

Suggested solution

→ Svar CRO services; *Ex vivo* complement activation experimental set-up using Complement Screen kit for assessment of complement preservation and Complement TCC kit for activation.

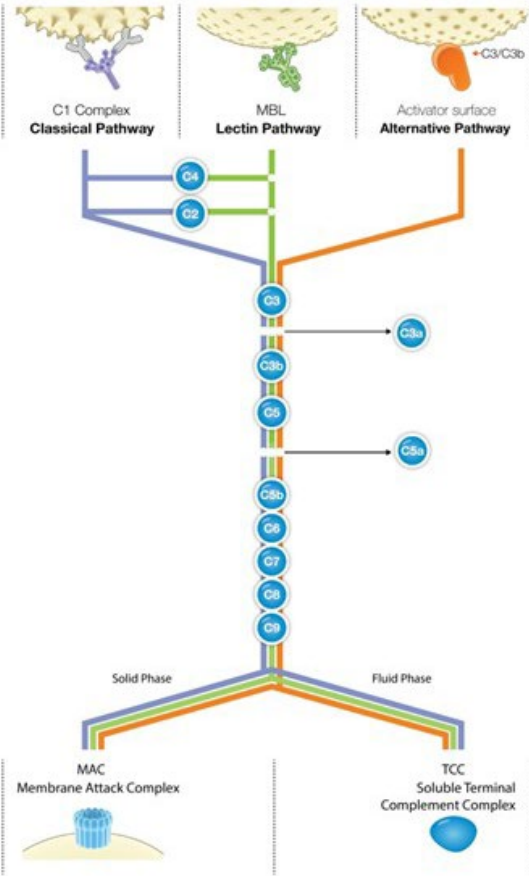
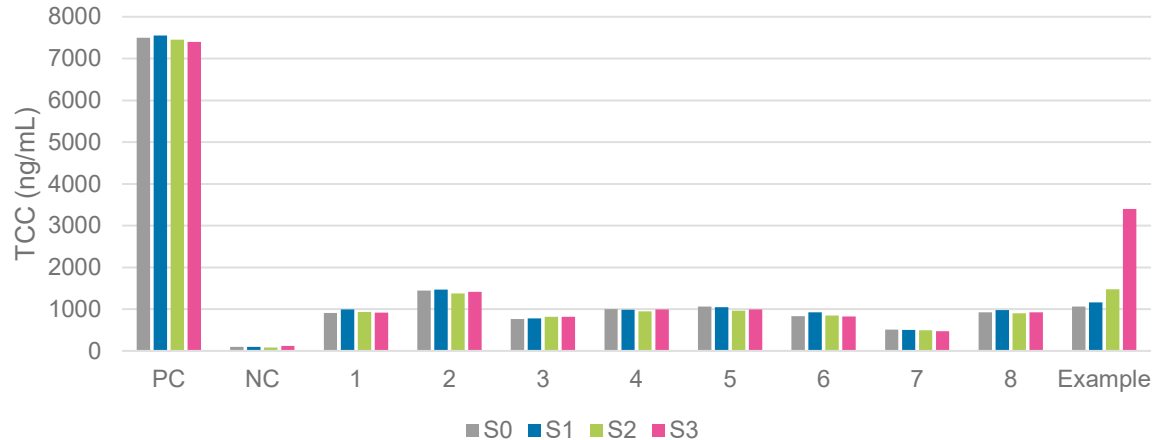


Other Pharma – Knowledge experts

Svar Sales & CRO services as knowledge experts

- Close collaboration to ensure smooth process from sampling to results and a timely submission to continue with trial.

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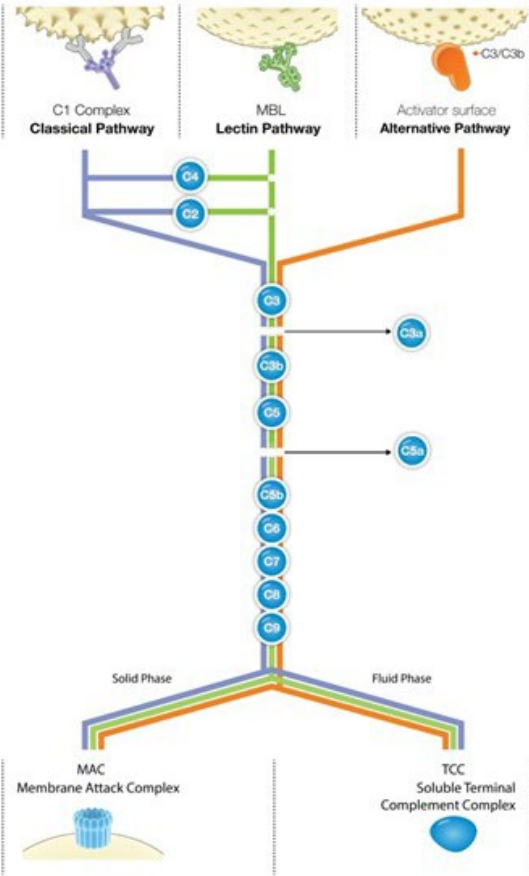


Other Pharma – Knowledge experts

Why? – Value proposition

- Svar provided answers and assistance
- A timely response and support reduced the potential delay
- The combination of functional and biomarker assays ensure reliable data.

The Svar offering includes more than just products. As a provider of CRO services, we are our own customer and understand our products. Offering expert advice to our partners as well as having the flexibility to act quickly ensured a timely and trustworthy resolution to our client's problems.



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MedTech

A complete offering

SVAR

Answers in Life Science

MedTech– A complete offering

Who? – Client description

- Small MedTech
- Excellent knowledge of complement
- Dialysis instrumentation coating to inhibit complement
- Preclinical and clinical trial (MedTech: safety and efficacy)

What? – Problem statement

- We haven't demonstrated reduced activation *in vitro* or *in vivo*.
- We must address sample integrity and TCC levels.
- We want a trusted provider of the solution.



MedTech– A complete offering

What? – Solution statement

We need to compare the complement activation occurring in conventional dialysis procedures compared to when our product is applied. We need to do this in pre-clinical and clinical settings, using products from a trusted provider, whilst also securing data for sample integrity in the model.

Suggested solution

→ Svar Complement TCC assay & Wieslab® screen kit.

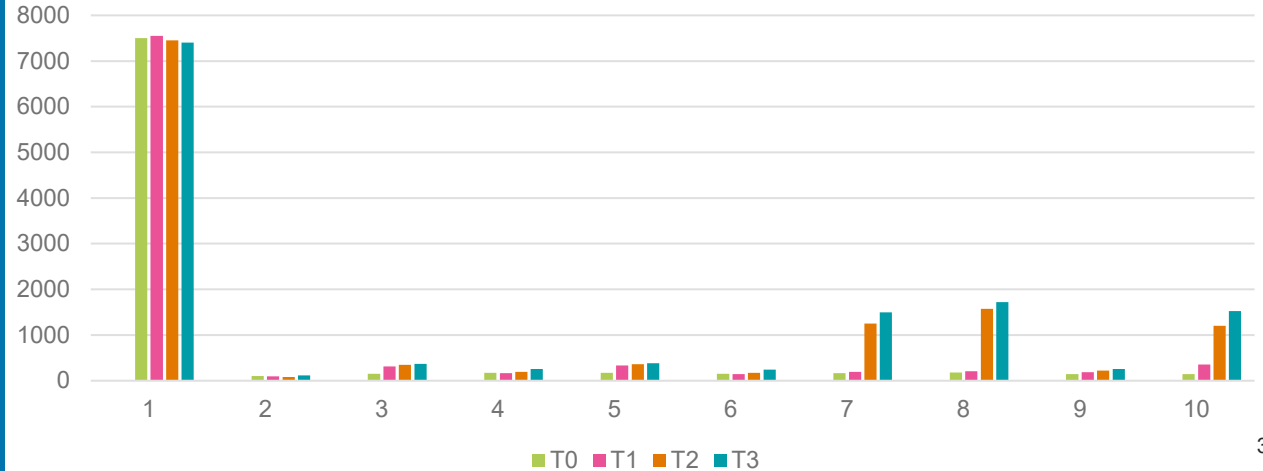


MedTech— A complete offering

Svar Activation biomarker and functional kits

- Cross selling functional kits to ensure sample integrity and reducing risk of false negatives.
- Viable in pre-clinical, essential in clinical trials.

Not actual study data: For demonstration purposes only



MedTech– A complete offering

Why? – Value proposition

- Svar is a trusted provider of high-quality complement assays
- The activation biomarker offering synergises with functional
- Strong support and close collaboration for patient safety

The Svar offering provides a holistic assessment for demonstrating efficacy and safety of a medical device. As a trusted partner, Svar supported our highly knowledgeable client in this endeavour, simplifying the sales process, but also generating increased safety for patients undergoing regular dialysis to treat a variety of conditions.

[S-141-GB00 Editorial Article](#)



Take home message

- A mix of cases, with varying complexity
 1. Complement Pharma – Early discovery
 2. Complement Pharma – Preclinical
 3. Complement Pharma – Clinical trial
 4. Gene Therapy Pharma – A unique solution
 5. Other Pharma – Knowledge experts
 6. MedTech – A complete offering
- Most sales interactions are straight forward
- CRO's can be great resources for the segment
- Listening in to the customer problem before suggesting a solution
- Versatility in solutions – a success factor



Thank you for listening!

Feel free to reach out with your questions



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LET'S CONNECT!