



## Exagen Engages The Harel Group to Search for Strategic Partners in Japan

April 29, 2019

**Exagen**, a fast-growing healthcare company specialized in autoimmune disease, engages **The Harel Group** to search for strategic partners to develop and/or commercialize a portfolio of innovative testing products under the umbrella brand, AVISE, in Japan.

Exagen is committed to transforming the care continuum for patients suffering from debilitating and chronic autoimmune diseases by enabling timely differential diagnosis and optimizing therapeutic intervention. Exagen uses proprietary Cell-Bound Complement Activation Products (CB-CAPs) technology to assess the activation of the complement system, a biological pathway that is widely implicated across many complex and incurable autoimmune and autoimmune-related diseases, including systemic lupus erythematosus (SLE). The AVISE suite of testing products can facilitate early and proper diagnosis, prognosis and monitoring of SLE enabling rheumatologists to improve care for their patients.

Exagen has a track record of commercial success in the United States achieving record-breaking revenue in 2018. With consistent and healthy growth, there have been over 320,000 tests ordered since launch. Above and beyond commercial accomplishments, Exagen also successfully established strategic partnerships with major biopharma companies, including GSK, Janssen, Horizon Pharma and Medac Pharma, for improved disease management or advancing science in autoimmune diseases.

Exagen has engaged The Harel Group, a business development advisory firm, founded and led by Jacob Harel, to support its geographical expansion to Japan. By entering into this collaboration, Exagen will leverage The Harel Group's expansive global network of hundreds of life science companies in the US, Europe, Japan, Latin America, the Middle East, Africa, and Asia Pacific.

"Exagen is an outstanding company with innovations rooted in their passion for scientific excellence and patient focus. It has a proven track record in the development and commercialization of its AVISE portfolio preceded by robust laboratory certifications in the US," stated Jacob Harel, President of The Harel Group. "We look forward to collaborating with Exagen as

### About Exagen

Exagen, based in San Diego, CA is a commercial stage life sciences company that is patient-focused and discovery driven. They serve patients and healthcare providers in the diagnosis, prognosis, and management of autoimmune conditions. By leveraging their patented and validated technologies they can help get to the real cause of a patient's symptoms and guide their journey to improved health. For more information, please visit: [www.exagen.com](http://www.exagen.com)

### About The Harel Group

The Harel Group is a business development advisory firm with in-depth industry knowledge and wide network of contacts in the pharmaceutical, biotechnology, diagnostics and medical devices industries. The main focus of the company is the identification and facilitation of business opportunities by connecting innovative pharmaceutical companies with leading local and regional companies in international markets. The Harel Group offices are located in New Jersey and in

it takes the next step towards global commercialization.”

“We are pleased to be working with The Harel Group to support our business growth for the AVISE portfolio,” said Ron Rocca, President and CEO of Exagen. “They are highly experienced professionals in the life science industry, and have unique international and commercial expertise, which will serve our business purpose well.”

Florida and it has collaborating agencies in every continent. For more information, please visit: [www.theharelgrou.com](http://www.theharelgrou.com)

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