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**Instead, Inc. Licenses Promising Microbicide from  
Rush-Presbyterian-St. Luke's Medical Center**

*Formulation shows promise in preventing AIDS and other sexually transmitted diseases, as well as unplanned pregnancies.*

**San Diego (February 10, 2003)** –Instead, Inc. has signed an agreement with Rush–Presbyterian-St. Luke’s Medical Center, Chicago, under which it has obtained an exclusive worldwide license to develop and sell a microbicide, currently called Acidform, that has shown potential for use as a contraceptive and for the prevention of sexually transmitted diseases (STDs) including HIV.

Instead’s president, Mary Frost said the company plans to proceed as quickly as possible to commence the next round of clinical trials in the US and in several other countries. “These trials will be designed to prove product efficacy for both the anti-STD and contraceptive applications, therefore we will be seeking guidance from the Food and Drug Administration in order to structure the trials so that these claims can be reviewed and tested as expeditiously as possible,” she said.

Acidform, is an acid-buffering, bio-adhesive, long-lasting formulation that has been developed by Rush’s Program for the Topical Prevention of Conception and Disease (TOPCAD). According to TOPCAD director Lourens J.D. Zaneveld, DVM, PhD, the ingredients form a protective coating over the vaginal surface and cervix while maintaining a woman’s natural acidic pH level. Spermatozoa and many STD-causing microbes, including HIV, are disabled at this level.

Dr. Zaneveld, who is also a Professor and Director of the Section of Research in the Department of Obstetrics and Gynecology at Rush-Presbyterian-St. Luke’s Medical

Center in Chicago, noted that Acidform is composed of compounds which are generally accepted as safe by the FDA. “It has no active ingredient *per se*, rather it is the combination of ingredients that work together to maintain the natural protective acidity of the normal vaginal environment, even in the presence of alkaline semen.”

Acidform has been under development at TOPCAD since 1995 and has undergone a series of laboratory (*in vitro*) studies, animal studies and two Phase I clinical trials. A recent clinical trial showed high spermicidal effectiveness even eight hours after application of the gel. The long-term effectiveness allows insertion of Acidform hours before anticipated intercourse. Another clinical study confirmed the safety of the product when used consecutively for six days.

Dr. Zaneveld noted that the development of Acidform has been and continues to be a collaborative effort that has included researchers at the University of Illinois at Chicago; University of Campinas, Campinas, Brazil; the National Institute of Pharmaceutical Education and Research, Nagar, Punjab, India; Mount Sinai Medical Center in New York; Southern Illinois University in Springfield; Harvard Medical School; Santa Monica UCLA Medical Center; University of Texas at Galveston; the University of Texas Health Science Center in Houston; Contraceptive Research and Development Program (CONRAD) in Washington D.C.; Eastern Virginia Medical School in Norfolk; the Centers for Disease Control and Prevention (CDC) in Atlanta; the Uniformed Services University of the Health Sciences in Bethesda; The Milton Hershey Medical Center in Hershey, Pa.; and the Institute for Reproductive Health in Monterey, Calif

Financial support for the development of ACIDFORM has been provided primarily by the Contraceptive Research and Development Program (CONRAD) and the Andrew W. Mellon Foundation. CONRAD is funded by the U. S. Agency for International Development (USAID), the National Institutes of Health (NIH), The Centers for Disease Control, the Gates Foundation, the Rockefeller Foundation and various other sponsors.

While Instead plans to raise additional private equity capital to fund the upcoming clinical trials and product launch, Frost said that the company also desires to continue a cooperative relationship with these collaborators and the foundations and public sector

funding organizations. “This way we can assure the product will be available to women throughout the world, regardless of their economic status.”

Frost, referencing surveys conducted by the European Commission AIDS Project, the Guttmacher Institute and the University of Campinas, Brazil, said that the worldwide market for women willing to pay the same price for an STD preventive, such as Acidform, as they would for a condom, is in excess of \$10 billion. The US market alone approaches \$900 million.

Instead, has been supported by a small group of private investors who have a long history of investing in socially responsible projects in the fields of environmental remediation and reproductive health.

The company is headquartered in San Diego.

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