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## Company Profile

**Industry Sector:** Pharmaceuticals      **Sub-Sector:** Topical Therapeutics

**Company Overview:** ISW Group, Inc. is a specialty pharmaceutical company focused on researching and developing FDA-approved topical dermatological products. ISW Group's lead product is for the treatment of Pseudofolliculitis Barbae (PFB), an inflammatory skin condition that produces painful, pruritic, and sometimes hyper-pigmented papules and pustules. This unsightly condition can affect consumers' self-esteem and disproportionately affects African American and Latino males. First Line Responders are especially susceptible to the consequences of PFB because skin lesions on the face and neck can interfere with gas mask seals and can be an open portal for chemical and biological agents. ISW Group is a privately-held St. Louis-based company founded in 2001.

**Target Market(s):** Consumer market (Rx, OTC for shaving population), First Line Responders

## Key Value Drivers

**Technology\*:** ISW Group is developing a patented technology that delivers a therapeutically effective dose of drug to skin targets. The company has expanded its portfolio through a worldwide patent strategy comprised of national filings in Paris Convention Treaty (PCT) countries and selected non-PCT countries.

**Competitive Advantage:** Currently, there are no FDA-approved prescriptions or over-the-counter topical pharmaceuticals products with an indication for PFB. Clinical trials have demonstrated the safety and efficacy of ISW Group's lead product in treating PFB.

**Plan & Strategy:** ISW Group plans to continue pursuing development efforts with National Institutes of Health and private funding sources. In addition, ISW Group seeks to partner with a large pharmaceutical/consumer products company that can realize the mass market potential of ISW's lead and future products.

\*Technology funded in part by NIAMS and NCMHD

## Management

### Leadership:

Monique Spann-Wade, M.B.A., President & CEO  
George Lukas, Ph.D., Research & Development  
Joyce Divine, Ph.D., M.B.A., Research & Development and Project Management  
Kenton Fedde, Ph.D., J.D., Esq., Bus Development and Licensing  
Patricia Frank, Ph.D., Toxicologist  
Stacy Suberg, Ph.D., Regulatory Affairs  
Benjamin D. Schwartz, M.D., Ph.D., Medical Monitor  
Annette Jacobs, C.P.A., M.B.A., Controller

### Scientific Advisory Board:

Lynn Cornelius, M.D., Chief of Dermatology, Washington University School of Medicine, St. Louis, MO  
Paul Kelly, M.D., Chief of Dermatology, King-Drew Medical Center, Los Angeles, CA  
Lt. (Ret.) General Alexander Sloan, M.D., U.S. Air Force Surgeon General, Baltimore, MD  
Andrew Whelton, M.D., D.Sc., Prof of Medicine, Johns Hopkins University School of Medicine, Baltimore, MD

## Product Development

	Preclinical	Phase I	Phase II	Phase III
<b>PFB Product (Lead Product)</b>	▶			
<b>Atopic Dermatitis Product</b>	▶			
<b>Rosacea Product</b>	▶			
<b>Burn Product</b>	▶			

