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DIACRIN INC /DE/  
Form 10-Q  
November 14, 2002

UNITED STATES  
SECURITIES AND EXCHANGE COMMISSION  
Washington, D.C. 20549

Form 10-Q

(Mark One)

QUARTERLY REPORT PURSUANT TO SECTION 13 OR 15(d) OF THE  
--- SECURITIES EXCHANGE ACT OF 1934

For the quarterly period ended September 30, 2002

OR

--- TRANSITION REPORT PURSUANT TO SECTION 13 OR 15(d) OF THE  
SECURITIES EXCHANGE ACT OF 1934

For the transition period from \_\_\_\_\_ to \_\_\_\_\_

Commission File No. 000-20139

Diacrin, Inc.

(Exact name of registrant as specified in its charter)

Delaware 22-3016912  
(State or other jurisdiction of (I.R.S. Employer  
incorporation or organization) Identification No.)

Building 96 13th Street  
Charlestown Navy Yard  
Charlestown, MA 02129  
(Address of principal executive  
offices, including zip code)

(617) 242-9100  
(Registrant's telephone number, including area code)

Indicate by check mark whether the registrant (1) has filed all reports required to be filed by Section 13 or 15(d) of the Securities Exchange Act of 1934 during the preceding 12 months (or for such shorter period that the registrant was required to file such reports), and (2) has been subject to such filing requirements for the past 90 days.

YES X NO  
--- ---

Indicate the number of shares outstanding of each of the issuer's classes of common stock, as of the latest practicable date.

As of October 31, 2002, 17,937,204 shares of the registrant's Common Stock were outstanding.

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Diacrin, Inc.

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### Cautionary Note Regarding Forward-Looking Statements

This Quarterly Report on Form 10-Q contains forward-looking statements within the meaning of the Private Securities Litigation Reform Act of 1995 concerning our business, operations and financial condition, including statements with respect to planned timetables for the initiation and completion of various clinical trials. All statements, other than statements of historical facts included in this Quarterly Report on Form 10-Q regarding our strategy, future operations, timetables for product testing, financial position, costs, prospects, plans and objectives of management are forward-looking statements. When used in this Quarterly Report on Form 10-Q, the words "expect," "anticipate," "intend," "plan," "believe," "seek," "estimate" and similar expressions are intended to identify forward looking statements, although not all forward-looking statements contain these identifying words. Because these forward-looking statements involve risks and uncertainties, actual results could differ materially from those expressed or implied by these forward-looking statements for a number of important reasons, including those discussed under "Certain Factors That May Affect Future Results," "Management's Discussion and Analysis of Financial Condition and Results of Operations" and elsewhere in this Quarterly Report on Form 10-Q.

You should read these statements carefully because they discuss our expectations about our future performance and financial condition or state other

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"forward-looking" information. You should be aware that the occurrence of any of the events described in these risk factors and elsewhere in this Quarterly Report on Form 10-Q could substantially harm our business, results of operations and financial condition and that upon the occurrence of any of these events, the trading price of our common stock could decline.

We cannot guarantee any future results, levels of activity, performance or achievements. The forward-looking statements contained in this Quarterly Report on Form 10-Q represent our expectations as of the date this Quarterly Report on Form 10-Q was first filed with the Securities and Exchange Commission and should not be relied upon as representing our expectation as of any other date. Subsequent events and developments will cause our expectations to change. However, while we may elect to update these forward-looking statements, we specifically disclaim any obligation to do so even if our expectations change.

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### Diacrin, Inc. Balance Sheets (Unaudited)

	December 31, 2001	September 30, 2002
<b>ASSETS</b>		
Current assets:		
Cash and cash equivalents	\$ 8,534,426	\$ 10,846,252
Short-term investments	33,410,736	29,195,630
Accounts receivable	-	2,000,000
Interest receivable and other current assets	668,020	513,908
	-----	-----
Total current assets	42,613,182	42,555,790
	-----	-----
Property and equipment, at cost:		
Laboratory and manufacturing equipment	1,660,963	1,679,436
Furniture and office equipment	324,913	327,382
Leasehold improvements	77,529	81,397
	-----	-----
	2,063,405	2,088,215
Less- Accumulated depreciation and amortization	1,861,110	1,971,913
	-----	-----
	202,295	116,302
	-----	-----
Long-term investments	7,782,035	4,640,235
Investment in joint venture	83,984	-
	-----	-----
Total other assets	7,866,019	4,640,235
	-----	-----
Total assets	\$ 50,681,496	\$ 47,312,327
	=====	=====
<b>LIABILITIES AND STOCKHOLDERS' EQUITY</b>		
Current liabilities:		
Current portion of long-term debt	\$ 119,167	\$ 21,667
Accounts payable	117,663	57,455
Accrued expenses	1,269,278	990,169
Deferred revenue	29,238	1,937,106
	-----	-----

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Total current liabilities	1,535,346	3,006,397
	-----	-----
Stockholders' equity:		
Preferred stock, \$.01 par value, authorized-- 5,000,000 shares; none issued and outstanding	-	-
Common stock, \$.01 par value; authorized-- 30,000,000 shares; issued and outstanding-17,937,204 shares at December 31, 2001 and September 30, 2002	179,372	179,372
Additional paid-in capital	101,401,822	101,401,822
Accumulated deficit	(52,435,044)	(57,275,264)
	-----	-----
Total stockholders' equity	49,146,150	44,305,930
	-----	-----
Total liabilities and stockholders' equity	\$ 50,681,496	\$ 47,312,327
	=====	=====

The accompanying notes are an integral part of these financial statements

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Diacrin, Inc.  
Statements of Operations  
(Unaudited)

	Three Months Ended September 30,		Nine Months Ended September	
	2001	2002	2001	2002
REVENUES:				
Research and development	\$ 69,197	\$ 92,159	\$ 609,804	\$ 171,000
	-----	-----	-----	-----
OPERATING EXPENSES:				
Research and development	1,587,628	1,523,168	4,736,036	4,845,000
General and administrative	381,886	376,843	1,269,199	1,167,000
	-----	-----	-----	-----
Total operating expenses	1,969,514	1,900,011	6,005,235	6,012,000
	-----	-----	-----	-----
OTHER INCOME (EXPENSE):				
Equity in operations of joint venture	(111,113)	(17,493)	(493,753)	(88,000)
Investment income	839,676	289,004	2,581,409	1,091,000
Interest expense	(2,912)	(441)	(11,955)	(2,000)
	-----	-----	-----	-----
Total other income (expense)	725,651	271,070	2,075,701	1,001,000
	-----	-----	-----	-----
NET LOSS	\$ (1,174,666)	\$ (1,536,782)	\$ (3,319,730)	\$ (4,840,000)
	=====	=====	=====	=====
BASIC AND DILUTED NET LOSS PER COMMON SHARE	\$ (.07)	\$ (.09)	\$ (.19)	\$

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SHARES USED IN COMPUTING BASIC AND DILUTED NET LOSS PER COMMON SHARE	=====	=====	=====	=====
	17,914,704	17,937,204	17,914,704	17,937,204
	=====	=====	=====	=====

The accompanying notes are an integral part of these financial statements

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Diacrin, Inc.  
Statements of Cash Flows  
(Unaudited)

	Nine Months Ended September 30,	
	2001	2002
CASH FLOWS FROM OPERATING ACTIVITIES:		
Net loss	\$ (3,319,730)	\$ (4,840,220)
Adjustments to reconcile net loss to net cash used in operating activities-		
Depreciation and amortization	159,081	110,803
Equity in operations of joint venture	493,753	88,078
Changes in assets and liabilities-		
Accounts receivable	-	(2,000,000)
Interest receivable and other current assets	58,424	154,112
Accounts payable	(15,813)	(60,208)
Accrued expenses	(182,207)	(313,736)
Deferred revenue	(131,727)	1,907,868
	-----	-----
Net cash used in operating activities	(2,938,219)	(4,953,303)
	-----	-----
CASH FLOWS FROM INVESTING ACTIVITIES:		
(Increase) decrease in short-term investments	(4,940,976)	4,215,106
Purchases of property and equipment	(4,838)	(24,810)
Decrease in long-term investments	18,374,887	3,141,800
Investment in joint venture	(1,060,077)	-
Return of capital for services provided on behalf of joint venture	203,268	30,533
	-----	-----
Net cash provided by investing activities	12,572,264	7,362,629
	-----	-----
CASH FLOWS FROM FINANCING ACTIVITIES:		
Principal payments on long-term debt	(97,500)	(97,500)
	-----	-----
Net cash used in financing activities	(97,500)	(97,500)
	-----	-----
NET INCREASE IN CASH AND CASH EQUIVALENTS	9,536,545	2,311,826

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CASH AND CASH EQUIVALENTS, beginning of period	11,143,116	8,534,426
	-----	-----
CASH AND CASH EQUIVALENTS, end of period	\$ 20,679,661	\$ 10,846,252
	=====	=====
SUPPLEMENTAL DISCLOSURE OF CASH FLOW INFORMATION:		
Cash paid for interest during the period	\$ 11,955	\$ 2,570
	=====	=====

The accompanying notes are an integral part of these financial statements

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Diacrin, Inc.  
Notes to Financial Statements  
(Unaudited)

1. Operations and Basis of Presentation

Diacrin, Inc. (the "Company") was incorporated on October 10, 1989 and is developing transplantable cells for the treatment of human diseases which are characterized by cell dysfunction or cell death and for which current therapies are either inadequate or nonexistent.

The financial statements included herein have been prepared by the Company, without audit, pursuant to the rules and regulations of the Securities and Exchange Commission and include, in the opinion of management, all adjustments, consisting of normal, recurring adjustments, necessary for a fair presentation of interim period results. Certain information and footnote disclosures normally included in financial statements prepared in accordance with generally accepted accounting principles have been condensed or omitted pursuant to such rules and regulations. The Company believes, however, that its disclosures are adequate to make the information presented not misleading. The results for the interim periods presented are not necessarily indicative of results to be expected for the full fiscal year or any future periods. These financial statements should be read in conjunction with the audited financial statements and notes thereto included in the Company's latest Annual Report on Form 10-K filed with the Securities and Exchange Commission.

2. Summary of Significant Accounting Policies

(a) Terumo Agreement

In September 2002, the Company entered into a development and license agreement with Terumo Corporation ("Terumo"). Under the terms of the agreement, Diacrin licensed to Terumo its human muscle cell transplantation technology for cardiac disease in Japan. Terumo will fund all development in Japan while Diacrin continues to independently develop its cardiac repair technology for commercialization in the U.S. and elsewhere. On October 1, 2002, the Company received an upfront non-refundable license fee of \$2.0 million. The agreement also includes payments for development milestones and a royalty on product sales. The Company will record the upfront license fee as deferred revenue and recognize revenue over the development period of the agreement in accordance with SEC Staff Accounting Bulletin No. 101, "Revenue Recognition" ("SAB 101"). SAB 101 requires companies to recognize certain upfront non-refundable fees

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over the period in which the Company completes its performance obligations under the related agreement when such fees are received in conjunction with an agreement which includes performance obligations. Included in research and development revenue for the three and nine month periods ended September 30, 2002 is \$80,000 in revenue related to performance obligations completed by September 30, 2002.

Revenue from milestone payments for which we have no continuing performance obligations will be recognized upon achievement of the related milestone. When we have continuing performance obligations, we recognize milestone payments as revenue upon the achievement of the milestone only if all of the following conditions are met:

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Diacrin, Inc.  
Notes to Financial Statements  
(Unaudited)

- the milestone payments are non-refundable;
- achievement of the milestone was not reasonably assured at the inception of the arrangement;
- there is a substantial effort involved in achieving the milestone; and
- the amount of the milestone is reasonable in relation to the level of effort associated with achievement of the milestone.

If any of these conditions are not met, the milestone payments are deferred and recognized as revenue over the term of the arrangement as we complete our performance obligations.

(b) Joint Venture Agreement

In September 1996, the Company and Genzyme Corporation ("Genzyme") formed a joint venture to develop and commercialize two product candidates. The joint venture is funded by Genzyme and the Company in accordance with the terms of the joint venture agreement. Collaborative revenue under the joint venture agreement with Genzyme is recognized as revenue to the extent that the Company's research and development costs are funded by Genzyme through the joint venture. The Company receives non-refundable advances from the joint venture. A portion of deferred revenue at period end represents amounts received prior to recognition of revenue. Research and development costs are expensed as incurred.

The detail of the Company's investment in the joint venture for the nine months ended September 30, 2002 is as follows:

	2002
Balance, beginning of period	\$ 83,984
Contributions to joint venture	-
Return of capital	(26,480)
Funding of operations of joint venture	(57,504)
Balance, end of period	\$ -

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At September 30, 2002, the Company had accrued \$35,000 in costs incurred by Genzyme on behalf of the joint venture.

Contributions to the joint venture represent cash contributions. The return of capital represents cash payments made to the Company by the joint venture for research and development costs that are funded by the Company. Funding of operations of the joint venture represents costs incurred by Genzyme on behalf of the joint venture, which are funded by the Company.

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Diacrin, Inc.  
Notes to Financial Statements  
(Unaudited)

A summary of the revenue and expenses from the joint venture are as follows:

	Nine months ended September 30,	
	2001	2002
	-----	-----
Revenue recognized	\$609,804	\$91,599
Research and development expense	\$813,072	\$122,132
Equity in operations of joint venture	\$493,753	\$88,078

(c) Net Loss per Common Share

In accordance with Statement of Financial Accounting Standards ("SFAS") No. 128, Earnings per Share, basic and diluted net loss per share is calculated by dividing the net loss by the weighted average number of common shares outstanding for all periods presented. Diluted weighted average shares outstanding for all periods presented exclude the potential common shares from stock options of 1,286,497 and 1,481,057 at September 30, 2001 and 2002, respectively, because to include such shares would be antidilutive.

(d) Reclassification

Investment income has been reclassified in the prior period financial statements into Other Income / (Expense) to conform to the current period presentation.

### 3. Cash Equivalents and Investments

The Company's cash equivalents and investments are classified as held-to-maturity and are carried at amortized cost, which approximates fair market value. Cash equivalents, short-term investments and long-term investments have maturities of less than three months, less than one year and greater than one year, respectively. Cash equivalents, short-term investments and long-term investments at December 31, 2001 and September 30, 2002 consisted of the following:

December 31,  
2001



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Cash and cash equivalents-	
Cash	\$ 1,003
Money market mutual fund	8,533,423
	-----
	\$ 8,534,426
	=====
Short-term investments-	
Corporate notes (remaining avg. mat. of 8 mos. at Sept. 30, 2002)	\$ 26,651,221
U.S. gov't oblig. & agencies (remaining avg. mat. of 3 mos. at Sept. 30, 2002)	6,510,826
Commercial paper	248,689
	-----
	\$ 33,410,736
	=====
Long-term investments-	
Corporate notes (remaining mat. of 16 mos. at Sept. 30, 2002)	\$ 4,198,142
U.S. gov't obligations	3,583,893
	-----
	\$ 7,782,035
	=====

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### Item 2. Management's Discussion and Analysis of Financial Condition and Results of Operations

#### Overview

Since our inception, we have principally focused our efforts and resources on research and development of cell transplantation technology for treating human diseases that are characterized by cell dysfunction or cell death and for which current therapies are either inadequate or nonexistent. Our primary source of working capital to fund those activities has been proceeds from the sale of equity and debt securities. In addition, since October 1, 1996, we have received funding from our joint venture with Genzyme in support of the joint venture's product development programs. We have not received any revenues from the sale of products to date and do not expect to generate product revenues for the next several years. We have experienced fluctuating operating losses since inception and expect that the additional activities required to develop and commercialize our products will result in increasing operating losses for the next several years. At September 30, 2002, we had an accumulated deficit of \$57.3 million.

In September 2002, we entered into a development and license agreement with Terumo Corporation ("Terumo"). Under the terms of the agreement, we licensed to Terumo our human muscle cell transplantation technology for cardiac disease in Japan. Terumo will fund all development in Japan while we continue to independently develop our cardiac repair technology for commercialization in the U.S. and elsewhere. The agreement includes an upfront non-refundable license fee of \$2.0 million, milestone payments and a royalty on product sales.

#### Critical Accounting Policies

We believe our most critical accounting policies are those that dictate how we account for our development and license agreement with Terumo and joint venture with Genzyme. On October 1, 2002 we received an upfront non-refundable license fee from Terumo. We will record this fee as deferred

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revenue and recognize revenue over the development period of the agreement in accordance with SEC Staff Accounting Bulletin No. 101, "Revenue Recognition" ("SAB 101"). SAB 101 requires companies to recognize certain upfront non-refundable fees over the period in which the Company completes its performance obligations under the related agreement when such fees are received in conjunction with an agreement which includes performance obligations. In 1996, we formed a joint venture with Genzyme to develop and commercialize two product candidates. We record as research and development expense all costs related to the joint venture's product candidates incurred by us on behalf of the joint venture. We then recognize research and development revenue equal to the amount of reimbursement received by us from the joint venture out of funds contributed by Genzyme. We do not recognize research and development revenue for amounts we receive from the joint venture out of funds contributed by us. As Genzyme incurs costs on behalf of the joint venture that we are obligated to fund, we recognize an expense in our statement of operations captioned "Equity in operations of joint venture."

### Results of Operations

Three Months Ended September 30, 2002 Versus Three Months Ended September 30, 2001

Research and development revenues were approximately \$92,000 for the three months ended September 30, 2002 and \$69,000 for the three months ended September 30, 2001. The increase in revenues was primarily due to the recognition of \$80,000 of revenue in the current year period related to the Company's license and development agreement with Terumo Corporation.

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Research and development expenses were \$1.5 million and \$1.6 million for the three months ended September 30, 2002 and 2001, respectively. The decrease in expenses was primarily due to a decrease in costs associated with the development of our porcine cells for spinal cord injury technology offset by license costs associated with our human muscle cells for cardiac disease technology.

General and administrative expenses of \$377,000 and \$382,000 for the three months ended September 30, 2002 and 2001, respectively, remained relatively unchanged.

For the three months ended September 30, 2002 and 2001, the Company recorded an expense of \$17,000 and \$111,000, respectively, related to its equity in operations of the joint venture. This expense was due to funds contributed by the Company to the joint venture that were used to fund expenses incurred by Genzyme on behalf of the joint venture. The decreased charge in the current year period was primarily due to a decrease in clinical activity performed by Genzyme on behalf of the joint venture.

Investment income was \$289,000 and \$840,000 for the three months ended September 30, 2002 and 2001, respectively. The decrease in investment income was due to lower cash balances available for investment in the current year period and a lower return on investment due to the decline in interest rates.

The Company incurred a net loss of approximately \$1.5 million for the three months ended September 30, 2002 versus approximately \$1.2 million for the three months ended September 30, 2001.

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Nine Months Ended September 30, 2002 Versus Nine Months Ended September 30, 2001

Research and development revenues were \$172,000 for the nine months ended September 30, 2002 and \$610,000 for the nine months ended September 30, 2001. The decrease in revenues was primarily a result of a decrease in clinical production activity related to the joint venture's product candidates.

Research and development expenses were \$4.8 million and \$4.7 million for the nine months ended September 30, 2002 and 2001, respectively. The increase in research and development expenses was due to an increase in costs related to the development of our human muscle cells for cardiac disease technology.

General and administrative expenses were \$1.2 million and \$1.3 million for the nine months ended September 30, 2002 and 2001, respectively. The decrease in general and administrative expenses was primarily due to a decrease in personnel costs related to an executive retention plan and a decrease in professional fees.

For the nine months ended September 30, 2002 and 2001, the Company recorded an expense of \$88,000 and \$494,000, respectively, related to its equity in operations of the joint venture. This expense was due to funds contributed by the Company to the joint venture that were used to fund expenses incurred by Genzyme on behalf of the joint venture. The decreased charge in the current year period was primarily due to a decrease in clinical activity performed by Genzyme on behalf of the joint venture.

Investment income was \$1.1 million and \$2.6 million for the nine months ended September 30, 2002 and 2001, respectively. The decrease in investment income was due to lower cash balances available for investment in the current year period and a lower return on investment due to the decline in interest rates.

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The Company incurred a net loss of approximately \$4.8 million for the nine months ended September 30, 2002 versus approximately \$3.3 million for the nine months ended September 30, 2001.

### Liquidity and Capital Resources

We have financed our activities primarily with the net proceeds from the sale of equity and debt securities aggregating \$102 million and with the interest earned thereon. In addition, we have recorded approximately \$15.3 million in revenue from our joint venture since it commenced on October 1, 1996. At September 30, 2002, we had cash and cash equivalents, short-term investments and long-term investments aggregating approximately \$44.7 million.

Net cash used in operating activities was \$5.0 million for the nine months ended September 30, 2002 and \$2.9 million for the nine months ended September 20, 2001. Cash used in operations for the nine months ended September 30, 2002 was primarily attributable to our net loss and an increase in accounts receivable, offset in part by an increase in deferred revenue. The increase in accounts receivable was due to funds due from Terumo Corporation. Cash used in operations for the nine months ended September 30, 2001 was primarily attributable to our net loss and a decrease

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in accrued expenses, offset in part by our equity in operations of joint venture and depreciation.

Net cash provided by investing activities was \$7.4 million for the nine months ended September 30, 2002 and \$12.6 million for the nine months ended September 30, 2001. Net cash provided by investing activities for the nine months ended September 30, 2002 was primarily attributable to a decrease in short-term and long-term investments. Net cash provided by investing activities for the nine months ended September 30, 2001 was primarily attributable to a decrease in long-term investments offset by an increase in short-term investments.

Net cash used in financing activities of \$97,500 for the nine months ended September 30, 2002 and 2001 was attributable to principal payments on long-term debt.

In November 1997, we borrowed \$650,000 at the prime rate plus 0.5% (5.25% at September 30, 2002) under an unsecured five-year term loan with a bank to finance our biomedical animal facility acquired during 1997. At September 30, 2002 we had \$21,667 outstanding under the borrowing. We had no material commitments for capital expenditures as of September 30, 2002. In October 2000, we exercised the first of two options we have to extend the lease of a facility an additional five years. During the extension period, which began in October 2001, we will pay annual rent of approximately \$908,000.

We believe that our existing funds will be sufficient to fund our operating expenses and capital requirements as currently planned for the foreseeable future. However, our cash requirements may vary materially from those now planned because of results of research and development, the scope and results of preclinical and clinical testing, any termination of the joint venture, relationships with future strategic partners, changes in the focus and direction of our research and development programs, competitive and technological advances, the FDA's regulatory process, the market acceptance of any approved products and other factors.

We expect to incur substantial additional costs, including costs related to ongoing research and development activities, preclinical studies, clinical trials, expanding our cell production capabilities and the expansion of our laboratory and administrative activities. Therefore, in order to achieve commercialization of our potential products, we may need substantial additional funds. We cannot assure you that we will be able to obtain the additional funding that we may require on acceptable terms, if at all.

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### Certain Factors That May Affect Future Results

The following important factors, among others, could cause actual results to differ materially from those contained in forward-looking statements made in this Quarterly Report on Form 10-Q or presented elsewhere by management from time to time. The forward-looking statements contained in this Quarterly Report on Form 10-Q represent our expectations as of November 13, 2002, the date our Quarterly Report on Form 10-Q was filed with the SEC. Subsequent events will cause our expectations to change. However, while we may elect to update these forward-looking statements, we specifically disclaim any obligation to do so. See "Cautionary Note Regarding Forward-Looking Statements."

Risks Related to Our Business, Industry and Strategy

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We have not successfully commercialized any products to date and, if we do not successfully commercialize any products, we will not be profitable

Neither we nor any other company has received regulatory approval to market the types of products we are developing. The products that we are developing will require additional research and development, clinical trials and regulatory approval prior to any commercial sale. Our product candidates are currently in early phase clinical trials or in the preclinical stage of development. Our products may not be effective in treating any of our targeted disorders or may prove to have undesirable or unintended side effects, toxicities or other characteristics that may prevent or limit their commercial use.

We currently have no products for sale and do not expect to have any products available for sale for several years. If we are not successful in developing and commercializing any products, we will never become profitable.

Our cell transplantation technology is complex and novel and there are uncertainties as to its effectiveness

We have concentrated our efforts and therapeutic product research on cell transplantation technology, and our future success depends on the successful development of this technology. Certain of our product candidates involve xenotransplantation, or the transplantation of cells, tissues or organs from one species to another. These product candidates all involve the transplantation of porcine (pig) cells into humans. Xenotransplantation is an emerging technology with limited clinical experience. Neither the FDA nor any foreign regulatory body has approved any xenotransplantation-based therapeutic product for humans.

Our technological approaches may not enable us to successfully develop and commercialize any products. If our approaches are not successful, we may be required to change the scope and direction of our product development activities. In that case, we may not be able to identify and implement successfully an alternative product development strategy.

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Xenotransplantation involves risks which have resulted in additional FDA oversight and which in the future may result in additional regulation

Xenotransplantation poses a risk that viruses or other animal pathogens may be unintentionally transmitted to a human patient. The FDA requires us to perform tests to determine whether infectious agents, including porcine endogenous retroviruses, referred to as PERV, are present in patients who have received porcine cells. While PERV has not been shown to cause any disease in pigs, it is not known what effect, if any, PERV may have on humans. We have performed tests on patients who have received our porcine cells. No PERV has been detected to date, but we cannot assure you that we will not detect PERV or another infectious agent in the future.

The FDA requires lifelong monitoring of porcine cell transplant recipients. If PERV or any other virus or infectious agent is detected in tests or samples, the FDA may require us to halt our clinical trials and perform additional tests to assess the risk to patients of infection. This could result in additional costs to us and delays in the trials of our porcine cell products.

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Furthermore, even if patients who have received our porcine cells remain PERV-free, we could be adversely affected if PERV is detected in patients who receive porcine cells provided by others.

In January 2001, the FDA issued definitive regulatory guidelines for xenotransplantation titled "PHS Guideline on Infectious Disease Issues in Xenotransplantation." We cannot assure you that we will be able to comply with these guidelines.

We face substantial competition, which may result in others discovering, developing or commercializing products before or more successfully than we do

The products we are developing compete with existing and new products being developed by pharmaceutical, biopharmaceutical and biotechnology companies, as well as universities and other research institutions. Many of our competitors are substantially larger than we are and have substantially greater capital resources, research and development staffs and facilities than we have. Efforts by other biotechnology or pharmaceutical companies could render our products uneconomical or result in therapies for the disorders we are targeting that are superior to any therapy we develop. Furthermore, many of our competitors are more experienced in product development and commercialization, obtaining regulatory approvals and product manufacturing. As a result, they may develop competing products more rapidly and at a lower cost. These competitors may discover, develop and commercialize products which render non-competitive or obsolete the products that we are seeking to develop and commercialize.

If the market is not receptive to our products upon introduction, our products may not achieve commercial success

The commercial success of any of our products will depend upon their acceptance by patients, the medical community and third-party payors. Among the factors that we believe will materially affect acceptance of our products are:

- the timing of receipt of marketing approvals and the countries in which those approvals are obtained;
- the safety and efficacy of our products;
- the need for surgical administration of our products;
- problems encountered in the field of xenotransplantation;
- the success of physician education programs;
- the cost of our products which may be higher than conventional therapeutic products because our products involve surgical transplantation of living cells; and

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- the availability of government and third-party payor reimbursement of our products.

### Risks Relating to Clinical and Regulatory Matters

If our clinical trials are not successful for any reason, we will not be able to develop and commercialize any related products

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In order to obtain regulatory approvals for the commercial sale of our product candidates, we will be required to complete extensive clinical trials in humans to demonstrate the safety and efficacy of the products. We have limited experience in conducting clinical trials.

The submission of an investigational new drug application, or IND, may not result in FDA authorization to commence clinical trials. If clinical trials begin, we may not complete testing successfully within any specific time period, if at all, with respect to any of our product candidates. Furthermore, we or the FDA may suspend clinical trials at any time on various grounds, including a finding that the patients are being exposed to unacceptable health risks. Clinical trials, if completed, may not show any potential product to be safe or effective. Thus, the FDA and other regulatory authorities may not approve any of our product candidates for any disease indication.

The rate of completion of clinical trials depends in part upon the rate of enrollment of patients. Patient enrollment is a function of many factors, including the size of the patient population, the proximity of patients to clinical sites, the eligibility criteria for the study, the existence of competitive clinical trials and the availability of alternative treatments. In particular, the patient population for some of our potential products is small. Delays in planned patient enrollment may result in increased costs and program delays.

We rely on third-party clinical investigators to conduct our clinical trials. As a result, we may encounter delays outside of our control.

We may not be able to reinstate a clinical trial that has been suspended by the FDA

Clinical trials are subject to ongoing review by the FDA. The FDA has the authority to suspend a clinical trial for various reasons, as they did in April 2000 with respect to our clinical trial using porcine neural cells to treat stroke patients. Because our products are novel and complex, getting the FDA to lift a suspension could result in significant program delays and additional costs to us. It is possible that we may not be able to obtain permission from the FDA to continue a clinical trial that has been suspended. Cost increases and ongoing delays as a result of an FDA suspension could result in our decision to postpone pursuing certain product candidates.

The regulatory approval process is costly and lengthy and we may not be able to successfully obtain all required regulatory approvals

We must obtain regulatory approval for each of our product candidates before we can market or sell it. We may not receive regulatory approvals to conduct clinical trials of our products or to manufacture or market our products. In addition, regulatory agencies may not grant approvals on a timely basis or may revoke previously granted approvals. Any delay in obtaining, or failure to obtain, approvals could adversely affect the marketing of our products and our ability to generate product revenue.

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The process of obtaining FDA and other required regulatory approvals is lengthy and expensive. The time required for FDA and other clearances or approvals is uncertain and typically takes a number of years, depending on the complexity and novelty of the product. We have only limited experience in filing and prosecuting applications necessary to gain regulatory approvals.

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Our analysis of data obtained from preclinical and clinical activities is subject to confirmation and interpretation by regulatory authorities which could delay, limit or prevent regulatory approval. Any regulatory approval to market a product may be subject to limitations on the indicated uses for which we may market the product. These limitations may limit the size of the market for the product.

We also are subject to numerous foreign regulatory requirements governing the design and conduct of the clinical trials and the manufacturing and marketing of our future products. The approval procedure varies among countries. The time required to obtain foreign approvals often differs from that required to obtain FDA approvals. Moreover, approval by the FDA does not ensure approval by regulatory authorities in other countries.

Even if we obtain marketing approval, our products will be subject to ongoing regulatory oversight which may affect the success of our products

Any regulatory approvals that we receive for a product may be subject to limitations on the indicated uses for which the product may be marketed or contain requirements for costly post-marketing follow-up studies. After we obtain marketing approval for any product, the manufacturer and the manufacturing facilities for that product will be subject to continual review and periodic inspections by the FDA and other regulatory authorities. The subsequent discovery of previously unknown problems with the product, such as the presence of PERV, or with the manufacturer or facility, may result in restrictions on the product or manufacturer, including withdrawal of the product from the market.

If we fail to comply with applicable regulatory requirements, we may be subject to fines, suspension or withdrawal of regulatory approvals, product recalls, seizure of products, operating restrictions, and criminal prosecution.

### Risks Relating to Financing Our Business

We have incurred substantial losses, we expect to continue to incur losses and we may never achieve profitability

We have incurred losses in each year since our founding in 1989. At September 30, 2002, we had an accumulated deficit of \$57.3 million. We expect to incur substantial operating losses for the foreseeable future. We have no material sources of revenue from product sales or license fees. We anticipate that it will be a number of years, if ever, before we develop significant revenue sources or become profitable, even if we are able to commercialize products.

We expect to increase our spending significantly as we continue to expand our research and development programs, expand our clinical trials, apply for regulatory approvals and begin commercialization activities.

We may require additional financing, which may be difficult to obtain and may dilute your ownership interest

We will require substantial funds to conduct research and development, including clinical trials of our product candidates, and to manufacture and market any products that are approved for commercial sale. Our future capital requirements will depend on many factors, including the following:

- continued progress in our research and development programs, as well as the magnitude of these programs;



- the resources required to successfully complete our clinical trials;
- the time and costs involved in obtaining regulatory approvals;
- the cost of manufacturing and commercialization activities;
- the cost of any additional facilities requirements;
- the timing, receipt and amount of milestone and other payments from future collaborative partners;
- the timing, receipt and amount of sales and royalties from our potential products in the market; and
- the costs involved in preparing, filing, prosecuting, maintaining and enforcing patent claims and other patent-related costs, including litigation costs and the costs of obtaining any required licenses to technologies.

We may seek additional funding through collaborative arrangements and public or private financings. Additional financing may not be available to us on acceptable terms or at all.

If we raise additional funds by issuing equity securities further dilution to our then existing stockholders may result. In addition, the terms of the financing may adversely affect the holdings or the rights of our stockholders. If we are unable to obtain funding on a timely basis, we may be required to significantly curtail one or more of our research or development programs.

We also could be required to seek funds through arrangements with collaborative partners or others that may require us to relinquish rights to certain of our technologies, product candidates, or products which we would otherwise pursue independently.

#### Risks Relating to Intellectual Property

We may not be able to obtain patent protection for our discoveries and we may infringe patent rights of others

The patent positions of pharmaceutical and biotechnology companies, including us, are generally uncertain and involve complex legal, scientific and factual issues.

Our success depends significantly on our ability to:

- obtain patents;
- protect trade secrets;
- operate without infringing upon the proprietary rights of others; and
- prevent others from infringing on our proprietary rights.

Patents may not issue from any patent applications that we own or license. If patents do issue, the claims allowed may not be sufficiently broad to protect our technology. In addition, issued patents that we own or license may be challenged, invalidated or circumvented. Our patents also may not afford us protection against competitors with similar technology. Because

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patent applications in the United States may be maintained in secrecy until patents issue, others may have filed or maintained patent applications for technology used by us or covered by our pending patent applications without our being aware of these applications.

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We may not hold proprietary rights to some patents related to our proposed products. In some cases, others may own or control these patents. As a result, we or our collaborative partners may be required to obtain licenses under third-party patents to market some of our proposed products. If licenses are not available to us on acceptable terms, we will not be able to market these affected products.

If we are not able to keep our trade secrets confidential, our technology and information may be used by others to compete against us

We rely significantly upon unpatented proprietary technology, information, processes and know how. We seek to protect this information by confidentiality agreements with our employees, consultants and other third-party contractors as well as through other security measures. These confidentiality agreements may be breached, and we may not have adequate remedies for any such breach. In addition, our trade secrets may otherwise become known or be independently developed by competitors.

We may become involved in expensive patent litigation or other intellectual property proceedings which could result in liability for damages or stop our development and commercialization efforts

There has been substantial litigation and other proceedings regarding the complex patent and other intellectual property rights in the pharmaceutical and biotechnology industries. We may become a party to patent litigation or other proceedings regarding intellectual property rights.

The types of situations in which we may become involved in patent litigation or other intellectual property proceedings include:

- we may initiate litigation or other proceedings against third parties to enforce our patent rights;
- we may initiate litigation or other proceedings against third parties to seek to invalidate the patents held by these third parties or to obtain a judgment that our products or services do not infringe the third parties' patents;
- if our competitors file patent applications that claim technology also claimed by us, we may participate in interference or opposition proceedings to determine the priority of invention; and
- if third parties initiate litigation claiming that our processes or products infringe their patent or other intellectual property rights, we will need to defend against such claims.

The cost to us of any patent litigation or other proceeding, even if resolved in our favor, could be substantial. Some of our competitors may be able to sustain the cost of such litigation or proceedings more effectively than we can because of their substantially greater financial resources. If a patent litigation or other intellectual property proceeding is resolved unfavorably to us, we may be enjoined from manufacturing or selling our

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products and services without a license from the other party and be held liable for significant damages. We may not be able to obtain any required license on commercially acceptable terms or at all.

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Uncertainties resulting from the initiation and continuation of patent litigation or other proceedings could have a material adverse effect on our ability to compete in the marketplace. Patent litigation and other proceedings may also absorb significant management time.

If we breach any of the agreements under which we license technology from others we could lose license rights that are important to our business

We are a party to technology in-licenses that are important to our business and expect to enter into additional licenses in the future. In particular, our immunomodulation technology and some of our product candidates are covered by patents licensed from Massachusetts General Hospital. These licenses impose commercialization, sublicensing, royalty, insurance and other obligations on us. If we fail to comply with these requirements, the licensor will have the right to terminate the license.

### Risks Relating to Product Manufacturing, Marketing and Sales

Since we have no sales and marketing experience or infrastructure, we must rely on third parties

We have no sales, marketing and distribution experience or infrastructure. We plan to rely significantly on sales, marketing and distribution arrangements with third parties for the products that we are developing. For example, under our development and license agreement with Terumo, we have granted to Terumo sales and marketing rights to our human muscle cell transplantation technology for cardiac disease in Japan. We may have limited or no control over the sales, marketing and distribution activities of Terumo in Japan or other collaborative partners. Our future revenues may be materially dependent upon the success of these third parties.

If in the future we determine to perform sales, marketing and distribution functions ourselves, we would face a number of additional risks, including:

- we may not be able to attract and build a significant marketing or sales force;
- the cost of establishing a marketing or sales force may not be justifiable in light of any product revenues; and
- our direct sales and marketing efforts may not be successful.

Delays in obtaining regulatory approval of our manufacturing facility and disruptions in our manufacturing process may delay or disrupt our commercialization efforts

Before we can begin commercially manufacturing our product candidates, we must obtain regulatory approval of our manufacturing facility and process. Manufacturing of our product candidates must comply with cGMP, and foreign regulatory requirements. The cGMP requirements govern quality control and documentation policies and procedures. In complying with cGMP and foreign regulatory requirements, we will be obligated to expend time, money and effort on production, recordkeeping and quality control to

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ensure that our product candidates meet applicable specifications and other requirements. If we fail to comply with these requirements, we would be subject to possible regulatory action and may be limited in the jurisdictions in which we are permitted to sell our product candidates.

We are the only manufacturers of our product candidates. For the next several years, we expect that we will conduct all of our manufacturing in our facility in Charlestown, Massachusetts. If this facility or the equipment in this facility is significantly damaged or destroyed, we will not be able to replace quickly or inexpensively our manufacturing capacity.

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We have no experience manufacturing our product candidates in the volumes that will be necessary to support large clinical trials or commercial sales. Our present manufacturing process may not meet our initial expectations as to scheduling, reproducibility, yield, purity, cost, potency or quality.

The manufacture of our products would be delayed by disruptions in our supply of porcine tissue

The manufacture of some of our products requires the continuous availability of porcine tissue harvested from pigs tested to be free of infectious agents and quarantined in a qualified animal facility. Our main sources of these facilities and services are Tufts University School of Veterinary Medicine and PharmServices, Inc., a division of Charles River Laboratories, Inc. A disease epidemic or other catastrophe in either of these facilities could destroy all or a portion of our pig supply, which would interrupt or significantly delay the research, development and commercialization of our products.

### Risks Related to Ongoing Operations

If we fail to obtain an adequate level of reimbursement for our future products by third party payors, there may be no commercially viable markets for our products

Our products may be more expensive than conventional treatments because they involve the surgical transplantation of living cells. The availability of reimbursement by governmental and other third-party payors affects the market for any pharmaceutical product. These third-party payors continually attempt to contain or reduce the costs of health care by challenging the prices charged for medical products. In some foreign countries, particularly the countries of the European Union, the pricing of prescription pharmaceuticals is subject to governmental control. We may not be able to sell our products profitably if reimbursement is unavailable or limited in scope or amount.

In both the United States and some foreign jurisdictions, there have been a number of legislative and regulatory proposals to change the health care system. Further proposals are likely. The potential for adoption of these proposals may affect our ability to raise capital, obtain additional collaborative partners and market our products.

If we obtain marketing approval for our products, we expect to experience pricing pressure due to the trend toward managed health care, the increasing influence of health maintenance organizations and additional legislative proposals.

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We could be exposed to significant liability claims if we are unable to obtain insurance at acceptable costs or otherwise to protect us against potential product liability claims

We may be subjected to product liability claims that are inherent in the testing, manufacturing, marketing and sale of human health care products. These claims could expose us to significant liabilities that could prevent or interfere with the development or commercialization of our products. Product liability claims could require us to spend significant time and money in litigation or to pay significant damages. Product liability insurance is generally expensive for biopharmaceutical companies such as ours. Although we maintain limited product liability insurance coverage for the clinical trials of our products, it is possible that we will not be able to obtain further product liability insurance on acceptable terms, if at all, and that our present insurance levels and any insurance we subsequently obtain will not provide adequate coverage against all potential claims.

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Our growth could be limited if we are unable to attract and retain key personnel and consultants

Our success depends substantially on our ability to attract and retain qualified scientific and technical personnel for the research and development activities we conduct or sponsor. If we lose one or more of the members of our senior management or other key employees or consultants, our business and operating results could be seriously harmed.

Our anticipated growth and expansion into areas and activities requiring additional expertise, such as regulatory compliance, manufacturing and marketing, will require the addition of new management personnel. The pool of personnel with the skills that we require is limited. Competition to hire from this limited pool is intense, and we may be unable to hire, train, retain or motivate such additional personnel.

### Risks Relating to our Common Stock

Our officers and directors may be able to control the outcome of most corporate actions requiring stockholder approval

Our directors and officers and entities with which they are affiliated control approximately 41% of our outstanding common stock. Due to this concentration of ownership, this group may be able to prevail on all matters requiring a stockholder vote, including:

- the election of directors;
- the amendment of our organizational documents; or
- the approval of a merger, sale of assets or other major corporate transaction.

Our stock price could be volatile, which could cause you to lose part or all of your investment

The market price of our common stock, like that of the common stock of many other development stage biotechnology companies, may be highly volatile. In addition, the stock market has experienced extreme price and volume fluctuations. This volatility has significantly affected the market prices of securities of many biotechnology and pharmaceutical companies

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for reasons frequently unrelated to or disproportionate to the operating performance of the specific companies. These broad market fluctuations may adversely affect the market price of our common stock. Prices for our common stock will be determined in the market place and may be influenced by many factors, including variations in our financial results and investors' perceptions of us, changes in recommendations by securities analysts as well as their perceptions of general economic, industry and market conditions.

We have antitakeover defenses that could delay or prevent an acquisition and could adversely affect the price of our common stock

Provisions of our certificate of incorporation, our bylaws, and Delaware law may have the effect of deterring unsolicited takeovers or delaying or preventing changes in control of our management, including transactions in which our stockholders might otherwise receive a premium for their shares over then current market prices. In addition, these provisions may limit the ability of stockholders to approve transactions that they may deem to be in their best interest.

Our certificate of incorporation permits our board of directors to issue preferred stock without shareholder approval upon such terms as the board of directors may determine. The rights of the holders of our common stock will be subject to, and may be adversely affected by, the rights of the holders of any preferred stock that may be issued in the future. The issuance of preferred stock, while providing desirable flexibility in connection with possible acquisitions and other corporate purposes, could have the effect of making it more difficult for a third party to acquire, or of discouraging a third party from acquiring, a majority of our outstanding common stock. The issuance of a substantial number of preferred shares could adversely affect the price of our common stock.

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### Item 3. Quantitative and Qualitative Disclosures About Market Risk

We own financial instruments that are sensitive to market risks as part of our investment portfolio. The investment portfolio is used to preserve our capital until it is required to fund operations, including our research and development activities. None of these market-risk sensitive instruments are held for trading purposes. We do not own derivative financial instruments in our investment portfolio. Our investment portfolio contains instruments that are subject to the risk of a decline in interest rates. For example, if the annualized interest rate on our interest bearing investments were to change 1%, investment income would have hypothetically increased or decreased by approximately \$354,000 during the nine months ended September 30, 2002. This hypothetical analysis does not take into consideration the effects of the economic conditions that would give rise to such an interest rate change or our response to such hypothetical conditions.

Our investment portfolio includes investment grade debt instruments. These bonds are subject to interest rate risk, and could decline in value if interest rates fluctuate. Due to the short duration and conservative nature of these instruments, we do not believe that it has a material exposure to interest rate risk.

### Item 4. Controls and Procedures

(a) Evaluation of disclosure controls and procedures. Based on their evaluation of the Company's disclosure controls and procedures (as



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part of the Company's Annual Report.

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SIGNATURES

Pursuant to the requirements of the Securities Exchange Act of 1934, the registrant has duly caused this report to be signed on its behalf by the undersigned thereunto duly authorized.

Diacrin, Inc.

November 13, 2002

/s/ Thomas H. Fraser  
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Thomas H. Fraser  
President and  
Chief Executive Officer

/s/ Kevin Kerrigan  
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Kevin Kerrigan  
Controller

CERTIFICATIONS

I, Thomas H. Fraser, President and Chief Executive Officer, certify that:

- 1) I have reviewed this quarterly report on Form 10-Q of Diacrin, Inc.;
- 2) Based on my knowledge, this quarterly report does not contain any untrue statement of a material fact or omit to state a material fact necessary to make the statements made, in light of the circumstances under which such statements were made, not misleading with respect to the period covered by this quarterly report;
- 3) Based on my knowledge, the financial statements, and other financial information included in this quarterly report, fairly present in all material respects the financial condition, results of operations and cash flows of the registrant as of, and for, the periods presented in this quarterly report;
- 4) The registrant's other certifying officer and I are responsible for establishing and maintaining disclosure controls and procedures (as defined in Rules 13a-14 and 15d-14 under the Securities Exchange Act of 1934) for the registrant and we have:
  - a) designed such disclosure controls and procedures to ensure that material information relating to the registrant is made known to us, particularly during the period in which this quarterly report is being prepared;
  - b) evaluated the effectiveness of the registrant's disclosure controls and procedures as of a date within 90 days prior to the filing date of this quarterly report (the "Evaluation Date"); and



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c) presented in this quarterly report our conclusions about the effectiveness of the disclosure controls and procedures based on our evaluation of the Evaluation Date;

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5) The registrant's other certifying officer and I have disclosed, based on our most recent evaluation, to the registrant's auditors and the audit committee of the registrant's board of directors:

a) all significant deficiencies in the design or operation of internal controls which could adversely affect the registrant's ability to record, process, summarize and report financial data and have identified for the registrant's auditors any material weaknesses in internal controls; and

b) any fraud, whether or not material, that involves management or other employees who have a significant role in the registrant's internal controls; and

6) The registrant's other certifying officer and I have indicated in this quarterly report whether or not there were any significant changes in internal controls or in other factors that could significantly affect internal controls subsequent to the date of our most recent evaluation, including any corrective actions with regard to significant deficiencies and material weaknesses.

Date: November 13, 2002

/s/ Thomas H. Fraser

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Thomas H. Fraser  
President and  
Chief Executive Officer

CERTIFICATIONS

I, Kevin Kerrigan, Controller, certify that:

1) I have reviewed this quarterly report on Form 10-Q of Diacrin, Inc.;

2) Based on my knowledge, this quarterly report does not contain any untrue statement of a material fact or omit to state a material fact necessary to make the statements made, in light of the circumstances under which such statements were made, not misleading with respect to the period covered by this quarterly report;

3) Based on my knowledge, the financial statements, and other financial information included in this quarterly report, fairly present in all material respects the financial condition, results of operations and cash flows of the registrant as of, and for, the periods presented in this quarterly report;

4) The registrant's other certifying officer and I are responsible for establishing and maintaining disclosure controls and procedures (as defined in Rules 13a-14 and 15d-14 of the Securities Exchange Act of 1934) for the registrant and we have:

a) designed such disclosure controls and procedures to ensure that material information relating to the registrant is made known to us,

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particularly during the period in which this quarterly report is being prepared;

b) evaluated the effectiveness of the registrant's disclosure controls and procedures as of a date within 90 days prior to the filing date of this quarterly report (the "Evaluation Date"); and

c) presented in this quarterly report our conclusions about the effectiveness of the disclosure controls and procedures based on our evaluation of the Evaluation Date;

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5) The registrant's other certifying officer and I have disclosed, based on our most recent evaluation, to the registrant's auditors and the audit committee of the registrant's board of directors:

a) all significant deficiencies in the design or operation of internal controls which could adversely affect the registrant's ability to record, process, summarize and report financial data and have identified for the registrant's auditors any material weaknesses in internal controls; and

b) any fraud, whether or not material, that involves management or other employees who have a significant role in the registrant's internal controls; and

6) The registrant's other certifying officer and I have indicated in this quarterly report whether or not there were any significant changes in internal controls or in other factors that could significantly affect internal controls subsequent to the date of our most recent evaluation, including any corrective actions with regard to significant deficiencies and material weaknesses.

Date: November 13, 2002

/s/ Kevin Kerrigan

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Kevin Kerrigan  
Controller

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EXHIBIT INDEX

Exhibit Number	Description
99.1	Chief Executive Officer - Certification pursuant to 18 U.S.C. Section 1350, as adopted pursuant to Section 906 of the Sarbanes-Oxley Act of 2002.
99.2	Controller - Certification pursuant to 18 U.S.C. Section 1350, as adopted pursuant to Section 906 of the Sarbanes-Oxley Act of 2002.

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