

2012 BIO Business Forum Partnering Results

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BIO International Convention
Boston
June 20th, 2012



2012 BIO Business Forum Meeting Results

25,000 meetings

- **2,900 companies**
- **3,300 drug assets**
- **5,000 delegates**

Meeting Analysis of Drug In-licensors and Out-licensors

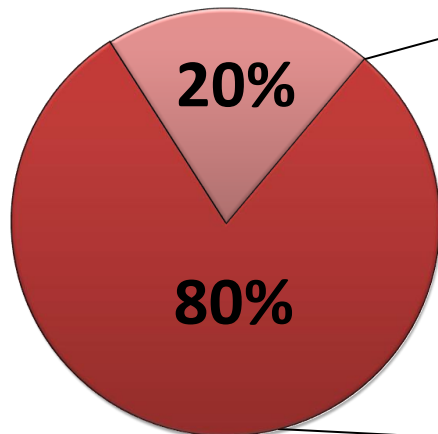
2,900 companies

↓ Drug R&D Pharma or Biotech only

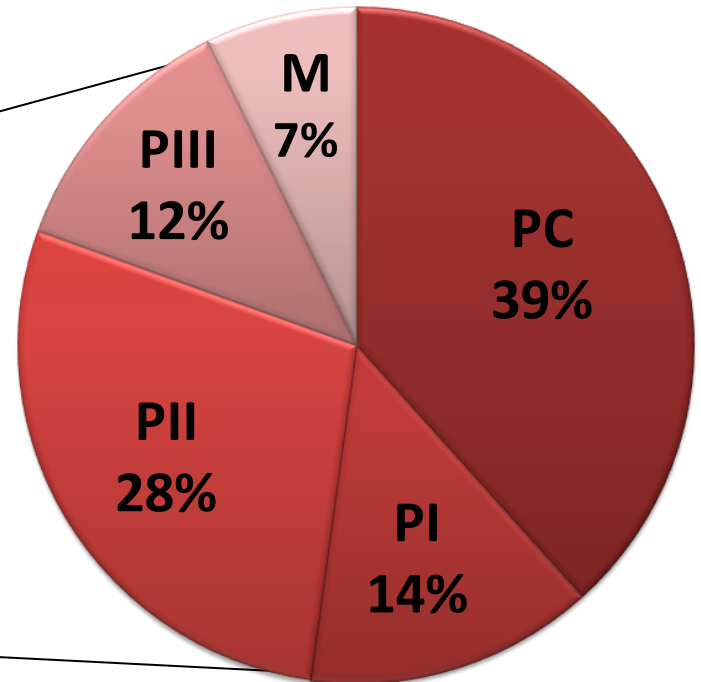
972 companies



In-licensors (196)



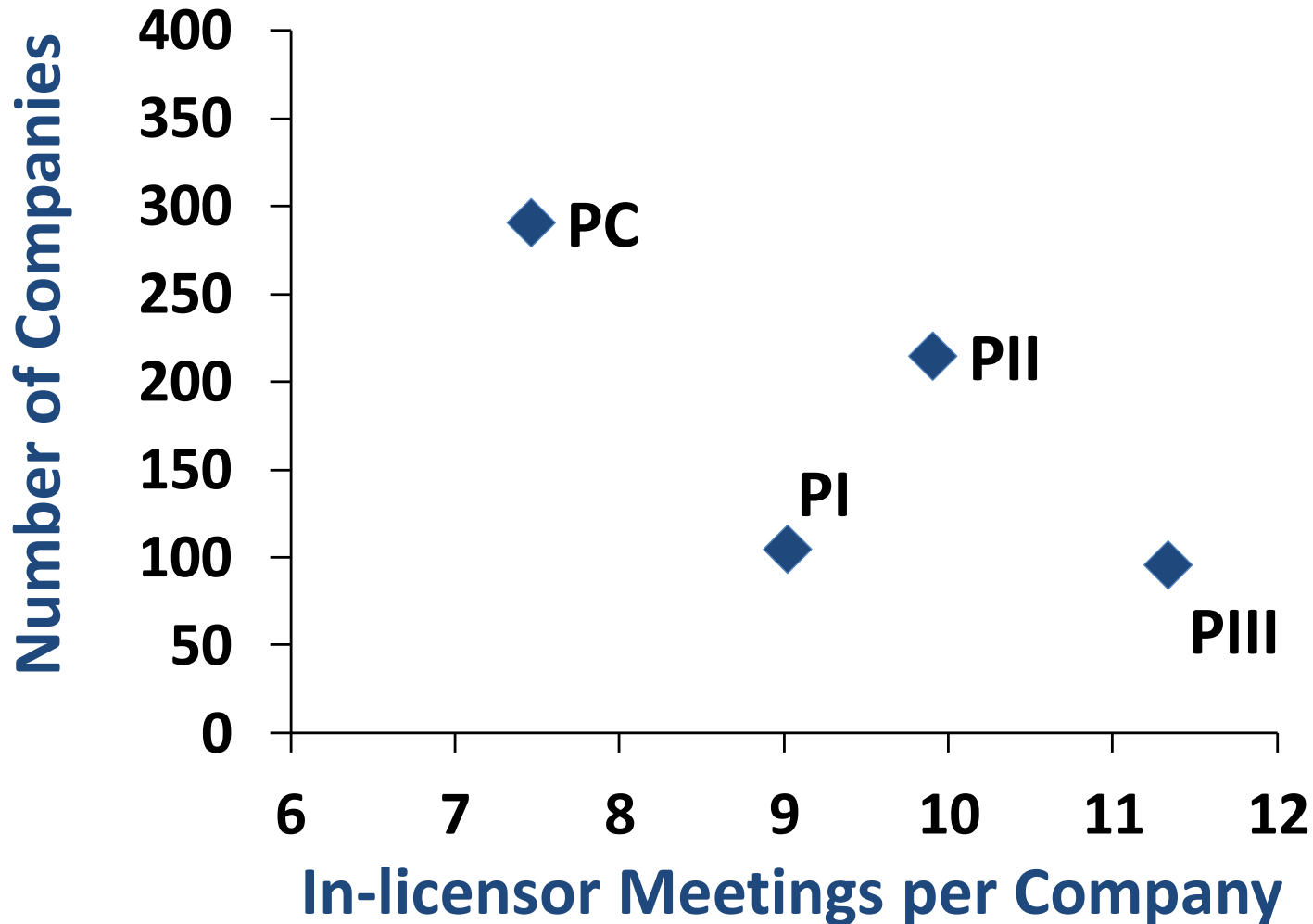
Breakout of out-licensors by UNPARTNERED Lead Asset



Out-licensors (776)

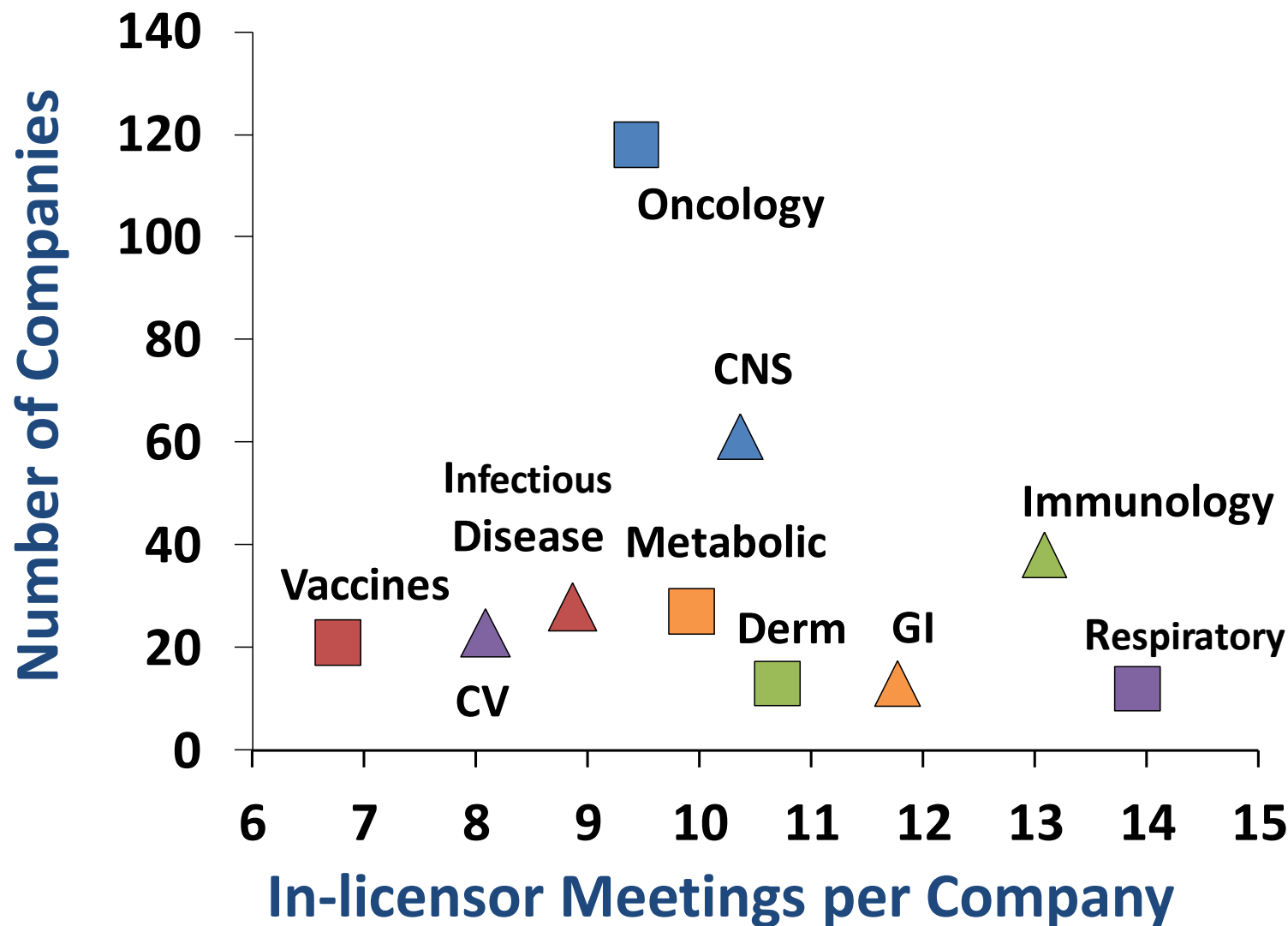
Demand by Phase

...Inverse of Development Risk



Drug R&D Biotech meetings with Pharma/Big Biotech only

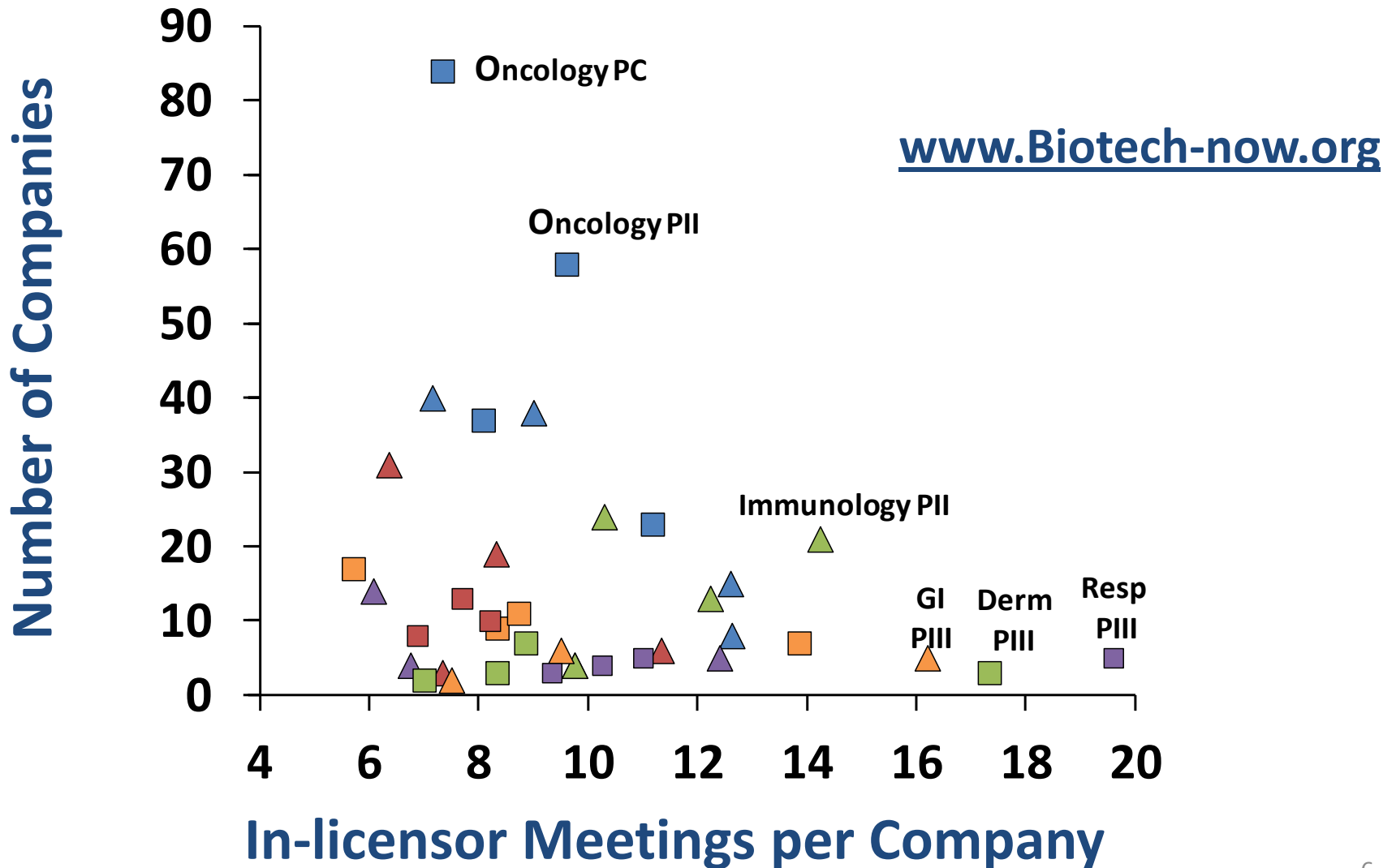
High Demand for Immunology, Respiratory Compounds



Drug R&D Biotech meetings with Pharma/Big Biotech only



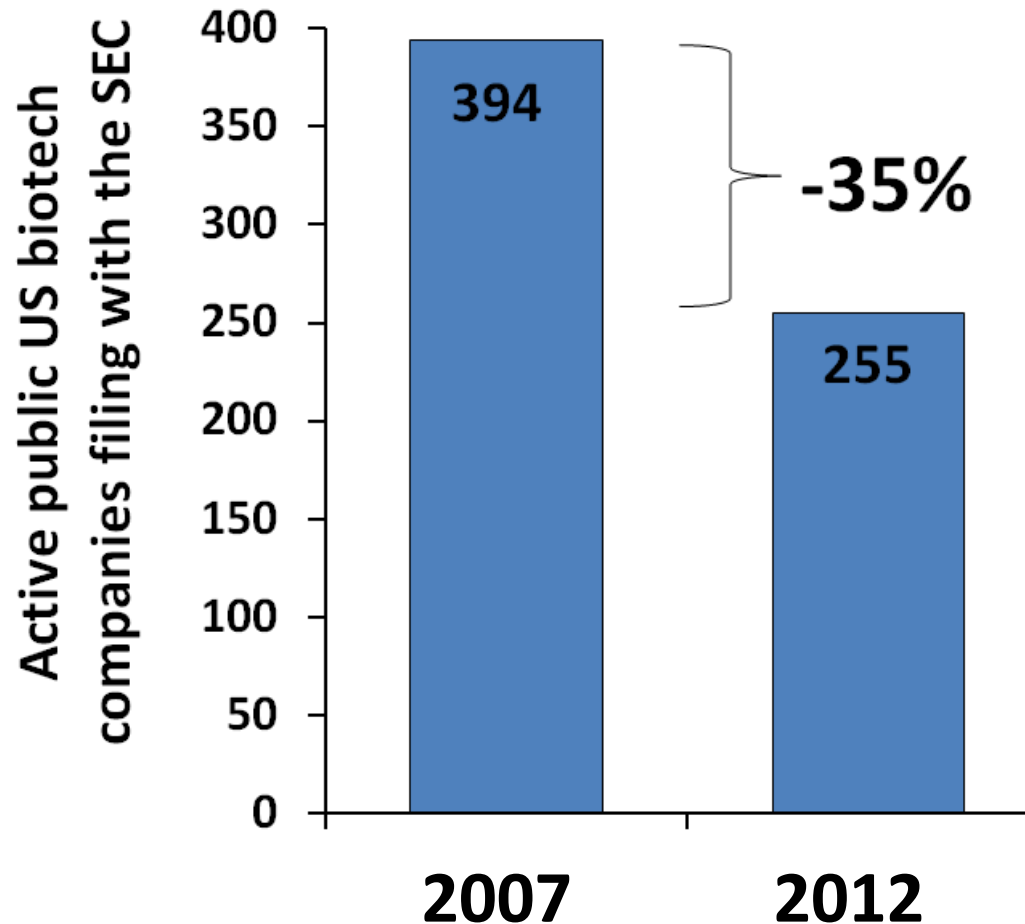
High Demand for Phase III Respiratory, Dermatology, GI



Drug R&D Biotech meetings with Pharma/Big Biotech only

M&A - A Way of Life in Biotech

Since the last BIO Convention in Boston...



After the Honeymoon: Integrating the R & D Growth Engine

Moderator:

- Jim Hall, Campbell Alliance, Regional General Manager

Panelists:

- Deborah Dunsire, MD, President & CEO, Millennium: The Takeda Oncology Company
- Peter Greenleaf, President, MedImmune
- David Meeker, MD, President and CEO, Genzyme, a Sanofi company
- Paul Stoffels, MD, Worldwide Chairman, Janssen Pharmaceutical Comp. of Johnson & Johnson