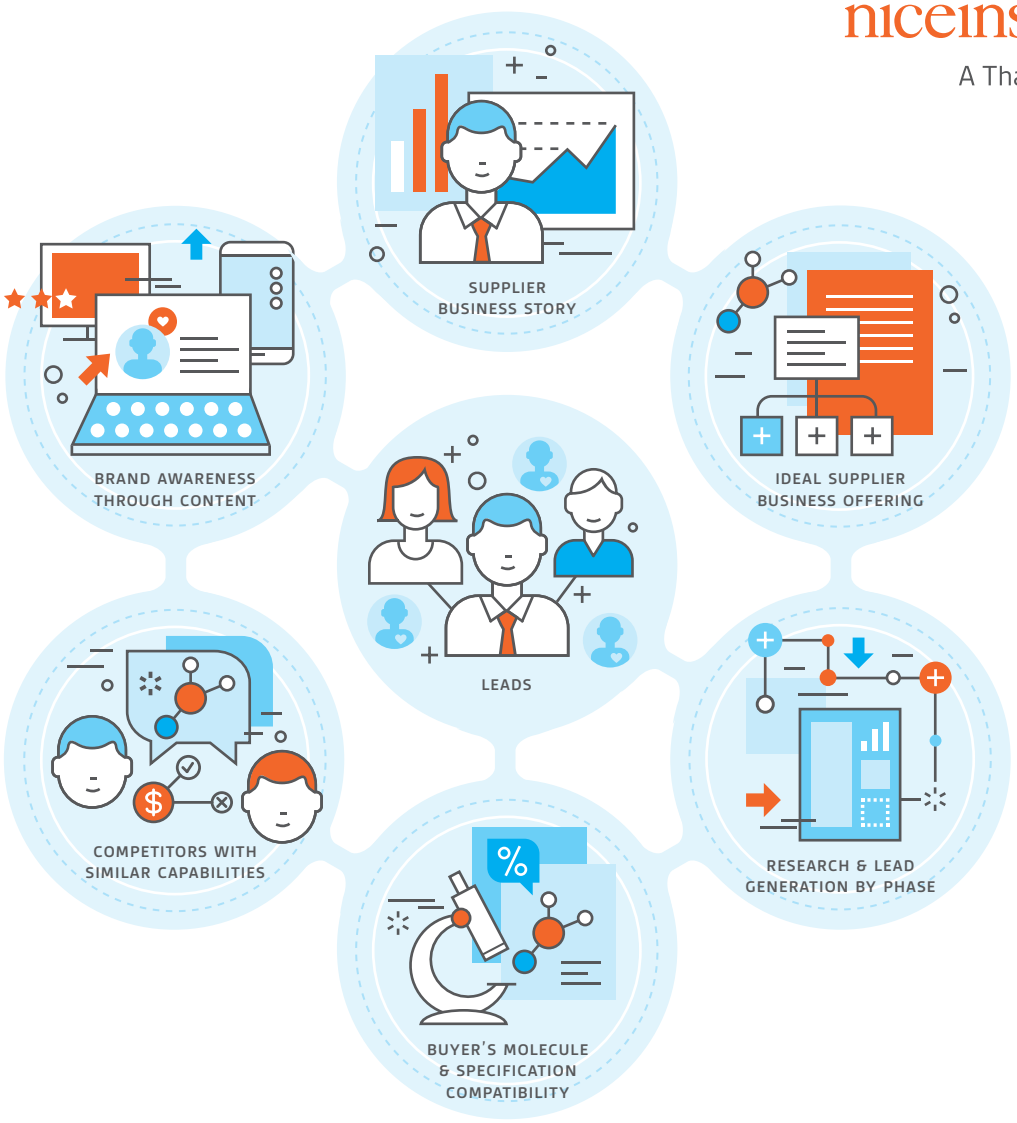
niceinsight

A That's Nice Brand



2018 Full-Time Equivalent (FTE): Drug Substance – Biologics

15 Dedicated Research and Business Intelligence Team Members

MARKET SEGMENTS

Preclinical Trials

Drug Substance
+ Small Molecule API
Biologics

Drug Product
+ Small Molecule
+ Sterile Injectables

Pharmaceutical Excipients

OEM Pharmaceutical Equipment
+ Drug Product
+ Biologics

CONTENTS

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New York – Raleigh – Chicago
San Diego – San Francisco
Dallas – London – Frankfurt
Shanghai – Shenzhen

Supplier Business Story

POINT(S) OF CONTACT

Board-Level

CORPORATE PROFILE / BUSINESS STORY

We are a CDMO in the drug substance large molecule biologics outsourcing space offering bio-manufacturing services. Our multiple northeast US locations offer both microbial and mammalian-based bio manufacturing. We are currently looking for projects from domestic and overseas biopharmaceutical companies with a specific focus on California.

Ideal Supplier Business Offering

	REQUESTER	PARAMETERS CATEGORY	PARAMETERS
1	Chief Executive Officer / President, General Manager	Project Definitions	Looking for projects in Phases II-a, II-b, III and commercial from biopharmaceutical outsourcing departments.
2	Chief Scientific Officer, Plant Manager	Chemistry / Technical Barriers	Through upstream and downstream process with an emphasis on our microbial cell line using a variety of our single-use and fixed stainless reactors.
3	Chief Executive Officer / President, General Manager	Project Type Prioritization / Focus *(based on experience)*	Capabilities: Multiple host organisms, with cell culture capacity ranging from 50L to 10,000L. Full upstream and downstream capability with further drug product fill and finish aseptic capabilities. Customers who may need a CDMO partner with financial stability.
4	Chief Commercial Officer, Sales Director	Minimum Project Size (based on department) *[Profitability is important for a small CDMO]*	1. 12,000-liter batches of mammalian cell culture (2 single-use 6-pack GE Xcellerex): **$10 million** 2. 20,000-liter batches of microbial fermentation: **$12 million** 3. Robust cell line development: **$4 million**
5	Chief Executive Officer / President, General Manager	Ideal Project Specifications *(for consideration)*	1. 4 batches of 12,000-liter mammalian cell line: **$40 million** 2. 4 batches of 20,000 liters of microbial cell line: **$48 million** 3. Access to company cell line: **$4 million.**

Research & Lead Generation by Phase

	POINT(S) OF CONTACT	PARAMETERS CATEGORY	PARAMETERS	
6	Chief Commercial Officer, Sales Director	Geographic Target Area *(Prospect) [With 50 states, this client expanded a sales territory]*	Specific focus on 279 customers in California that closely align with our capabilities The 279 companies with some physical presence in California have a total of 149 products in the development pipeline with another 174 products marketed.	PHASE I 36 PHASE II 26 PHASE III 29 PENDING APPROVAL 11 MARKETED 174
	Chief Scientific Officer, Plant Manager	Cell Line	Microbial Cell Line – **38** Mammalian Cell Line – **70** Human Cell Line – **41**	
	Chief Scientific Officer, Plant Manager	Therapeutic Category	Oncology – **287** Immunology and Inflammation – **112** Hematology – **71** Endocrine, Metabolic and Genetic Disorders – **58** Infectious Diseases – **57** Cardiovascular – **40**	Dermatology – **35** Central Nervous System – **34** Ophthalmology – **32** Genitourinary Disorders – **28** Gastroenterology – **25** Other Therapeutic Categories – **48**

	POINT(S) OF CONTACT	PARAMETERS CATEGORY		(USD MILLION)	
			COMPANY	R&D SPENDING	SALES	R&D INTENSITY (%)
7	Chief Financial Officer, Compliance	Risk Assessment; Historical Success & Therapeutic Approval	Top 10 Biopharma	$70,500	$404,800	17.41
			Abbvie	$4,226	$25,638	16.48
			Amgen	$3,840	$21,892	17.54
			Genentech	$1,060	$4,749	22.32
			Gilead	$5,098	$29,953	17.01

Buyers' Molecule Specification & Compatibility

(3 OF 279 CALIFORNIA COMPANIES SHOWN)

	POINT(S) OF CONTACT	COMPANY	PRODUCT	THERAPEUTIC CATEGORY	PHASE OF COMPANY INVOLVEMENT	ROUTE OF ADMINISTRATION	CELL LINE
8	Chief Marketing Officer	Amgen	Imlygic	Breast Cancer	Phase II	Intravenous	Mammalian
		Genentech	Kadcyla	Metastatic Gastric Cancer	Phase I	Intravenous	Mammalian
		Gilead	Andecaliximab	Oncology	Phase III	Intravenous	Human

Leads Generated – 978 Leads from 30 Companies

(6 OF 978 SHOWN)

	POINT(S) OF CONTACT	COMPANY	FIRST	LAST	CONTACT TITLE	PHONE NUMBER	EMAIL
9	Chief Marketing Officer	Amgen	Gudio	Palermo	Director, Contract Manufacturing	+1 805-447-1000	gpalermo@amgen.com
		Amgen	Linda	Lia	Director, Biosimilars Operations	+1 206-265-7860	llai@amgen.com
		Genentech	Tom	Wong	Principal Site Manager, Contract Manufacturing	+1 650-225-1000	twong@gene.com
		Genentech	Camilo	Asuncion	Clinical Outsourcing Manager	+1 650-225-1000	casuncion@gene.com
		Gilead	Mark	Wesson	Associate Director, Biologics Outsourcing	+1 650-574-3000	mark.wesson@gilead.com
		Gilead	Yatin	Gokam	Director, Drug Product and Device, Biologics Development	+1 650-574-3000	yatin.gokum@gilead.com

Worldwide Competitors with Similar Capabilities, Equipment & Ability to Deliver on Specification

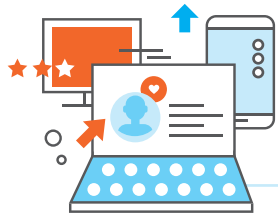
POINT(S) OF CONTACT	COMPANY	LOCATION	THREAT LEVEL*
10 Chief Marketing Officer	AbbVie CMO	Barceloneta, Puerto Rico	★
	Abzena	Pennsylvania, USA	↔
	Althea/Ajinomoto	California, USA	↔
	Catalent/Cook	Wisconsin, USA	↔
	Cepia Sanofi	Lyon, France	↔
	CMC Biologics/AGC	Washington, USA	↔
	Cyotovance	Oklahoma, USA	★
	Fuji Diosynth	North Carolina, USA	★
	GSK CMO	Maryland, USA	★
	KBI Biopharma	Colorado, USA	↔
	Lonza	New Hampshire, USA	↗
	Novasep	Seneffe, Belgium	↔
	Pfizer Center One	Michigan, USA	↗
	Rentschler	Laupheim, Germany	↔
	SAFC/Merck KGaA	Missouri, USA	↔
	Samsung Biologics	Incheon, Republic of Korea	↗
	Sandoz	Kundl, Austria	↗
	Therapure	Toronto, Canada	↗
	Thermo Fisher/Patheon	New Jersey, USA	★
	WuXi Biologics	Pennsylvania, USA	★

***THREAT LEVELS KEY**

★ **HIGH**
Similar / same offering; direct competitor

↔ **MEDIUM**
Compatible equipment; larger scale; indirect competitor

↗ **LOW**
Larger scale equipment; aspirational competitor



Brand Awareness Through Strategic Content Subject Matter (FOCUSED ON BUYER NEEDS)

MONOCLONAL ANTIBODIES

Achieving Continuous Downstream Bioprocessing
(Placed in Pharma's Almanac Q4 October 1, 2016)
Monoclonal antibodies (mAbs) and other therapeutic biologics represent the fastest growing sector of the entire pharmaceutical market with many pipeline candidates reaching late-stage development, including 53 mAbs in Phase III trials as of late 2015.

BIOSIMILAR DEVELOPMENT

Risk Minimization through Careful CDMO Selection
(Placed in Pharma's Almanac Q4 October 1, 2015)
Cost-cutting, downsizing, thinning pipelines, a lack of blockbusters, and the move to more biopharmaceutical — and in particular biosimilar — development, are leading many manufacturers to increase their reliance on contract development and manufacturing organizations (CDMOs).

MICROBIAL FERMENTATION

Establishing Specialized CDMO Capabilities for the Production of Advanced Therapies
(Placed in Pharma's Almanac Q2 April 1, 2016)
By natural extension, we developed expertise in microbial fermentation for the production of metabolites, in particular using filamentous fungal and bacterial strains, native and recombinant bacteria, and salt \water microbial organisms.

ORPHAN THERAPIES

In-depth Process and Product Expertise – This is Key to CDMO Support of Orphan Drug and Breakthrough Therapy Development & Commercialization
(Placed in Pharma's Almanac Q4 October 1, 2015)
As older blockbuster drugs lose patent protection and generic competition increases, many pharmaceutical companies are focusing discovery efforts on therapies with the potential to treat multiple niche populations. Increasingly, innovative small and emerging pharma firms are developing new drug candidates with orphan or breakthrough therapy status that are ultimately licensed or sold to large brand manufacturers.