



Biotechnology Product Development - Life on the Inside -

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Theresa Kane Musser, Rigel Pharmaceuticals
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Today's Purpose & Agenda

Purpose: To give some glimpses of life on the inside of biotech – how science and business considerations interface

Agenda:

- Brief Introduction - Ken
- Portfolio Management – Patrick
- Clinical Case Studies – Theresa
- Personalized Medicine Technologies – Ken
- Panel Q&A



Different Types of Companies

BD

- Development of medical supplies, devices, laboratory equipment and diagnostics
- 100's of products; >\$6B in annual revenues
- 28,000 people in 50 countries; market cap ~ \$17B

Rigel

- Drug development for inflammatory/autoimmune, cancer, viral and metabolic diseases
- Lead product, R788, in Phase II clinical trials for rheumatoid arthritis
- ~180 people; market cap = \$315m

Monogram

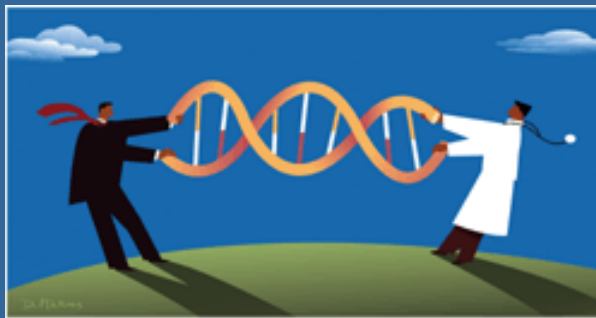
- Development of personalized medicine diagnostics in virology, oncology
- 7 marketed products; 6 HIV, 1 oncology product
- ~400 people; market cap ~ \$57m



We all share one thing in
common....



The day to day tug of war between great science and great business to provide great healthcare products for people who need them



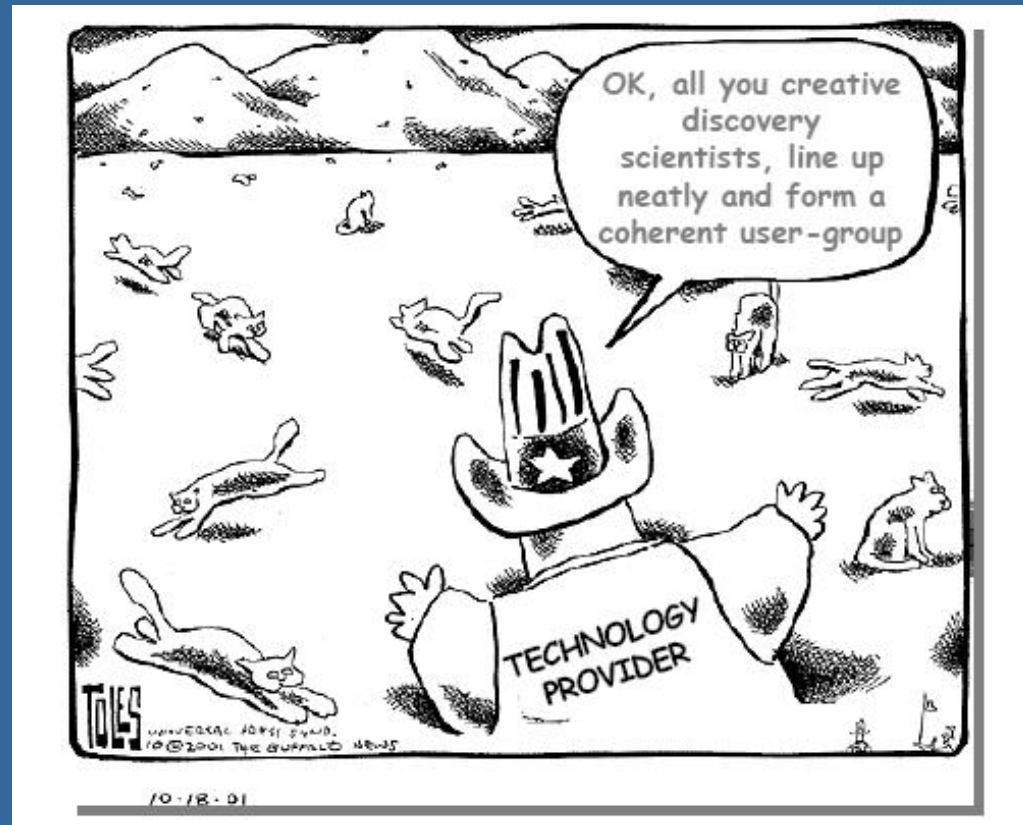


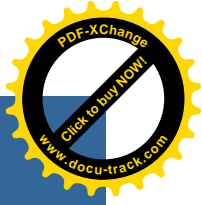
To do that work, multidisciplinary project teams are used to tackle product development





In addition to scientific and business expertise, teamwork, interpersonal and communication skills are essential...





BayBio: IMPACT 2009

Innovation Fuels the Golden State

January 14, 2009

- In California, more than 8,600 companies developing therapies and diagnostics, medical devices and next generation biofuels.
- California companies are responsible for 1,200 approved treatments and another 210 in the next five to 10 years.
- California's life sciences industry will invest \$85 to \$170 billion to develop these 210 new treatments.
- In total, there are 738 treatments, diagnostics and technologies that could reach patients within 15 years.