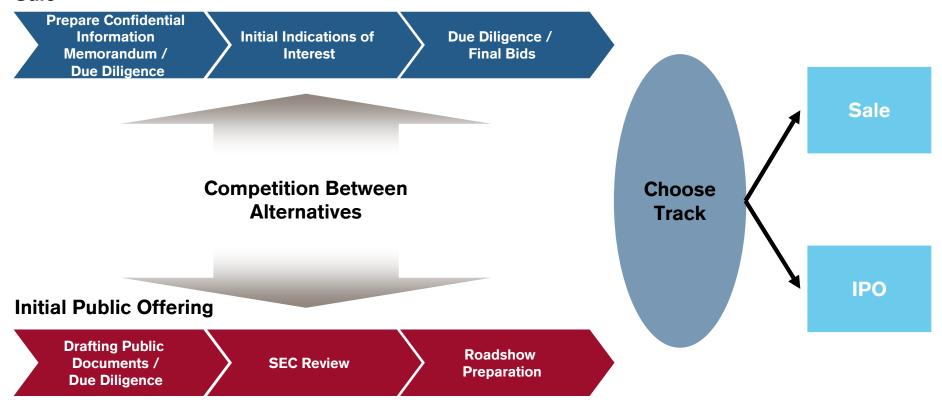
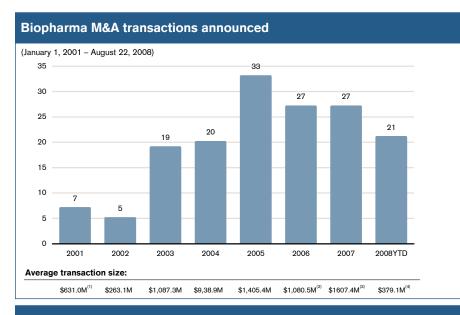
# The "Dual-Track" process overview

#### Sale



The key to a successful dual track process is maintaining the viability of both alternatives by advancing them in parallel

## **M&A** market snapshot



	tren	

- "Supply" is at record levels due to challenging equity market conditions
- U.S. buyers accounted for only six of 20 acquisitions in 2008 while ex-U.S. buyers have become increasingly aggressive
- Targets have generally been either very late or very early stage: only three of the 20 targets were in Phase II or III development
- Oncology targets have accounted for over 1/3<sup>rd</sup> of transactions in 2008
- Smaller transactions have dominated (other than partnership consolidations)
- Increased use of "earn-outs" in transaction structures

Month	Acquiror/Target	Value	Rx Area	Phase
January	Teva / CoGenesys	\$400	Biogenerics	1/1
February	Pfizer / Encysive	195	Pulmonology	NDA
February	Galderma / CollaGenex	420	Dermatology	Marketed
March	Pfizer / Serenex	N/A	Oncology	
March	Teva / Bentley	360	Generics	Markete
April	Roche / Piramed	175	Oncology/Immunology	
April	Takeda / Millennium	8,800	Oncology	Markete
April	GSK / Sirtris	720	Endocrinology	
May	Daiichi / U3	235	Oncology	Pre-clinica
May	Bristol-Myers Squibb / Kosan	190	Oncology	I
June	Novartis / Protez	400	Anti-infectives	
June	Ipsen / Tercica®	400	Endocrinology	Markete
June	BI / Actimis <sub>(6)</sub>	515	Allergy	
June	Stiefel / Barrier	148	Dermatology	Markete
July	ViroPharma / Lev Pharmaceuticals	443	Inflammation	ND
July	Shire / Jerini	521	Hematology	ND
July	Eli Lilly / SGX Pharma	64	Oncology	Pre-clinica
July	Novartis / Speedel	880	Cardiovascular	Markete
July	Roche / Genentech	43,700	Oncology	Markete
July	Bristol-Myers / ImClone Systems	4,500	Oncology	Markete
August	King Pharma / Alpharma	1,400	Pain	Markete

2008 announced transactions

Note:	I ransaction values include milestone payments.
Source:	Company press releases and SDC Platinum. Current as of September 2, 2008.
( 1)	E 1 1 4 // // // // // // // // // // // // /

Excludes Amgen/Immunex, which had a transaction value of \$16.8B.
 Excludes Bayer/Schering, which had a transaction value of \$21.4B.

(2) Excludes Bayer/Schering, which had a transaction value of \$21.4B.
 (3) Excludes Merck KGaA/Serono, which had a transaction value of \$13.5B; AstraZeneca/MedImmune, which had a transaction value of \$14.6B; Schering-Plough/Organon, which had a transaction value of \$14.4B.

Excludes Takeda/Millennium (transaction value of \$8.8B), Roche's acquisition bid for the remaining stake in Genentech for \$43.7B, Bristol-Myers' proposed acquisition of Imclone Systems for \$4.5B, and King's proposed acquisition of Alpharma for \$1.4B.

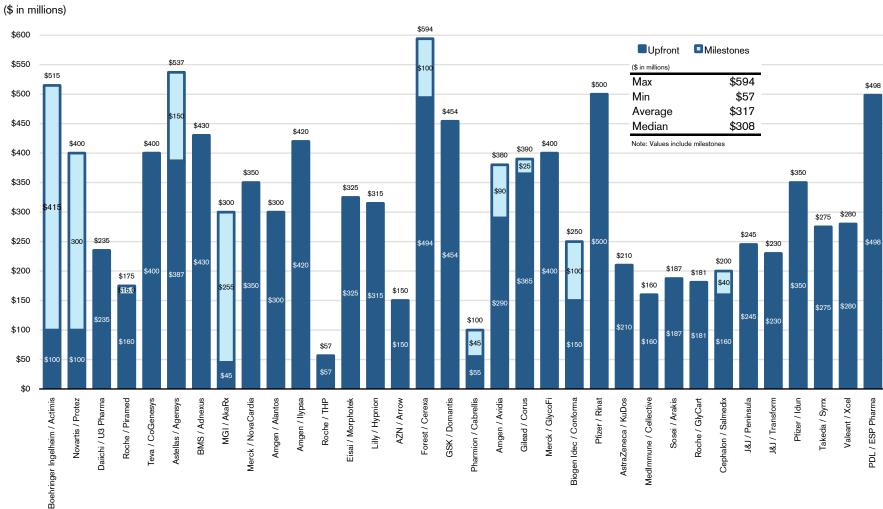
5) Purchased remaining shares for \$404M (Ipsen previously held 40% of Tercica) and values Company at \$663M.

(6) Majority of transaction value was milestones.

# nsaved Document / 10/20/2008 / 3:44 PM

# Development stage company transaction values have ranged from \$200M to \$500M...

### **Private biotech transactions since 2005**



Source: Company press releases and VentureSource. As of September 2, 2008.

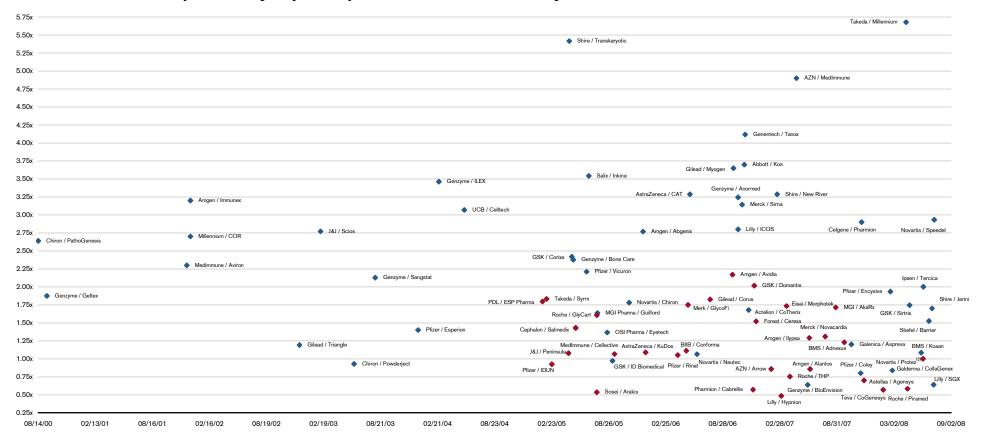
# Jnsaved Document / 10/20/2008 / 3:44 PM

### ...and multiples are attractive and trading up

### CS identified and analyzed the transaction values of both public and private biotech acquisitions

Analyzed the transaction value as a multiple of probability weighted peak sales for the lead compound(s)

### Transaction value / probability adjusted peak sales over time analysis(1)



<sup>(1)</sup> Probability adjusted sales assumes probability of success of 5% for pre-clinical, 15% for Phase II, 65% for Phase II with data or start Phase III and 90% for NDA filed or with Phase III data.

urce: Company filings, press releases and Wall Street equity research.

Red diamond indicates private company transaction. Current as of September 2, 2008.

<sup>(2)</sup> Multiple calculated based on a probability adjusted transaction value of 35% to account for milestone payments.

## Who has been most acquisitive?

Company	Market cap (\$B) & P/E		'06-'08 key acquisitions		'06-'08 key partnerships		Company Market		o (\$B) & P/E	/E '06-'08 key acquisitions		'06-'08 key partnerships	
_	01/01/07	10/20/08	Company	\$M paid	Company	\$M paid	_	01/01/07	10/20/08	Company	\$M paid	Company	\$M paid
U NOVARTIS	\$156.8	\$138.7	Alcon	\$11,000	Antisoma	\$890	Johnson Johnson	\$191.4	\$182.4	Pfizer (consumer healthcare)	\$16,600	ISIS Pharmaceuticals	\$230
ONOVARIIS	20.5x	13.9x	Chiron	5,400	SGX	515	0	15.9x	14.2x	Conor Medsystems	14,000	Vertex	165
			Speedel	880	CTI	270				Animas	518	Others: ASINEX	
			NeuTec	569	Momenta	263				Vascular Control Systems	NA		
			Protez	400	Bayer Schering	200				Hand Innovations	NA		
			Intercell	364	Others: Prometic, Alnylam, Id	denix				Future Medical Systems	NA		
Schering-Plough	\$22.4	\$23.8	Organon	\$14,400	PTC Therapeutics	\$200	A111 -44	\$74.8	\$90.3	Guidant	\$4,100	Enanta Pharma	\$307
95 Schening-Hough	48.7x	9.3x	· ·		·		Abbott A Promise for Life	17.2x	17.4x	Kos Pharma	3,800	Others: Dharmacon	
	\$151.8	\$102.6	Reliant	\$1,650	Actelion	\$3,250	PTT TOTAL TOT LITE			Nova Science	13		
GlaxoSmithKline	13.3x	11.3x	Sirtris	720	Synta	965	254Th	\$29.9	\$39.6	Myogen	\$2,500	LG Life Sciences	\$202
			CNS	566	XenoPort	640	GILEAD	19.3x	21.2x	Corus	365	Parion Sciences	146
			Domantis	454	Regulus Therapeutics	600	Agr.			Raylo Chemicals	148	Corus	25
			Praecis	55	Amira	425				•		Others: Bristol-Myers So	quibb
			PLIVA	35	Others: Tolerx, Targacept, S							Merck	
					Cytokinetics, Vivalis, Tripos,			\$186.8	\$117.3	Sanofi (Exubera)	\$1,300 <sup>(2</sup>	Kosan	\$250
	\$82.0	\$58.9	MedImmune	\$15,600	Pozen	\$375	Pfizer	11.8x	7.3x	Rinat	478	TransTech	173
AstraZeneca 🕏	12.2x	8.5x	KuDOS	210	Silence	15	The state of the s			Encysive	387	Others: BMS, OSI, Baye	er, Monogran
			Arrow	150	Others: GSK, Roche, Biovat	or				PowderMed	357		
			Atlantis	71	Schering AG, Abbott, NPS					BioRexis	283		
	\$125.8	\$135.3	Ventana	\$3,000	Actelion	\$630				Schwarz Pharma (fesoterodine)	210		
Rocho	19.2x	15.5x	BioVeris	600	Transgene	281				Coley	164		
Koche			NimbleGen	273	Others: Alnylam, Evotec, Act	elion.				Embrex	155		
			545 LS	157	InterMune	,				Serenex	NA		
			Piramed	175				\$59.0	\$38.8	Hypnion	\$315	BioMS Medical	\$497
	\$16.0	\$7.3	Cerexa	\$494	Novexel	\$110	S:00.	14.7x	8.6x	SGX Pharma	64	MacroGenics	494
Forest Laboratories	15.5x	6.6x		·	Mylan	75	any					OSI	385
					Almirall	60						Glenmark	350
				(3)	Replidyne	50		\$94.7	\$66.6	Sirna	\$1,100	Ariad	\$527
	\$125.4	\$81.4	Zentiva	\$518	Oxford BioMedica	\$690	MERCK	13.6x	9.5x	GlycoFi	400	NicOx	351
sanofi aventis	12.9x	8.6x		·	Taiho	360				NovaCardia	350	Avalon	200
					Others: Emergent Biosolution	ns. UCB				Abmaxis	80	Paratek	200
					Acambis, Innogenetics / INS							Intercell	127
40 40 10 1	\$79.7	\$53.1	Abgenix	\$2,200	Daiichi Sankyo	\$200						Advinus	75
<b>AMGEN</b>	15.9x	11.5x	Kyowa Hakko	520	Cytokinetics	75						Others: Schering-Plough	h.
			Ilypsa	420	Others: Fresenius Medical C	are.						SCYNEXIS, Neuroptix	
			Alantos	300	Biovitrum, Genentech, Takeo	,	-	\$51.8	\$36.6	Adnexus	\$505	Pfizer	\$1,000
			Avidia	290	,,		Bristol-Myers Squibb	17.8x	11.2x	Kosan	190	Isis Pharma	192
arte misse.	\$61.0	\$37.3	Millennium	\$8,800	Amgen	\$1,200						Exelixis	140
(Talkada)	18.2x	19.0x	Paradigm	NA	Affymax	430						Others: Dainippon Sur	mitomo
-					XOMA	230	C 2 1 1	NA	NA	Actimis	\$515(4	Ablynx	\$275
					Cell Genesys	320	Boehringer			JNJ & Pfizer (Zantac)	510	Others: MorphoSys, Me	
					Xenon	76	पा∥∥। Ingelheim			3.13 a (Earnas)	0.0	Bayer, Biolipox, XstalBio	
					Others: JPRI, Lundbeck, Sar							AbGenomics	- 1
					Archemix, CanBas, Galaxy B		Marath	\$68.6	\$46.9	Wyeth K.K. Japan	NA	Others: MediVas, Nautili	us Biotech
					Cephalon, Lexicon Genetics		Wyeth	14.5x	9.9x	Haptogen	NA	Solvay, Trubion	35 <b>D</b> 1010011
					Cophaion, Lexicon deficies			1-1.00	0.01	i idplogeri	INA	Contay, Trubion	

Alcon agreed to sell 74M shares and, subject to the exercise of the put/call option, its remaining shares in Alcon for \$11B and \$28B, respectively, to Novartis.

Pfizer acquired Sanofi-aventis' worldwide Exubera rights, as well as the insulin production facilities in Germany, previously jointly owned by Pfizer and Sanofi-aventis.

Sanofi-aventis acquired 24.9% of Zentiva for \$518.0M to become the largest shareholder of Zentiva. Boehringer Ingelheim acquired the U.S. rights to the OTC Zantac product line for \$510M in cash.

Source: Facset, Company press releases and SDC Platinum.

Bio Dollars include upfront payments and future milestones. Current as of October 20, 2008.