



Cultivating New Opportunities: Short-Term Strategies for Long-Term Growth

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Life Sciences Opportunities in India & China: From Innovation to Commercialization

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World Pharmaceutical Market Rankings

<u>Market</u>	<u>2005*</u>	<u>2008*</u>	<u>2020+</u>
China	9	6	2 or 3
India	13	13	Top 10

*Data from IMS Health, Boston Analytics

+PriceWaterhouseCoopers, "The changing dynamics of pharma outsourcing in Asia," 2008.



Clinical Trials in China and India*

<u>Country</u>	<u>Number of Open Studies</u>	<u>Total Number of Studies</u>
China	640	1,302
India	425	1,072

*Data from Clinicaltrials.gov, September 2009



Impressive Talent Pool in China and India*

■ China

- 128 universities and colleges of medicine and pharmaceuticals
- Over 650 institutes dedicated to science and technology
- As of 2007, over 1.6 million science and engineering graduates and 7.7 million enrolled for doctoral and masters programs

*Data from PriceWaterhouseCoopers, “The changing dynamics of pharma outsourcing in Asia,” 2008.



Impressive Talent Pool in China and India*_{cont'd}

■ India

- 300,000 postgraduates and 1,500 Ph.D. students qualify annually in biosciences/engineering
- 150,000 MSc students graduate in chemistry alone
- 700,000 fresh scientists and engineers available every year

*Data from PriceWaterhouseCoopers, “The changing dynamics of pharma outsourcing in Asia,” 2008.



Trends Affecting China's Life Science Sectors

- P.R.C. Health Care Reform Offers Prospect of National Coverage and More Uniform Standards of Care
- “Graying” Demographics Impart a Developed-Nation Aspect to China’s Therapeutic Needs
- Expanding Affluence Fuels Demand for State-of-the-Art Medical Facilities and Technologies
- Emerging “Innovation Culture” Elevates Chinese Pharmaceuticals, Biotechnology, and Biomedicine
- Opening of China’s Pharmacopoeia Promises Influx of New Drug Candidates
- Globalization of Venture Capital Has Aided China In Particular



SciClone Pharmaceuticals, Inc.

Building a Leading Pharmaceutical Business in China



Safe Harbor Statement

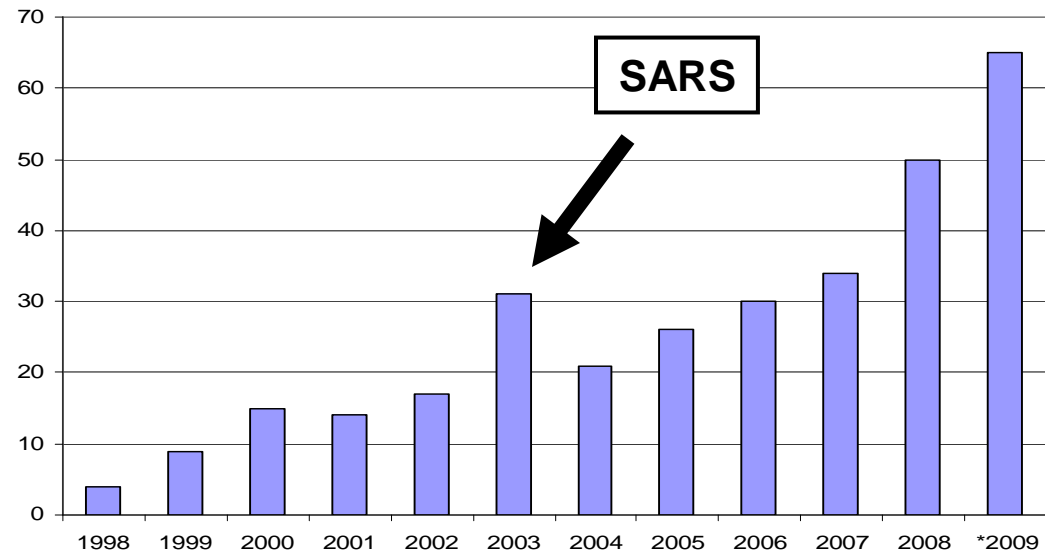
This presentation contains forward-looking statements regarding the business, products and financial results of SciClone Pharmaceuticals, Inc. You are urged to consider statements that include the words “may,” “will,” “would,” “could,” “should,” “might,” “believes,” “estimates,” “projects,” “potential,” “expects,” “plans,” “anticipates,” “intends,” “continues,” “forecast,” “designed,” “goal,” or the negative of those words or other comparable words to be uncertain and forward-looking. These statements are subject to risks and uncertainties that are difficult to predict and actual outcomes may differ materially. These risks and uncertainties include changes to our financial results that may result in the course of completion of our audit, developments with respect to our products. Please also refer to other risks and uncertainties described in SciClone’s filings with the Securities and Exchange Commission. All forward-looking statements are based on information currently available to SciClone and SciClone assumes no obligation to update any such forward-looking statements.

SciClone Success Story with Zadaxin in China

Product Profile

- Product was launched in China in 1996
- Thymalfasin (chemical name of Zadaxin) is a naturally occurring peptide with both direct anti-cancer and immunomodulatory activities
- Indicated for the treatment of hepatitis B and as a vaccine adjuvant
- Used for hepatitis, liver cancer, severe infections, CMV infection after organ transplantation, and other indications

Zadaxin Revenues (\$Million)



* Worldwide 2009 revenue guidance is \$69 to \$71 Million

Key Success Factors

- Built a widely recognized brand
- Competing successfully with local generics
- Broad coverage of cities, hospitals, specialties
- Long-standing Key Opinion Leader relationships

Own company with 175+ Sales Representatives - Extensive Footprint



() = Number of Medical Reps



Growth Opportunity China

- China is already the 5th largest global pharmaceutical market today*
- Expected to rank among the top three global pharmaceutical markets by 2013*
- Growth rates are expected to be > 20% annually over the next 5 years*
- New health care reform plan provides a stable framework
 - Indirect benefits for MNCs (multi national companies)
- To participate in this growth one needs to be on the ground now, or partner with companies with strong presence
- SciClone's China growth strategy focuses on product in-licensing/partnering
- Deals as of now:
 - Commercialization rights to the anti-nausea drug ondansetron RapidFilm™
 - Commercialization rights to embolic agent DC Bead™

* IMS Health, 2009

SciClone China as a Partner of Choice

Product Profile

- Approved in the US and/or Europe or in late stage clinical development

Partner Profile

- Small to medium-sized biotech / specialty pharma company

Partner's Criteria	SciClone China Capabilities
<ul style="list-style-type: none"> ■ Successful track record in China 	<ul style="list-style-type: none"> ■ Large sales and marketing organization ■ Knowledge to build a strong brand ■ Successfully competing against lower-priced generics
<ul style="list-style-type: none"> ■ Access to hospitals & physicians 	<ul style="list-style-type: none"> ■ Broad geographic coverage: 500+ hospitals in 130+ cities ■ Established long-term relationships with physicians in various specialties, incl. cancer, liver diseases, infectious diseases, intensive care, among others
<ul style="list-style-type: none"> ■ Clinical development & product registration 	<ul style="list-style-type: none"> ■ One approved product; one in registration ■ Strengthening clinical / regulatory capabilities
<ul style="list-style-type: none"> ■ Flexible & responsive 	<ul style="list-style-type: none"> ■ Nimble biotech company with fast decision-making process; ■ English communication and contracts



STRATEGIC EXECUTION IN CLINICAL DEVELOPMENT



Company Profile

RxMD is a strategic execution group providing clinical development expertise to the biotech and pharmaceutical community.

Founded in 2000; RxMD is managed and operated by physician-scientists with a successful track record in industry.

RxMD has contributed to the development of several drug candidates and helped bring five drugs to commercialization.

Located in Chennai, India (headquarters) and San Diego, CA.





Core Competencies

- Drug Development Consulting
 - Novel Study Designs
 - Scientific Monitoring
 - CRF Architecture
 - Study Management
- Pharmacovigilance Solutions
 - Post Marketing Surveillance
 - PSUR Creation
 - Label Amendments
 - Signal Evaluation
 - NDA Safety Review
- Scientific Document Guidance
 - Publication Strategies
 - Study Reports
 - Integrated Summaries



Partnering Approach

- RxMD presents a unique partnership opportunity for biotech and pharmaceutical companies
 - Efficiently enhance clinical assets by leveraging RxMD’s distinguished intellectual capital
 - Impact consulting for challenging clinical development needs
- And for partners seeking more innovative collaborations...
 - RxMD eschews traditional “fee for service” relationships
 - Provides strategic resources and expertise to de-risk assets through clinical Proof of Concept as a fully integrated partner
 - In exchange, partners award regional IP rights upon successful execution of programs