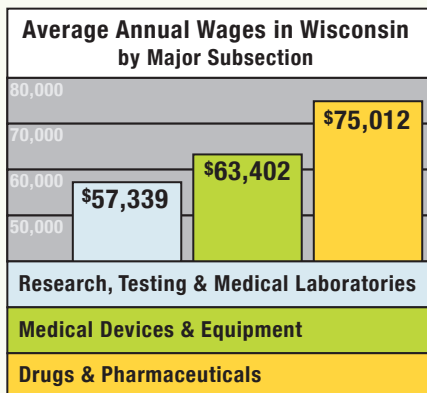




The Wisconsin Biotechnology Industry



- **608** Biotechnology companies in Wisconsin
- **19,818** people employed by Biotechnology companies in Wisconsin
- **71,600** total employment impact in Wisconsin

Source: www.bio.org, State BioScience Initiatives 2008

Representative Biotech in Wisconsin

- Blood Center of Wisconsin
- Monsanto-Agracetus
- Sigma-Aldrich Corporation
- Cardinal Health
- Thermo Fisher Scientific
- Genzyme Corporation
- Covance
- GE Healthcare
- Hologic
- Life Technologies
- Clontech
- DDN
- Prodesse
- Pharming
- TomoTherapy
- PPD
- Takeda
- Promega
- Roche Pharmaceuticals
- Catalent Pharma Solutions
- Marshfield Clinic Applied Sciences
- Bruker Corporation
- Phillips Plastics Corporation
- Cambridge Major Laboratories

Wisconsin has been host to a variety of important scientific meetings including:

- 2008 World Stem Cell Summit
- 2009 annual meeting of the RNA Society
- 2009 Molecular Genetics of Bacteria and Phages Meeting
- 2009 International Symbiosis Society Congress

\$50 million

invested annually, on average, between 2002 & 2007

Source: Thomson Reuters VentureXpert Database, 2002-2007, as of 05/01/08

Wisconsin's Biotechnology Industry Ranks Among Nation's Best

- **11th best** in Higher Education Degrees in Biotechnology Fields
- **13th best** in Total Academic R&D Expenditures
- **15th best** in Biotechnology R&D Expenditures
- **16th best** in NIH Funding

Source: www.bio.org, State BioScience Initiatives 2008

Wisconsin Biotechnology in the News

Genetic Engineering & Biotechnology News (GEN) (May 2009) described Madison, Wisconsin as a region with a specialized concentration in pharmaceuticals, medical devices, agricultural feedstocks, chemicals, research and testing, and medical laboratories.

Genome Technology (June 2008) identified Wisconsin as one of eleven established biotech regions, along with Boston/Cambridge; Research Triangle, NC; San Diego; Singapore and the San Francisco Bay Area.

Fierce Biotech, an observer of the world's biotech industry, rates Wisconsin as one of the "five hottest" markets in the world.

Accelerate Wisconsin Tax Credit

The Wisconsin Department of Commerce has tailored a variety of funding programs for businesses and investors

- Early Stage Investment Tax Credits
- Technology Assistance Grants (TAG)
- Technology Bridge Grants
- Technology Matching Grants
- Technology Venture Fund Loans
- Technology Development Fund
- Technology Development Loans

Biotechnology Products Developed in Wisconsin

Higher Education in Wisconsin

- **73** degree-granting institutions and branches
- **1,113** Ph.D.'s conferred in 2006/07
- **15.8%** increase in number of Ph.D.'s conferred in 2006/07
- **1,159** First Professional's degrees conferred in 2006/07
- **8,686** Master's degrees conferred in 2006/07
- **2,972** Bachelor's degrees conferred in 2006/07
- **333** Master's degrees conferred in 2006/07

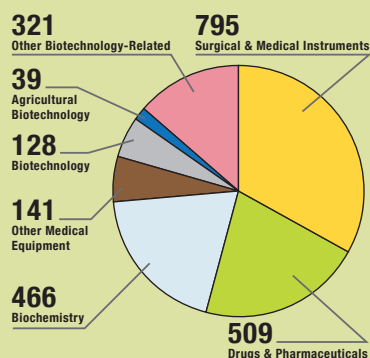
Source: U.S. Department of Education, National Center for Education Statistics, Digest of Education Statistics 2008

Wisconsin Excels at Issuing Patents

14th highest state in nation in number of patents issued

Source: 2007 Development Report Card for the States, Corporation for Enterprise Development

Nearly 2,400 Biotech-related patents Issued in Wisconsin



Source: U.S. Patent & Trademark Office data as available from Thomson Reuters' Delphion Patent Analysis Database, 2002-2007, as of May 1, 2008

ProFlu+ — Detecting H1N1 infections

Prodesse (Milwaukee, WI) is using real-time PCR (polymerase chain reaction) technology in this simple to use and easily integrated test. ProFlu+ can give a result in as little as 3 hours – a significant improvement over culture-based methods which can take days to weeks for a result.

Hectorol® — Helping patients with chronic kidney diseases

Hectorol (Genzyme, Middleton, WI) is indicated for the treatment of secondary hyperparathyroidism in patients with Chronic Kidney Disease. Hectorol has been clinically proven to maintain consistent serum concentrations of vitamin D hormone.

Hi-Art® treatment system — Treating patients with cancer

The Hi-Art system (TomoTherapy, Madison, WI) integrates optimized planning, image-guidance and helical delivery to provide precise, continuous radiation therapy from all angles around the patient.

Cervista™ — Detecting HPV

Cervista™ HPV (Hologic, Madison, WI) is a cervical cancer screening test that detects the human papillomavirus virus (HPV). The test is often used in conjunction with other standard screening methods.

Dynabeads® — For Translational Research of T Cell Expansion

The Dynabeads® ClinExVivo™ CD3/CD28 technology (Invitrogen Dynal, Brown Deer) has been successfully used in ex vivo isolation, activation and expansion of T cells in a number of studies, including studies on HIV infection and cancer.

Accelerator™ CF4 — A Livestock Waste Treatment Product Accelerator™ CF4 (AgTech Products, Waukesha) is a highly stable treatment product that utilizes the powerful enzyme producing activity of natural bacteria to enhance the compost process.

The University of Wisconsin at Madison

... is one of the few research campuses in the world that **contains every link in the drug development chain**, from raw initial research to Stage III human clinical trials.

Source: In Business Magazine, Sept. 2008

... is the pioneer of embryonic stem cell research, which is why we were chosen as **the home for the National Stem Cell Bank**.

Source: www.wicell.org

- **3rd highest number of Ph.D.'s** conferred nationwide
- **6,859 Ph.D.'s** conferred from 1997/98 to 2006/07
- **775 Ph.D.'s** conferred in 2006/07

Source: U.S. Department of Education, National Center for Education Statistics, Digest of Education Statistics 2008

The Wisconsin Genomics Initiative, a collaboration of UW-Madison, Medical College of Wisconsin, UW-Milwaukee and Marshfield Clinic is designed to advance personalized medicine

Wisconsin Alumni Research Foundation: WARF's mission is to support scientific research at the University of Wisconsin-Madison. This is done by:

- Moving inventions arising from the university's laboratories to the marketplace for the benefit of the university, the inventors and society
- Carefully managing an endowment that WARF has grown since its inception

BioForward is the member-driven state association that is the voice of Wisconsin's biotechnology industry. We advocate actively on our members' behalf to create investment and partnership opportunities, attract and retain the best talent, and support public policy that fosters their continued growth. We also provide member-support services that include networking opportunities through a variety of conferences and events, online resources and group purchasing programs. Our members include biotechnology companies, universities, non-profits, service providers, and state, regional and local government representatives.