

**Grow your market share**  
**Control your prospecting costs**  
**Get market intelligence that keeps you ahead**

Call for a free test-drive  
1-888-777-9940  
1-703-383-4903



## PharmSource Lead Sheet

New business opportunities for companies serving pharma

**In a world where timing is everything, we help you get there first.**

- Get up to 70+ fresh, event-driven leads and verified contact information via e-mail every week.
- Know immediately about products entering and moving in the development pipeline, signalling your new opportunities.
- In minutes each week, know who has new funding to spend, financing trends, key appointments, acquisitions, alliances, and more.
- Leads arrive weekly, organized for speedy review and download. Web delivery lets you hotlink to deeper info.
- Set filters to quickly home in on prospects based on dosage form, API, therapeutic area, territory and more.
- Access to excellent targeted marketing information/mailling lists and more via user-friendly, robust search features.
- Get commonly-used e-mail formats for hundreds of biotech and pharma companies.

**PHARM**SOURCE®

# PharmSource Lead Sheet

Products that are "on the move" from one stage to another often are ideal new business targets

Get an immediate history of other recent activity

Commonly-used e-mail formats for most companies

Know who to call to get the sales process started fast

Companies that have just completed a financing have money to spend

### SEATTLE GENETICS

Seattle Genetics develops antibody-based therapies for patients with cancer and autoimmune diseases.  
www.seattlegenetics.com

#### Qualifying Information

Ownership: Public  
Number of Employees: 289  
Annual Revenue: \$51,965,000  
R&D Expenditures: \$119,139,000

[Recent Highlights](#). Click to view past 12 months of lead history on this company

Preclinical Products: 1  
Phase I Products: 4  
Phase III Products: 1

#### Location(s)

**Headquarters**  
21823 - 30th Drive S.E.  
Bothell, WA 98021 USA  
Phone: (425) 527-4000  
Fax: (425) 527-4001  
Standard Email Format: jdoe@seagen.com  
Corporate Email: [contact@seagen.com](mailto:contact@seagen.com)

#### Contact Information

[CORPORATE](#)  
 Clay B. Siegall PhD, *President and CEO*  
 Todd Simpson, *CFO*

[SOURCING AND SUPPLY CHAIN CONTACT](#)  
 Jon Ross, *Senior Manager, Supply Chain Operations*

[MANUFACTURING AND PACKAGING CONTACT](#)  
 Vaughn B. Himes PhD, *EVP, Technical Operations*

[RESEARCH CONTACTS](#)  
 Pamela A. Trail PhD, *CSO*

### PharmSource Lead Sheet

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#### Products in Development

##### PRODUCTS IN PHASE I

<input type="checkbox"/>	<b>Export</b>	<b>Company:</b> <a href="#">Bionomics Limited</a>	
		<b>HQ Location:</b> Thebarton, Australia	
		<b>Product:</b> BNC210	
		<b>Dosage Form:</b> Oral solid	
		<b>Nature of API:</b> Chemical - Normal potency	
		<b>Therapeutic Area:</b> Anti-anxiety	
		<b>Comment:</b> Bionomics reports positive Phase I trial data for its anti-anxiety drug, BNC210. The drug is orally administered. The company expects to initiate two Phase Ib trials soon. <a href="#">Gabriel Kremmidiotis, PhD</a>	
		<input type="checkbox"/> <b>Research contact:</b> <a href="#">Andrew Harvey, PhD</a>	
		<input type="checkbox"/> <b>Preclinical contact:</b> <a href="#">Emile Andriambeloson, PhD</a>	
		<input type="checkbox"/> <b>Research contact:</b> <a href="#">Karl Johe, PhD</a>	
		<a href="#">Print Lead</a> <a href="#">Email Lead</a>	
<input type="checkbox"/>	<b>Export</b>	<b>Company:</b> <a href="#">GlycoVaxyn AG</a>	
		<b>HQ Location:</b> Schlieren, Switzerland	
		<b>Product:</b> GVXN SD133	
		<b>Dosage Form:</b> Parenteral	
		<b>Nature of API:</b> Biologic - Vaccine	
		<b>Therapeutic Area:</b> Biologic - Protein conjugate Gastrointestinal	
		<b>Comment:</b> Vaccine (infectious target) GlycoVaxyn reports positive data from a Phase I trial with GVXN SD133, which immunizes against Shigella dysenteriae, a cause of serious intestinal infections. The conjugate vaccine contains a sugar antigen linked to a carrier protein molecule. <a href="#">Daniel Desgrandchamps</a>	
		<input type="checkbox"/> <b>Clinical research contact:</b> <a href="#">Michael Wacker</a>	
		<input type="checkbox"/> <b>Corporate:</b> <a href="#">Philippe Dro</a>	
		<a href="#">Print Lead</a> <a href="#">Email Lead</a>	
<input type="checkbox"/>	<b>Export</b>	<b>Company:</b> <a href="#">Seattle Genetics</a>	
		<b>HQ Location:</b> Bothell, WA	
		<b>Product:</b> SGN-75	
		<b>Dosage Form:</b> Parenteral - Unspecified	
		<b>Nature of API:</b> Biologic - Monoclonal antibody Chemical - Cytotoxic	
		<b>Therapeutic Area:</b> Biologic - Protein conjugate Oncology - Chemotherapy Oncology - Immunotherapy	
		<b>Comment:</b> Seattle Genetics reports positive preliminary Phase I trial data with SGN-75 for patients with metastatic renal cell	

### PharmSource Lead Sheet

New business opportunities for companies serving pharma

#### Corporate Finance, Alliances and Acquisitions

FOR WEEK OF:  
**10-17-2010**

- [Products in Development](#)
- [Product Acquisitions](#)
- [Corporate Finance](#)
- [Other Sponsor Events](#)
- [Key Appointments](#)
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##### CORPORATE FINANCE

<input type="checkbox"/>	<b>Export</b>	<b>Company:</b> <a href="#">Ambit Biosciences Inc.</a>	
		<b>HQ Location:</b> San Diego, CA	
		<b>Financing Type:</b> Venture capital investment	
		<b>Amount Raised:</b> \$15.00 million	
		<b>Description:</b> Ambit raises \$15 million toward a \$15.9 million round of debt, rights and securities. The use of proceeds was not disclosed.	
		<b>Strategy:</b> Ambit uses its kinase profiling technology to develop small molecule therapeutics for use in oncology and stroke/neuroprotection.	
		<input type="checkbox"/> <b>Corporate:</b> <a href="#">Christopher J. Mori</a>	
		<input type="checkbox"/> <b>Research contact:</b> <a href="#">Wendell Wierenga, PhD</a>	
		<a href="#">Print Lead</a> <a href="#">Email Lead</a>	
<input type="checkbox"/>	<b>Export</b>	<b>Company:</b> <a href="#">Amsterdam Molecular Therapeutics</a>	
		<b>HQ Location:</b> Amsterdam, Netherlands	
		<b>Financing Type:</b> Private equity placement	
		<b>Amount Raised:</b> \$21.00 million	
		<b>Description:</b> Amsterdam Molecular Therapeutics plans to raise \$21 million in the launch of a private equity placement. Proceeds will be used to fund Glybera through its regulatory and commercial development as well as to continue the development of other pipeline programs.	
		<b>Strategy:</b> Amsterdam Molecular Therapeutics develops virus-based therapeutics and vaccines.	
		<input type="checkbox"/> <b>CMC R&amp;D Contact:</b> <a href="#">Hans Preusting, PhD</a>	
		<input type="checkbox"/> <b>Research contact:</b> <a href="#">Harald Petry</a>	
		<a href="#">Print Lead</a> <a href="#">Email Lead</a>	
<input type="checkbox"/>	<b>Export</b>	<b>Company:</b> <a href="#">Anadys Pharmaceuticals, Inc.</a>	
		<b>HQ Location:</b> San Diego, CA	
		<b>Financing Type:</b> Secondary public offering	
		<b>Amount Raised:</b> \$25.00 million	

The PharmSource Lead Sheet is brought to you by PharmSource®, a highly respected global leader in providing market intelligence to the pharma/ biotech industry since 1996.

## All the benefits of an in-house research staff — at a fraction of the cost!

Select the level of service that best meets your needs.

For a price quote, call 1-888-777-9940 or 1-703-383-4903.

- Advantages:**
- Flexibility
  - Freedom of choice
  - Cost control
  - A lead-generation program that suits your organization's needs

Service-Level Options	Basic Subscription	Corporate Subscription	Premier Subscription
<b>Features</b>	For companies with annual revenues less than US \$5 million, and ready for growth-mode.	For small to medium companies that need a more sophisticated set of tools for lead-analysis.	For medium to large companies using a fully integrated sales approach.
Number of Users	Up to 2	Up to 8	Up to 15 <sup>1</sup>
Weekly PLS: Receive up to 70+ fresh leads and contact info every week	✓	✓	✓
Printer-friendly version	✓	✓	✓
Recent Highlights: with one click, view past 12 months of lead history for each company shown in the weekly PLS	✓	✓	✓
Export/Download: put leads into spreadsheet format	—	✓	✓
Preferences Filters: quickly identify leads that match your criteria	—	✓	✓
Full Database Search: conduct unlimited searches	—	✓	✓
Qualifying Information Search: search by company size indicators, funding sources, etc.	—	✓	✓
Ability to print individual leads	—	—	✓
Ability to e-mail individual leads	—	—	✓
Technical support <sup>2</sup>	Up to 2 hours per year included	Up to 4 hours per year included	Up to 6 hours per year included

<sup>1</sup> Up to fifteen (15) users within a single corporate cost-center. Price quotations for larger groups are available upon request.

<sup>2</sup> Additional technical support is available by arrangement.

## When it comes to the quality of our leads, there is no competition!

Spend just 30 minutes a week getting targeted, fresh leads. Spend the other 39½ hours doing what you do best – selling!

### Here's what people are saying about the **PharmSource Lead Sheet**:

- "The PharmSource Lead Sheet is my #1 tool in identifying leads."
- Since we started using the PharmSource Lead Sheet in 2010 it has been a phenomenal lead generator. I would say it has doubled our opportunities, and given us at least 2 hot leads a month and an additional 2-4 other contacts every month that are shaping up as useful long-term relationships.
- "Having the commonly used email formats of companies is terrific! This will be a big time saver. So many people don't answer their phones these days. I typically spend at least 10 minutes trying to find each email address or figure out the format for a company."
- "Your system lets me easily screen out projects that do not fit our capabilities. What's really unique is being able to find out the correct contact person... when the data suggests a potential fit – very efficient!"
- "Your service is fantastic. I know the industry well, and you provide—by far—the most accurate contact names and the most up-to-date information on the pharma pipeline."
- "When we asked our business development team to assess the PharmSource Lead Sheet, everyone gave it 'two thumbs up' and agreed it's a big step above other resources we've used, because it was designed specifically for our industry as a sales and marketing resource."
- "I have been really impressed...we're winning direct business from the PharmSource Lead Sheet."
- "Now that they've used the PharmSource Lead Sheet, our business development managers are adamant about 'needing' it."
- "Thanks so much for your always swift responses and for the helpful hints. This is such a great resource."

To sign up for a FREE test-drive of the PharmSource Lead Sheet, complete and return this form today!

### Test-Drive the PharmSource Lead Sheet FREE!

**PHARMSOURCE**®

P.O. Box 8163  
Springfield, VA 22151  
USA

1-888-777-9940 Toll-free  
1-703-383-4903 Voice  
1-703-383-4905 Fax  
info@pharmsource.com  
www.pharmsource.com

**Yes!** Please call me to schedule my complimentary test-drive of the **PharmSource Lead Sheet!** Show me how I can put it to work to increase sales and better understand the market. I understand this is completely **FREE** with no obligation!

**Please attach business card or print clearly:**

Name \_\_\_\_\_ Street \_\_\_\_\_  
Position \_\_\_\_\_ City \_\_\_\_\_  
Company \_\_\_\_\_ State \_\_\_\_\_  
Phone (\_\_\_\_) \_\_\_\_\_ Zip \_\_\_\_\_  
Fax (\_\_\_\_) \_\_\_\_\_ E-Mail \_\_\_\_\_

For fastest service, please fax this form to our **24-hour FAX HOTLINE** at 1-703-383-4905.