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TOPIC: Biotech's Current Financing Crisis: Opportunities for Pharma?

SPEAKER: Jeffrey M. Bockman, PhD, Vice President, Defined Health

The biotech industry is faced with a growing number of concerns including funding challenges from loss of investor confidence, and stunning increases in company attrition. Biotech companies need to adjust their goals and refocus their programs in order to survive on the finite cash and shorter timelines which are prevalent in today's funding environment. Defined Health has maintained that biotechs have always pursued innovation, but the industry has yet to establish a sustainable business model.

At this program, Dr. Bockman, Vice President at Defined Health, will highlight Defined Health's perspective on what the situation means to Pharma companies, including Japanese Pharma, as well as Biotechs. His discussion will include:

- With a damaged market currently eliminating IPOs as a viable exit, and venture capital investment in an extended trough, Pharma companies represent one of the few options for Biotech survival;
- Biotechs must shift their Proof of Concept development strategy to a "Proof of Relevance" strategy which highlights the necessity for Biotechs to make smart, calculated development decisions that add value to their assets and address the needs & concerns of potential Pharma buyers;
- It is important, and necessary, for today's biotech pipeline assets to target unmet needs or provide significant market differentiation, especially when competing against a generic standard of care.

Dr. Bockman's scientific expertise encompasses a broad range of therapeutic disciplines including Oncology, Infectious Disease, Inflammatory Disorders, Complex Therapeutics and Drug Delivery. He also has extensive commercial and strategic perspective on the pharmaceutical and biotech industries. He has directed hundreds of in-depth licensing opportunity and valuation assessments.

Before joining Defined Health, Dr. Bockman was a Senior Research Scientist and Research Project Leader in the commercial development of oligonucleotide therapeutics for viral diseases and cancer at Inovir Laboratories; and an Assistant Research Professor at The George Washington University School of Medicine. He has worked with two Nobel Prize recipients: Dr. Sidney Altman on ribozymes, and Dr. Stanley Prusiner on prions, and holds four patents in applications of ribozymes as therapeutics and diagnostics. He received a PhD in Medical Microbiology from the University of California at Berkeley.