

Global Biotech Forum For Investing and Partnering

1-2 APRIL 2004 • THE FAIRMONT COPLEY PLAZA HOTEL, BOSTON • WWW.SACHSFORUM.COM

Emerging Markets: Examining the Growth of Biotech in Australia, China and India

By Ronald C. Trahan

WHO KNEW? According to Ernst & Young, Australia ranks sixth in its global census of top biotech countries, and number-one in the Asia Pacific region, generating some 60 percent of total biotechnology revenues for the region. And, did you know that Australia leads Canada, the United Kingdom and the United States in the number of Ph.D.-level students to graduate in biotech-related disciplines per capita? But don't forget India, where, after leading the information technology bandwagon, the government has shifted its emphasis to biotechnology, and investment opportunities in India are very promising. (It's estimated that 10 percent of researchers and 15 percent of scientists in pharma/biotech R&D in the U.S. are of Indian origin.) And the Boston Consulting Group concludes that biotech is flowering in China, too, where there are approximately 300 publicly funded laboratories and about 50 start-up companies. Find out much more about these emerging markets at Sachs-Bloomberg's *Third Annual Global Biotech Forum for Investing & Partnering*, in Boston, Massachusetts, April 1-2, 2004, at The Fairmont Copley Plaza Hotel.

HEAR FROM THESE ACCOMPLISHED INTERNATIONAL AUTHORITIES

Dr. Vibha Ahuja is Deputy General Manager of Biotech Consortium India Limited (BCIL), whose mission is to accelerate development and commercialization of biotechnology in India. For the past 10 years Dr. Ahuja has worked at BCIL, where her most recent focus has included market assessments of various biotech sectors in India and has participated actively in a study for UNIDO (United Nations Industrial Development Organization) on the "Perspective of Biotechnology in the Asia-Pacific Region." She holds a master's degree and a doctorate degree in microbiology.

Dr. Mario Gobbo is Head of Life Sciences for International Finance Corporation (IFC). Previously he worked with Lazard Brothers in London, managing their Central and Eastern European practice. He began his career as a commercial and, later, an investment banker in Milan and London with several financial institutions. Mario worked on the IPO of Ares Serono (now Serono, the largest European biotech company) and Pliva (from Croatia, the most prominent pharma company in Central Europe). He earned an MBA degree and doctorate degree in finance at the Wharton School.

Dr. Gurinder Shahi, a physician with training in molecular biochemistry and in international health policy and management, is CEO and Principal Consultant for BioEnterprise Asia. He has played a key role in the development of several major international initiatives, including the International Vaccine Institute and the Asia-Pacific International Molecular Biology Network. Dr. Shahi is in the midst of completing his latest book—*BioBusiness in Asia: How Asian Countries Can Capitalize on the Life Science Revolution*. In addition, he teaches *Technology and World Change* at Singapore Management University.

BIOTECH POISED FOR BRISK GROWTH OVERSEAS



Stan Yakatan
Chairman and Managing Partner
Katan Associates International

Mr. Yakatan will moderate the "Emerging Markets" panel discussion at the third annual Sachs-Bloomberg "Global Biotech Forum for Investing & Partnering" (www.sachsforum.com) in Boston, April 1-2, 2004.

"The emerging markets that our panel will focus on are certainly ripe with emerging biotech companies that have a combination of validated technology, superior products, creative and proprietary business models, an efficient labor pool and a solid financial structure. And, in each case, there is significant governmental support for biotech in Australia, China and India. All of these factors will no doubt be of great interest to investors," says **Stan Yakatan**, Chairman and Managing Partner at Katan Associates International (www.katanassociates.com). Mr. Yakatan, who will moderate the "Emerging Markets" panel discussion, has founded or co-founded 15 companies in the United States, Canada, Israel, France and Germany. He currently serves as strategic advisor to the state government of Victoria, Australia, and as Chairman of the Board of Lifepoint (AMEX: "LFP").

Co-sponsors of the Sachs-Bloomberg *Third Annual Global Biotech Forum for Investing & Partnering* include: AstraZeneca Pharmaceuticals, Fish & Richardson P.C., Invest Australia, Katan Associates and Kirkpatrick & Lockhart LLP. Conference partners include: Ronald Trahan Associates ("RTA") Inc., Massachusetts Biotechnology Council, BioExec Ventures, GSAS Harvard Biotechnology Club, LaVoie Strategic Communications Group and The Trout Group.

To register for the conference, contact Ms. Pernilla Hellsten at Pernilla@sachsforum.com.

Ronald C. Trahan is president of Ronald Trahan Associates ("RTA") Inc., a public relations/investor relations firm that serves big and small life science companies, both public and private (www.ronaldtrahan.com).

Hear from these and other leading experts at Sachs-Bloomberg's "Global Biotech Forum for Investing & Partnering:"



Dr. Vibha Ahuja
Deputy General Manager
Biotech Consortium India Limited
New Delhi, India



Dr. Mario Gobbo
Head, Life Sciences
International Finance Corporation
Washington, D.C.



Dr. Gurinder Shahi
Chief Executive Officer
BioEnterprise Asia
Singapore