

## 07 GENZYME

500 Kendall St., Cambridge, MA 02142  
Tel: (617) 252-7500 Fax: (617) 252-7600  
www.genzyme.com

<b>HEADCOUNT</b>	11,000
<b>YEAR ESTABLISHED</b>	1981
<b>BIOPHARMA REVENUES</b>	\$3,182 +15%
<b>TOTAL REVENUES</b>	\$4,605 +21%
<b>NET INCOME</b>	\$421 -12%
<b>R&amp;D BUDGET</b>	\$1,308 +77%

### DRUGS APPROVED/LAUNCHED

<i>Drug</i>	<i>Indication</i>
Renvela	chronic kidney disease (EU)
Synvisc-One	osteoarthritis of the knee
Mozobil	non-Hodgkin's lymphoma, multiple myeloma

### DRUGS PENDING APPROVAL

<i>Drug</i>	<i>Indication</i>
Mozobil	lymphoma and multiple myeloma (EU)
Clolar	acute myelogenous leukemia

### DRUGS IN PHASE IIB AND BEYOND

<i>Drug</i>	<i>Indication</i>
genz-112638	Gaucher disease type 1
sevelamer carbonate	chronic kidney disease, hyperphosphatemia
mipomersen sodium	hypercholesterolemia, coronary heart disease
clofarabine (IV) and cytarabine	acute myelogenous leukemia
ptc124	cystic fibrosis
alemtuzumab	multiple sclerosis

### EARLY RESEARCH PROJECTS

<i>Drug</i>	<i>Indication</i>
gc1008	focal segmental glomerulosclerosis, renal cell carcinoma, melanoma
clofarabine	hematologic malignancies

### TOP SELLING DRUGS

<i>Drug</i>	<i>Indication</i>	<i>\$</i>	<i>(+/- %)</i>
Cerezyme	Gaucher disease	\$1,239	9%
Renagel	hemodialysis	\$678	12%
Fabrazyme	Fabry disease	\$494	17%
Myozyme	Pompe disease	\$296	47%
Thymoglobulin/ Lymphoglobulin	transplantation	\$183	10%
Aldurazyme	Mucopoly-saccharidosis I	\$151	n/a
Thyrogen	thyroid cancer	\$148	30%
Hectorol	renal disease	\$128	10%

Account for 88% of total biopharma sales, down from 95% in 2007.

## 08 CSL

45 Poplar Rd., Parkville, Victoria 3052, Australia  
Tel: +61 3 9389 1911 Fax: +61 3 9389 1434  
www.csl.com.au

<b>HEADCOUNT</b>	10,000+
<b>YEAR ESTABLISHED</b>	1916
<b>BIOPHARMA REVENUES</b>	\$2,961 +27%/+12%*
<b>ROYALTY REVENUES</b>	\$174 +115%/+15%*
<b>TOTAL REVENUES</b>	\$3,401 +31%/+88%*
<b>NET INCOME</b>	\$629 +49%/+30%*
<b>R&amp;D BUDGET</b>	\$202 +34%/+18%*

\* converted at avg. exch. rate / based on local currency (AUD)

### DRUGS APPROVED/LAUNCHED

<i>Drug</i>	<i>Indication</i>
Panvax	avian influenza (Australia)

### DRUGS PENDING APPROVAL

<i>Drug</i>	<i>Indication</i>
Panvax	avian influenza - pediatric (EU)
Hemocomplettan	congenital fibrinogen deficiency

### DRUGS IN PHASE IIB AND BEYOND

<i>Drug</i>	<i>Indication</i>
csl718	primary immune deficiency
IV immunoglobulin	secondary recurrent miscarriage
Beriplex	blood coagulation disorders, acute major bleeding

immunoglobulin G	primary immune deficiency
human fxIII concentrate	factor XIII deficiency
human fibrinogen concentrate	afibrinogenemia, hypofibrinogenemia, fibrinogen deficiency
zemaïra	emphysema caused by API deficiency

### TOP SELLING DRUGS

<i>Drug</i>	<i>Indication</i>	<i>\$</i>	<i>(+/- %)</i>
Immunology		\$885	29%
Plasma-derived coagulants		\$531	16%
Recombinant FVIII		\$405	15%
Biotherapies (incl. Gardasil)		\$481	52%

Account for 78% of total biopharma sales, same as previous year.

NOTE: Fiscal year goes from July 1 - June 30.

## 09 ALLERGAN

2525 Dupont Dr., Irvine, CA 92612  
Tel: (714) 246-4500 Fax: (714) 246-4971  
[www.allergan.com](http://www.allergan.com)

<b>HEADCOUNT</b>	8,000+
<b>YEAR ESTABLISHED</b>	1950
<b>BIOPHARMA REVENUES</b>	\$1,311 +8%
<b>TOTAL REVENUES</b>	\$4,340 +10%
<b>NET INCOME</b>	\$579 +16%
<b>R&amp;D BUDGET</b>	\$798 +11%

### DRUGS APPROVED/LAUNCHED

<i>Drug</i>	<i>Indication</i>
Latisse	hypotrichosis of eyelashes
Trivaris	sympathetic ophthalmia, temporal arteritis, uveitis, and ocular inflammatory conditions
Osurdex	macular edema associated with retinal vein occlusion

### DRUGS PENDING APPROVAL

<i>Drug</i>	<i>Indication</i>
Lumigan	glaucoma (IOP)
Acular X	inflammation
Botox	post-stroke upper limb spasticity

### DRUGS IN PHASE IIB AND BEYOND

<i>Drug</i>	<i>Indication</i>
Posurdex	diabetic macular edema, uveitis
Zymar X	anti-infection

Botox chronic migraine, overactive bladder - neurogenic

### EARLY RESEARCH PROJECTS

<i>Drug</i>	<i>Indication</i>
tki	age-related macular degeneration
agn-2XXXXX	pain
targeted Botox	pain (next generation neuromodulator)

### DRUGS COMING OFF PATENT

<i>Drug</i>	<i>Indication</i>
Acular	eye pain (2009)

### TOP SELLING DRUGS

<i>Drug</i>	<i>Indication</i>	<i>\$</i>	<i>(+/- %)</i>
Botox	furrowed brow	\$1,311	8%

Account for 100% of total biopharma sales, same as in 2007.

## 10 ALEXION PHARMA

325 Knotter Dr. Cheshire, CT 06410  
Tel: (203) 272-ALXN (2596) Fax: (203) 271-8198  
[www.alexionpharma.com](http://www.alexionpharma.com)

<b>HEADCOUNT</b>	500
<b>YEAR ESTABLISHED</b>	1992
<b>BIOPHARMA REVENUES</b>	\$259 292%
<b>TOTAL REVENUES</b>	\$259 260%
<b>NET INCOME</b>	\$33 N/A
<b>R&amp;D BUDGET</b>	\$63 -9%

### DRUGS PENDING APPROVAL

<i>Drug</i>	<i>Indication</i>
Soliris	paroxysmal nocturnal hemoglobinuria (PNH) (Japan)

### DRUGS IN PHASE IIB AND BEYOND

<i>Drug</i>	<i>Indication</i>
Soliris	high risk renal disorders, myasthenia gravis, multifocal motor neuropathy
eculizumab	asthma
cd200	chronic lymphocytic leukemia

### EARLY RESEARCH PROJECTS

<i>Drug</i>	<i>Indication</i>
Soliris	hematological, kidney disorders
eculizumab	dry age-related macular degeneration
cd200	multiple myeloma
alxn6000	b-cell chronic lymphocytic leukemia

### TOP SELLING DRUGS

<i>Drug</i>	<i>Indication</i>	<i>\$</i>	<i>(+/- %)</i>
Soliris*	PNH	\$259	292%

Account for 100% of total biopharma sales, same as in 2007.

\* First full year of sales