

Georgia biosciences set to take national stage

Biotech investing

Venture capital invested in Georgia biotech companies 1995-2008

1995-2000
\$88 million
15 deals

2001-2005
\$124.2 million
16 deals

2006-2008
\$118.7 million
17 deals



Source: Selig Center for Economic Growth, based on The MoneyTree Report by PricewaterhouseCoopers LLP and the National Venture Capital Association with data from Thomson Financial

After years of hovering in the background, Georgia's burgeoning life sciences industry is finally getting noticed.

More than 20,000 bioscience professionals are expected to flock to the Peach State next year for the 2009 BIO International Convention, the industry's largest annual gathering.

The state's life sciences industry has grown dramatically in the past decade — growing by 140 percent since 1993 and ranking No. 7 in total number of life science companies nationwide, according to the Georgia Innovation Crescent Regional Partnership.

The industry provided more than 15,000 jobs and \$940 million-plus in annual wages in 2006 alone, a report by The University of Georgia's Selig Center

GEORGIA BIO™

for Economic Growth shows. The industry is also projected to produce \$7.8 billion in Georgia-generated sales this year, according to the study.

On Sept. 24, at the Georgia World Congress Center, hundreds of life sciences leaders will gather at the 2008 Georgia Life Sciences Summit to discuss the industry's latest innovations — from the growth of biofuels in an era of rising energy prices to astounding breakthroughs in cardiovascular and neuroscience research. The event will feature 70 regional, national and international experts in science, business

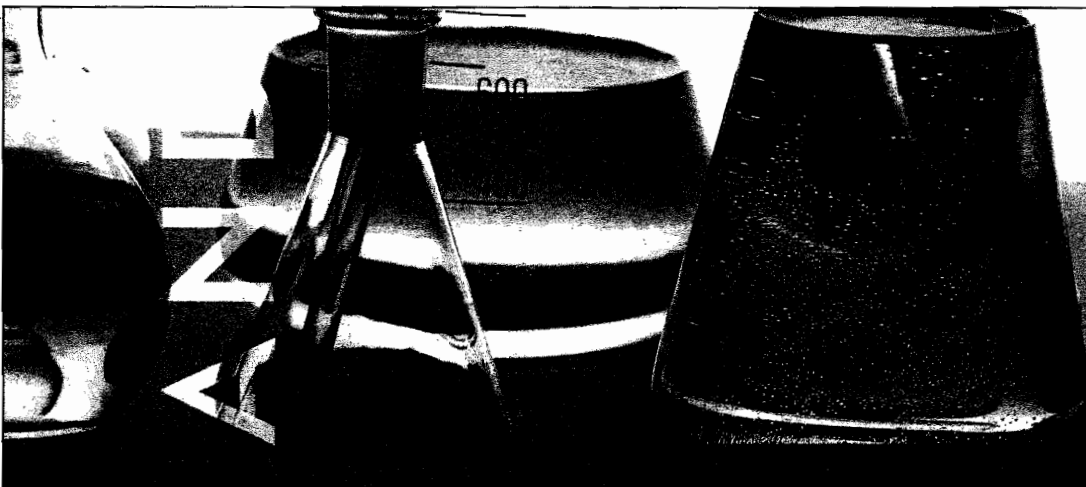
development, finance and public policy, as well as showcase some of the state's hottest up-and-coming life science companies.

Dozens of companies and universities will also display their latest research and product advances at the exhibit hall. More than 800 professionals are expected to attend the event — the premier life sciences conference in the Southeast.

This year's Life Sciences Report is both a guide to the summit and a look at the latest trends and issues surrounding this rising industry.

For more information about the summit, visit Georgia Bio's Web site at www.gabio.org.

— *Misty Williams*
Industry Focus editor



While one of the world's leading biotechnology companies is creating regenerative tissue cultures, we're working hard to protect its cells from the competition.

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Georgia bioscience industry expects boost in '08

By Lori Johnston
CONTRIBUTING WRITER

The state's life sciences industry is expected to produce \$7.8 billion in Georgia-generated sales in 2008, according to a new study.

"It's come from nothing to a modest industry," said Eric Tomlinson, CEO of **Altea Therapeutics Corp.**, an Atlanta-based specialty pharmaceutical company.

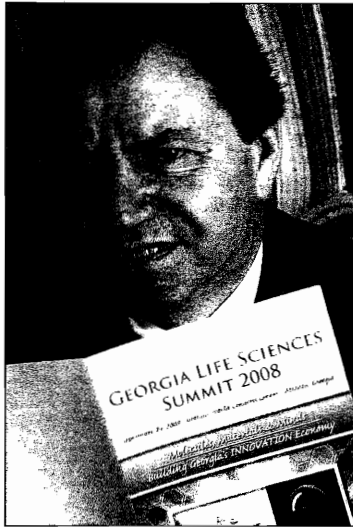
Sales this year are up from an estimated \$6 billion two years ago and \$6.9 billion in 2007, the 2008 Georgia Life Sciences Industry Analysis shows. Forty-seven companies were surveyed for the study.

The jump in sales reflects significant increases in productivity among the state's nearly 300 life sciences companies, said Charles Craig, president of the nonprofit **Georgia Bio**, which sponsored the third annual "Shaping Infinity" report, along with **Georgia Allies**. Produced by the Selig Center for Economic Growth at **The University of Georgia**, the report will be unveiled at the Sept. 24 Georgia Life Sciences Summit.

There are 412 products on the market and 306 under development, according to the study. Of those 306 products, 234 require Food and Drug Administration approval.

"That's what life sciences is all about," said Bob McNally, CEO of Atlanta-based **GeoVax Inc.**, which specializes in human vaccines. "Who's got the latest and greatest technology that's going to get people's attention and attract capital and attract talent?"

The state is starting to see a reasonable number of products emerging, Tomlinson said. That's happening as



JOANN WITELLI

Gaining ground: Georgia Bio President Charles Craig sees potential in the state's young life sciences industry.

companies continue to grapple with financial struggles.

If access to capital continues to slow, Tomlinson said he expects to see a number of pharmaceutical, biotechnology and other life sciences companies shut down.

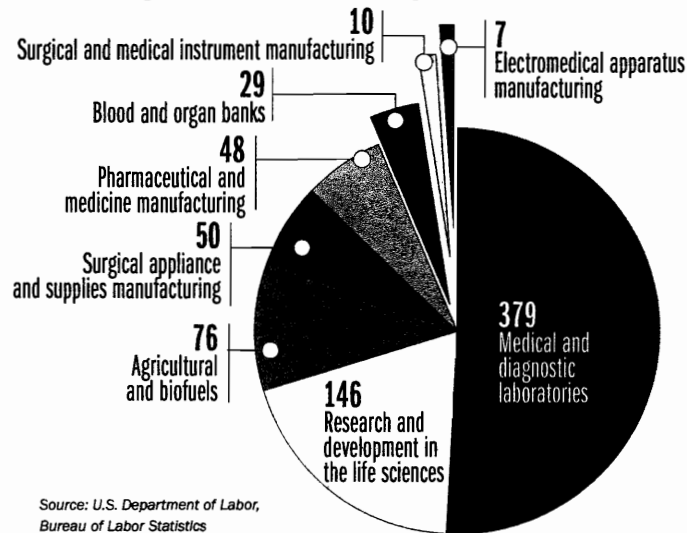
"Having said that, I do think there are a number of shining points here," he said.

The industry has great support from local attorneys, accountants and developers, who see opportunities for growth, Tomlinson said.

Medical and diagnostic laboratories, surgical appliance and supplies manufacturing, and life sciences research and

Shaping infinity

Number of Georgia life science companies and diagnostics labs by sector in 2006



Source: U.S. Department of Labor, Bureau of Labor Statistics

development spurred the growth in life sciences from 2001-2006, making it the fastest-growing industry in the state.

The rate slowed in some sectors between 2005 and 2006, but biofuel and bioenergy firms are emerging, according to the report.

A total of 15,283 jobs were created by private companies in the life sciences industry, with the largest number — 5,144 — in medical and diagnostic laboratories. The state's life sciences firms produced more than \$940 million in annual wages in 2006, the most recent data, with an average wage of \$61,507.

"This industry is going to continue to grow and going to continue to become a greater part of Georgia's economy," Craig said. "The state is moving toward a bio-economy because the application of life sciences technologies is key to the growth of these major industry sectors — health care, agriculture and bioenergy and industrial production."

Existing companies are seeking to grow. More than half the survey respondents planned to add a total of 228 jobs within the next year, according to the report.

"It's a young industry," Craig said. "There's a lot of potential for growth."

Nonprofit helps elevate Georgia life sciences industry profile

By Lori Johnston
CONTRIBUTING WRITER

Georgia Bio will celebrate its 20th anniversary next year by bringing attention to Atlanta as the host of the 2009 BIO International Convention — the world's largest

Georgia Bio

Georgia Bio is a nonprofit, membership-based organization that promotes the interests and growth of the state's life sciences industry. An affiliate of the Washington, D.C.-based Biotechnology

Altea Therapeutics Corp., and emerging firms such as **AtheroGenics Inc.**

The group works to represent and promote the interest of the life sciences in Georgia.

Georgia Bio is serving on the front-line in preparation for BIO 2009, said

Taking the lead

Georgia Bio named nine new members to its board of directors this year:

Stephen Hill, president and CEO, Solvay Pharmaceuticals Inc.

Tina McKeon, principal, Fish & Richardson P.C.

Charles McTier, retired president, Robert W. Woodruff Foundation

Ed Redden, president