

**Washington Bioscience
Roundtable
December 2, 2009
The Washington State Life
Science *Sector***

Remarks by
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Life Science Industry: Components

- Profitable Leaders: Immunex, ATL
- Public: Zymogenetics, Seattle Genetics
- GLSB: Axio, Geospiza, TranSenda
- Startups
- Nationals: Bristol-Myers Squibb, Merck, Gilead, Amgen, Phillips, Medtronic
- Non-Profit: UW, PNNL, WSU, FHCRRC, SBRI, PATH

Where We Stand...

Category	1990s	Today
Profitable	✓ ✓	
Public	✓ ✓	✓
GLSB**		
Start-ups**	✓	
Non-Profit		✓ ✓
Nationals		✓ ✓

Sub-Sectors

- Startups
- Good Life Science Businesses
- Comments based on research
 - Entrepreneurs that had started life science companies
 - Conducted by Jim Severson, Jack Faris, Tom Ranken
 - Funded by WBBA and City of Seattle

Venture Financed Life Science Cos.

Washington State/2000s

- ✓ Acucela
- ✓ Alder
- ✓ Allozyne
- ✓ Anawah
- ✓ Calistoga
- ✓ Corus Pharma
- ✓ Fate Therapeutics
- ✓ PharmSelex
- ✓ Homestead
- ✓ Ikaria
- ✓ Immune Design
- ✓ Mirina
- ✓ NeuroBionics
- ✓ Nura
- ✓ PhaseRx
- ✓ Primal
- ✓ Recodagen
- ✓ Regulome
- ✓ Seredigm
- ✓ Sound
- ✓ Endogastric Solutions
- ✓ Teranode
- ✓ Nanostring
- ✓ Theraclone
- ✓ Trubion
- ✓ VentiRx
- ✓ VieVax
- ✓ VLST
- ✓ XORI
- ✓ Archus Orthopedics
- ✓ Cardiac Dimensions
- ✓ Clario Medical Imaging
- ✓ Mirabilis Medica
- ✓ Uptake

A Round Financing

- Company started and A Round Venture financed in Washington State
- 34 companies (3.4 per year)
- Estimated \$285 million (Commitments, not necessarily cash)
- NOT ENOUGH SHOTS ON GOAL

Findings: Venture Capital

- Venture deals occur for businesses that have potential annual revenues greater than \$200 M.
- Bigger Markets for Finance
 - Investment expertise is so specialized that it should be sought regardless of geography.
 - Local leads are important.

Good Life Science Businesses

- Very little exists in Washington.
- Few that do exist base their revenues in Washington.
- Good life science businesses with prospects up to \$200M in revenues.
- CROs, toxicology, science equipment and supplies, software, consultants, etc.
- Creates a stable sector base, which does not exist today.
- Will help recruiting to the area.

Findings: Angel Capital

- Angel money is nearly the sole source for very early life science concepts and GLSB.
- Angel networks have little life science expertise.
- Angel capital is difficult to identify and access in Washington.
- Only \$1.75 M raised in two years.
 - \$1.4M is second time around.

The Future

- Need more GLSB companies
- Need more “shots on goal.”
- The state need to be more aggressive.
- If these things don't happen, WYSIWYG