Genzyme Today

Therapeutic Area Portfolio

LSDs/ Rare Diseases
- Cerezyme®
- Fabrazyme®
- Aldurazyme®
- Myozyme®
- DX-88
- Niemann-Pick

Renal
- Renagel®
- Renagel-CKD
- aPKD

Orthopaedics
- Synvisc®
- Carticel®
- Synvisc II
- hylastan

Transplant & Immune Disorders
- Thymoglobulin®
- tolevamer
- Campath-MS
- Iron chelator

Oncology/Endocrinology
- Campath®
- Clolar™
- Thyrogen®
- Thyrogen-ablation
- TSH-goiter
- tasidotin HCl
- Anti TGF-β

Diagnostics/Genetics

Marketed Products in Green
A History of Genzyme through M&A

- **1981-82: Whatman Reeve Angel plc (Kent, UK) & Koch-Lite Limited (Haverhill, UK)**
  - Manufacturing facilities; diagnostic product & fine chemicals businesses

- **1989: Integrated Genetics, Inc. (Framingham, MA)**
  - Core technology for rDNA & genetics; foundation for Cerezyme® & other research programs

- **1992: Vivigen, Inc. (Santa Fe, NM)**
  - Leading provider of pre-natal diagnostic testing services

- **2000: GelTex Pharmaceuticals, Inc. (Waltham, MA)**
  - Renagel®, Welchol® & tolevamer; expertise in polymer chemistry

- **2000: Biomatrix, Inc. (Ridgefield, NJ)**
  - Synvisc®, Hylaform® & hylastan; expand biomaterials presence

- **2003: SangStat Medical Corp. (Fremont, CA)**
  - Thymoglobulin® & Lymphoglobuline®; entry into transplant & capital for immune disease business

- **2004: Impath, Inc. (New York, NY, Los Angeles, CA)**
  - Leading provider of cancer diagnostic testing services

- **2004: ILEX Oncology, Inc. (San Antonio, TX)**
  - Campath® & Clolar™; launch of commercial oncology business

- **2005 (pending): Bone Care International, Inc. (Madison, WI)**
  - Hectorol®; add scale to renal business
M&A and the Biotechnology Industry

- M&A happens (and that’s a good thing)
- It’s better to be the buyer
  - Sellers are monetizing assets
  - Buyers are building businesses
    - Augmenting internal resources and adding infrastructure to achieve “critical mass”
    - Accessing platform technologies to fuel further innovation
    - Acquiring new products and associated cash flows to re-invest in R&D
- Being a buyer is cultural
  - Building stakeholder (e.g., investor, employee) value
  - Taking risks
- Government’s role should be to create a “buyer-friendly” environment
  - Enhance catalysts
  - Remove barriers
Catalysts for Biotech in Massachusetts

- World-class science
  - Highly-trained workforce
  - Lots of great ideas

- Entrepreneurial ferment
  - Technology platforms and development compounds are starting points
  - Management talent (moving both ways)

- Venture capital
  - Important competitive advantage
  - Capital flows are global; investments are local
Barriers to Biotech in Massachusetts

- Lack of affordable housing
  - Increases labor costs; reduces labor pool

- Complex facility permitting process
  - Time is money
  - Uncertainty drives out innovators

- Potential legislation creating a “Hostile Work Environment”
  - Restrictions on stem cell research
  - Drug price controls and cross-border sales

- Science education
  - Creates public support
  - Creates long-term labor pool