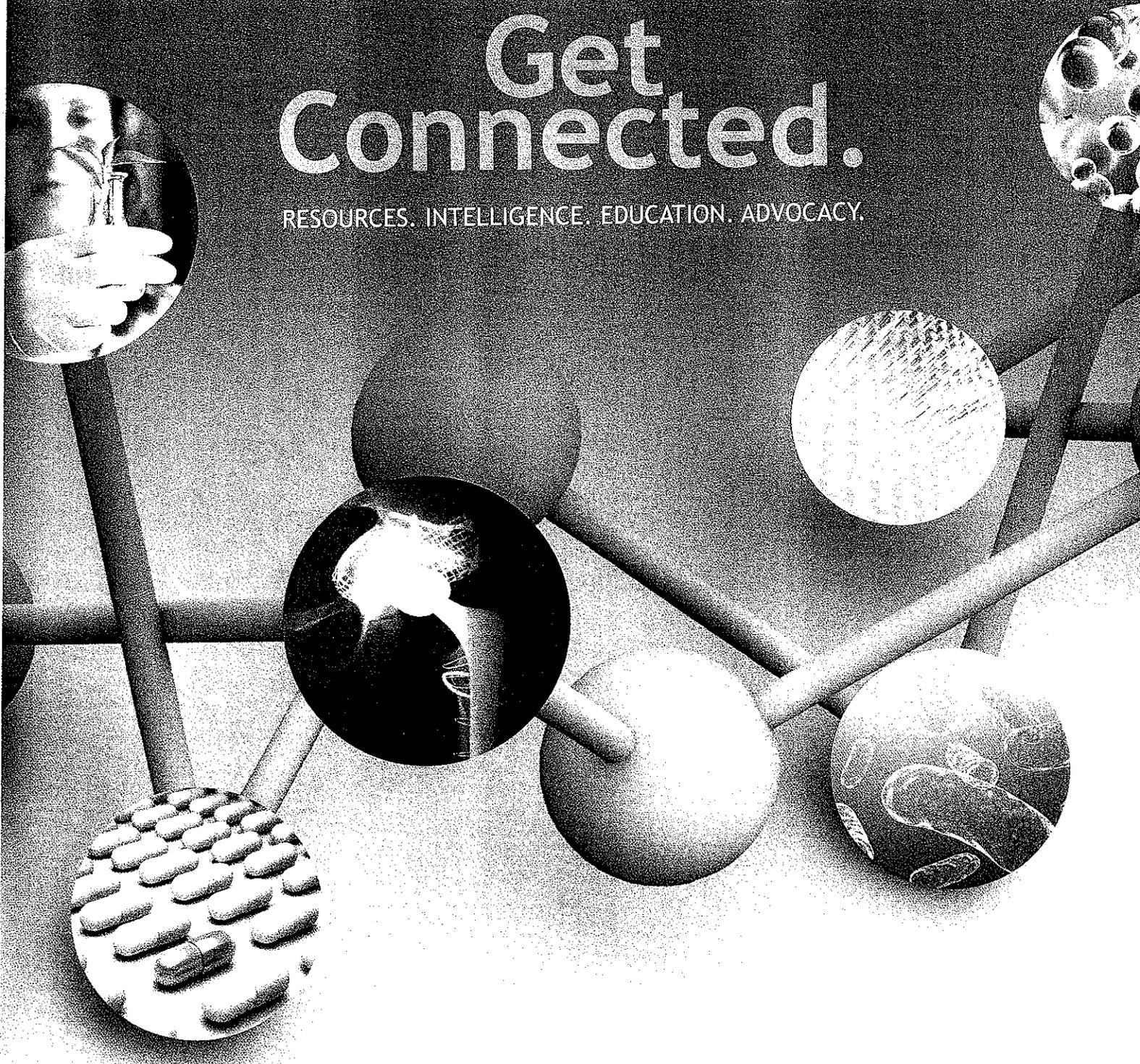


Get Connected.

RESOURCES. INTELLIGENCE. EDUCATION. ADVOCACY.

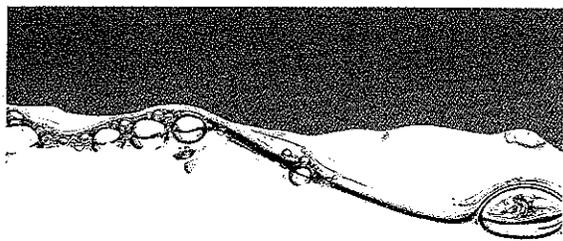


MICH

DRIVING INNOVATION



GROWTH



Growing a business is about connecting with the right people, finding crucial resources, learning what you need to know and watching the bottom line. At MichBio, we know the players, the market and what it takes to succeed. Our members gain access to a rich network of contacts that gets them in the right place at the right time, saving both time and money.

Driving Michigan's Bio-Industry

MichBio members are able to mine valuable resources and referrals that advance business-to-business relationships, forge partnerships and contribute to growth.

MichBio has provided me and our company with forums for interacting with key government officials that would have otherwise been difficult or impossible to have. This has allowed to new relationships which are likely to bear fruit in the future.

*Mark Sutter, CEO,
Terumo Cardiovascular Systems*

Education and Networking

MichBio sponsors or co-sponsors programs where people learn from experts on topics, including best practices, regulatory changes, capital formation and more. Most events are open to members and non-members, with members afforded free or reduced rates. MichBio's primary statewide events are:

- **MichBio Expo & Conference**, the state's premier annual gathering of biosciences professionals, held in the fall.
- **MichBio Annual Business Meeting**, a popular spring event featuring a pre-meeting workshop, networking dinner and exhibits, and keynote address by an industry leader.

Advocacy

MichBio works to influence legislative and regulatory policy related to medical devices, pharma, diagnostics, bio-fuels, ag-bio, food and other industry sectors at the local, state and federal levels. It was instrumental in forming the Michigan Biosciences Legislative Caucus, as well as House- and Senate-based legislative infrastructure focused on biosciences, a first nationally.

MichBio is the formal state affiliate of the Biotechnology Industry Organization (BIO) and its Council of State Biosciences Association. MichBio interfaces with other national industry organizations like, but not limited to, PhRMA, AdvaMed, MDMA, HDMA, CHPA, GPhA, and CRN.



"Not only has MichBio been a great conduit for getting information about our company out to important stakeholders, the flow of information it disseminates regularly is useful and reliable. Combined with the opportunities to network with other companies, investors, regulatory experts, vendors and others, MichBio is a valuable ally for growing companies in Michigan."

Roger Newton, Ph.D., President and CEO, Esperion Therapeutics

Business Intelligence

A prolific communications program keeps MichBio members apprised of member and industry news, events and issues.

- **BioMatters Magazine**, a bi-annual publication (spring and fall) chronicling the discoveries, trends, issues and personalities shaping Michigan biosciences. The spring issue also contains the Michigan Biosciences Directory and Resource Guide.
- **The Michigan Biosciences LINK**, a monthly e-newsletter, featuring member profiles, news, legislative updates, events, etc.
- **Advocacy Alerts**, up-to-the-minute reports of public policy news.
- **www.michbio.org**, the robust website, drawing more than 13,000 visitors each month.

More Member Benefits

- **Discounted:**
 - Events
 - MichBio Career Center listings/advertising (www.michbio.org/careers)
 - Advertising in BioMatters Magazine, the LINK newsletter, and on MichBio's website.
- Your member press releases, events and want ads on MichBio's website
- Profiles/features in the LINK and BioMatters Magazine
- Members-Only LinkedIn Group

Annual dues are based on the number of employees and type of organization. Membership extends to all of your employees. For more information or to join online, please visit www.michbio.org or call (734) 527-9150.

Preferred Providers Make the Difference for Members

MichBio members can take advantage of a wide range of products and services through MichBio's Preferred Provider Program. From member dues to travel, there are many ways to save.

Discounts are available in areas such as laboratory products, professional journals, business insurance, information services, office supplies, and more.

How much of a difference does it make? MichBio's pricing agreement with VWR

saved one medical device member 8% (nearly \$43,000) and a small research products member 7% (nearly \$16,000) on laboratory equipment and supplies ordered during a 12-month period. MichBio members save up to 33% on UPS Express air and international shipments and 10% off business services at participating UPS Stores, significantly better than FedEx published rates. Members ordering from Office Depot save an average of 40% and as much as 75% on office supplies.

Contact these and other Preferred Providers (www.michbio.org/preferred-providers) and put your MichBio membership to work!

"The payback in a MichBio membership can be had many times over by participating in MichBio's Preferred Provider Program."

David Zimmermann, CEO, Kalorexyn, Inc.

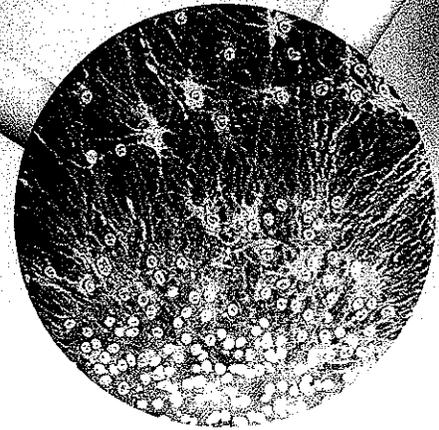
MichBio is a non-profit, statewide trade association whose mission is to drive biosciences industry growth in Michigan. The organization was formed in 1993 as the Michigan Biosciences Industry Association.

MichBio's members are bioscience companies, academic and research institutions, clinical research facilities, bioscience service providers, and related organizations.



"MichBio is a successful initiative of the Michigan Biosciences Industry Association, a statewide trade association of bioscience companies, academic and research institutions, clinical research facilities, bioscience service providers, and related organizations."

*Gerard M. Housey, M.D., Ph.D.,
President & CSO,
Housey Pharmaceutical
Research Laboratories, LLC*

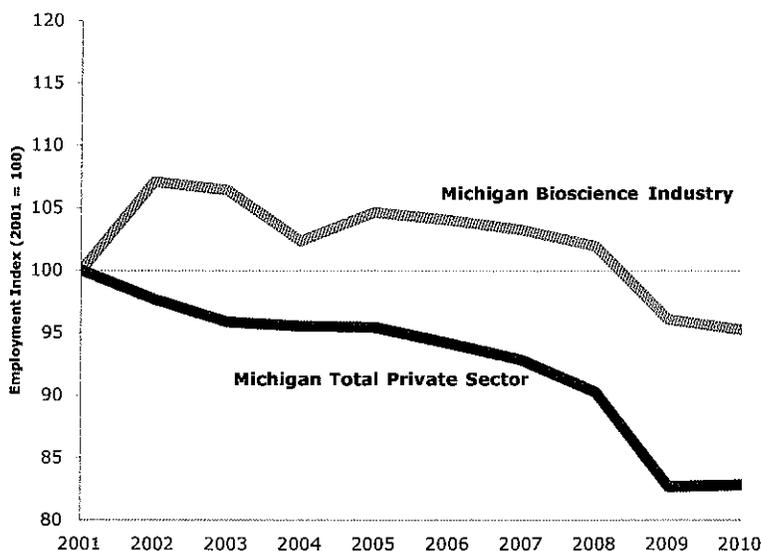


MICHBI 
DRIVING BIOSCIENCES INDUSTRY GROWTH

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MICHIGAN • The Michigan bioscience industry employs more than 39,000 across 1,595 individual business establishments. Its largest major subsector is bioscience-related distribution with more than 11,000 jobs in 2010 and growth of 13 percent overall since 2001, well above the national growth rate. Two other subsectors—medical devices and equipment and agricultural feedstock and chemicals—have each added jobs in Michigan in recent years despite employment declines at the national level.



Bioscience Employment Tier



Summary of State Performance in Industry Related Metrics

Metrics	Michigan	United States	Rank*
Bioscience Industry, 2010			
Total Bioscience Industry Employment	39,282	1,605,533	II
Bioscience Industry Location Quotient	0.82	n/a	III
Biosciences Industry Establishments	1,595	70,006	II

*State ranking figures for bioscience industry employment metrics are calculated as quintiles (I=Top Quintile; V=Bottom Quintile).

Bioscience Industry Base, 2010

Michigan Highlights:

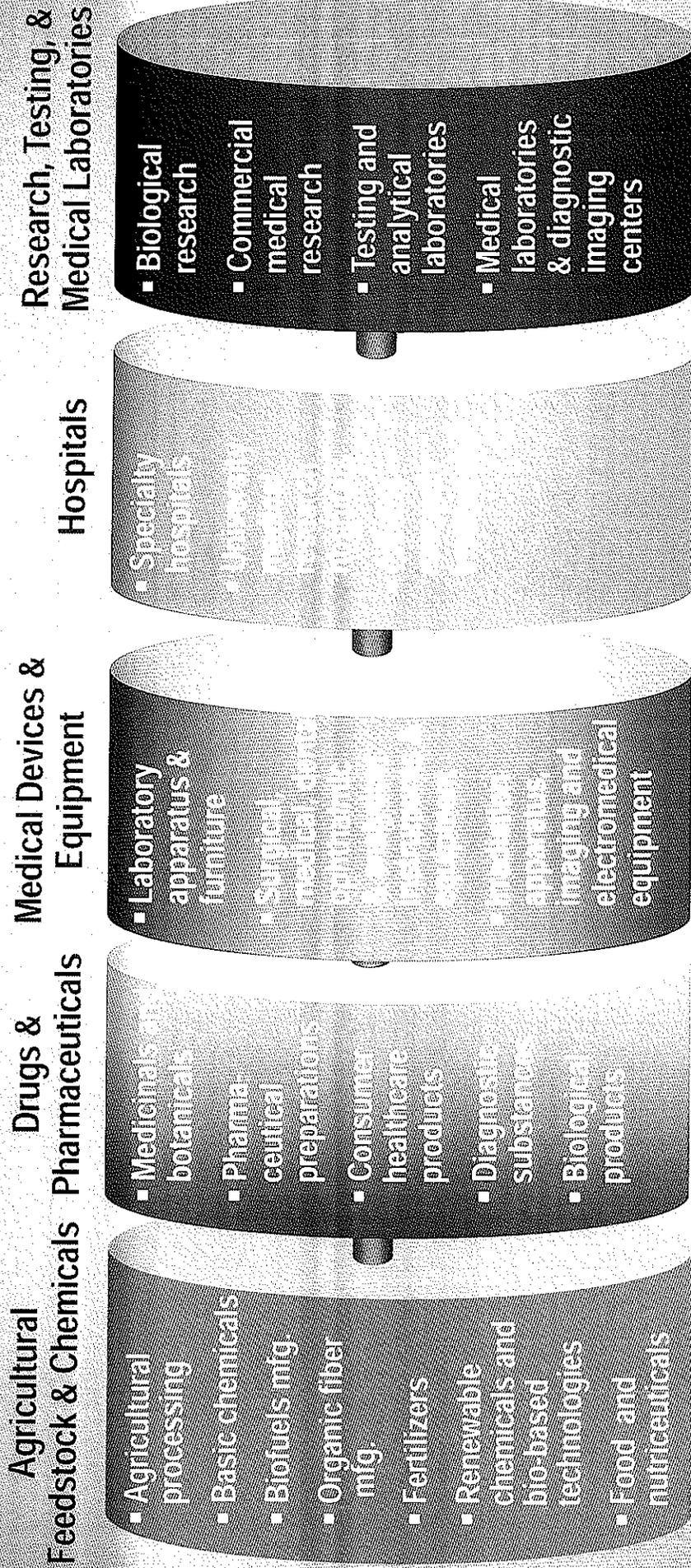
INDUSTRY SUBSECTOR	Michigan			United States		
	2010	2001-10 Change	2007-10 Change	2010	2001-10 Change	2007-10 Change
AGRICULTURAL FEEDSTOCK & CHEMICALS						
Establishments	28	-6.0%	54.6%	1,760	2.2%	4.5%
Employment	802	96.6%	13.0%	72,988	-5.9%	-5.5%
Location Quotient	0.37			n/a		
Direct-Effect Employment Multiplier	4.4			5.6		
Total Employment Impact	3,492			405,197		
Average Annual Wage (constant 2010 dollars)	\$57,069	-12.2%	7.9%	\$70,869	8.7%	1.5%
DRUGS & PHARMACEUTICALS						
Establishments	60	5.3%	-9.1%	2,908	11.3%	6.5%
Employment	7,305	-34.8%	-11.5%	296,759	-3.1%	-7.0%
Location Quotient	0.83			n/a		
Direct-Effect Employment Multiplier	4.9			5.3		
Total Employment Impact	35,890			1,464,492		
Average Annual Wage (constant 2010 dollars)	\$81,271	-0.4%	-5.8%	\$99,486	15.3%	1.1%
MEDICAL DEVICES & EQUIPMENT						
Establishments	211	-1.4%	3.9%	6,957	11.7%	7.7%
Employment	10,328	1.6%	8.1%	343,468	-0.3%	-0.8%
Location Quotient	1.01			n/a		
Direct-Effect Employment Multiplier	2.8			2.9		
Total Employment Impact	29,024			956,767		
Average Annual Wage (constant 2010 dollars)	\$63,629	16.9%	2.2%	\$72,301	13.9%	1.0%
RESEARCH, TESTING, & MEDICAL LABORATORIES						
Establishments	408	50.3%	20.1%	22,212	48.9%	20.1%
Employment	9,802	1.3%	-21.7%	451,923	23.8%	6.1%
Location Quotient	0.73			n/a		
Direct-Effect Employment Multiplier	3.0			2.6		
Total Employment Impact	29,047			1,178,741		
Average Annual Wage (constant 2010 dollars)	\$84,817	-5.7%	-13.4%	\$84,065	12.3%	1.5%
BIOSCIENCE-RELATED DISTRIBUTION						
Establishments	887	-3.5%	-7.5%	36,170	-1.1%	-0.3%
Employment	11,045	13.0%	-4.2%	440,394	6.0%	-4.2%
Location Quotient	0.84			n/a		
Direct-Effect Employment Multiplier	2.5			2.4		
Total Employment Impact Multiplier	27,204			1,046,594		
Average Annual Wage (constant 2010 dollars)	\$81,151	13.2%	-2.7%	\$80,049	12.2%	-0.4%
TOTAL BIOSCIENCE INDUSTRY						
Establishments	1,595	6.9%	0.5%	70,006	12.8%	6.7%
Employment	39,282	-4.7%	-7.7%	1,605,533	6.4%	-1.4%
Location Quotient	0.82			n/a		
Direct-Effect Employment Multiplier	3.2			3.2		
Total Employment Impact	124,657			5,051,791		
Average Annual Wage (constant 2010 dollars)	\$76,989	3.5%	-7.2%	\$82,697	13.1%	0.6%
TOTAL PRIVATE SECTOR						
Establishments	240,789	-4.6%	-3.5%	8,752,494	12.5%	0.1%
Employment	3,178,935	-17.1%	-10.8%	106,863,403	-2.9%	-6.9%
Average Annual Wage (constant 2010 dollars)	\$43,632	-5.6%	-3.8%	\$46,317	4.4%	-0.4%

Note: U.S. employment metrics include Puerto Rico. Estimates of total employment impacts do not include Puerto Rico.

Employment, Establishment, and Wage Data: U.S. Bureau of Labor Statistics, Quarterly Census of Employment and Wages (QCEW), enhanced file from IMPLAN.

Employment Multipliers: U.S. Bureau of Economic Analysis RIMS II Employment Multipliers, 2008 (most current available).

MichBio's World: The Biosciences Industry



Information Technology ▪ bio-informatics ▪ healthcare IT

Product-Oriented

Service-Oriented