



## CORPORATE PROFILE

ForteBio, Inc. develops and sells analytical instruments and integrated consumables that make label-free, real-time kinetic analysis and rapid quantitation accessible to the life science market. These products accelerate the development of therapeutic products at all phases of product development, enable the early elimination of non-suitable drug candidates and provide a wide range of other potential applications. Prior to ForteBio, kinetic analysis was limited to dedicated, highly trained specialists using expensive, complex equipment. Quantitative analysis was performed by time consuming methods. ForteBio breaks these barriers, enabling the detection and analysis of biomolecules to be performed easily, quickly, and inexpensively, as a routine laboratory procedure by any user, including non-experts. The Company's initial markets are in protein analysis for the development of therapeutic antibodies and proteins, as well as biomolecular interaction and small molecule analysis for drug development.

ForteBio systems use miniaturized optical sensors that are capable of measuring multiple molecular interactions (protein-protein, nucleic acid-nucleic acid, protein-nucleic acid, protein-small molecule, etc.) without the use of a label on the probe or target, in real time. They have the unique attributes of combining, in a single instrument, simple detection and quantitation as well as affinity determination.

ForteBio has manufacturing operations in its US facility with component manufacturing in China.

## MARKET OPPORTUNITY

**\$35B overall; \$3B for first target.** In the U.S. alone, more than 340 companies and almost 14,000 labs invest \$80 billion annually in research and development of 780 antibodies and other proteins. The screening market that ForteBio currently targets is \$3 billion, and has been growing at 20% per year over the past 5 years. The explosive growth in the development of therapeutic antibodies has caused a tremendous demand for label-free, easy-to-use, efficient and robust analytical systems that can provide precise quantitation in real time during the process development and bio-production phases.

Moreover, there is a strong need for affinity analysis of the antibodies and proteins for better characterization, and thus better selection at the early development stage. Alternative methods are too complex and expensive for the analysis to be done routinely. ForteBio's system, which is simpler to use, higher throughput and more affordable than existing methods, enables more frequent affinity analysis by researchers, thus growing the market.

In addition to the initial therapeutic antibody and protein market, ForteBio's products can replace or supplement ELISA and HPLC in many other applications. For instance, ForteBio's products can be applied to:

- Routine protein interactions for industry and academic research: receptor-ligand, enzymes, cytokines etc.
- Clinical immunogenicity monitoring: protein therapeutics, vaccines, auto-antibodies.
- Pre-clinical market: animal testing, ADME-Tox, etc.
- Small molecule-protein interaction in drug development.
- Nucleic acid- protein interaction.

## COMPANY ACHIEVEMENTS

ForteBio currently markets and distributes its products in the U.S., Canada, Europe and Australia and plans continued geographic expansion in 2008. Its customer base includes all of the leading biotech and pharmaceutical companies and 18 of the top 20 pharmaceutical companies, many of which have purchased multiple systems. ForteBio has eight biosensors (consumables) on the market, addressing a range of applications, with an additional instrument platform and four biosensor applications to be introduced in 2008.

## PRODUCT OFFERINGS

The Octet Q and Octet QK are 8-channel assay systems. The next generation instrument, Octet RED will be introduced in early 2008, extending the useful range of the instrument to peptides and small molecules. This instrument will open large markets in the drug development industry.

To drive the consumption of biosensors on each instrument platform, ForteBio will continue to introduce new applications and sensors, based on the needs of therapeutic antibody, protein analysis, and drug development markets.

## THE TEAM

ForteBio's management team consists of industry leaders with a proven track record of success. The team has demonstrated the ability to grow companies through new product introduction and geographic expansion. The company's Board of Directors consists of veterans with strong backgrounds and operational expertise in the life sciences industry.

## THE LEADERSHIP TEAM

President & CEO: Joseph Keegan, Ph.D.  
President, China Subsidiary & CTO: Hong Tan, Ph.D.  
CFO & VP of Strategy: Jack Fuchs  
V.P. Development: Robert Zuk  
V.P. Engineering: Robert Wicke  
V.P. Manufacturing Operations: Bernelle Saperstein  
V.P. Marketing: Janette Phi-Wilson  
V.P. Sales: Terry Salyer

## BOARD OF DIRECTORS

Brian Atwood (Versant Ventures)  
Tim Harkness (Sr. V.P. Finance & CFO, Nektar)  
Yue-Teh Jang, Ph.D. (The Vertical Group)  
Joseph Keegan, Ph.D. (President and CEO)  
Deborah Neff (President & CEO of Pathwork Diagnostics)  
Hong Tan, Ph.D. (President, China Subsidiary & CTO)  
Craig Taylor (Alloy Ventures)  
James Woody, MD, Ph.D. (Latterell Venture Partners)

## STAFFING

Menlo Park, CA: 66  
Shanghai, China: 56  
(December 2007)

## CURRENT MAJOR INVESTORS

Alloy Ventures, Latterell Venture Partners, Versant Ventures,  
The Vertical Group, Agilent Ventures

## CORPORATE HEADQUARTERS

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