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U.S. DEPARTMENT OF HEALTH AND HUMAN SERVICES
National Institutes of Health
Larta Institute
National Institutes of Health Commercialization Assistance Program (NIH-CAP)

Company Profile

Industry Sector: Biotechnology: Life science research tools and advanced genomic and proteomic custom services.

Company Overview:

Lucigen Corporation delivers advanced solutions to current problems in DNA cloning, sequencing, amplification and protein expression by providing exceptionally reliable products and services to life science researchers. With a strong focus on quality and customer service, Lucigen strives to make researcher's time in the lab productive and successful.

Lucigen's services, including our exclusive Random Shear BAC Library Cloning Service, are being used by genome researchers to accelerate DNA sequencing and screening projects, saving time and research dollars. Lucigen is currently developing a new service for GPCR structural analysis*. Approximately 40% of drugs on the market today target GPCRs.

Target Market(s): Global: Biotech, Pharma and Academia

*Technology funded by the NIMH and being commercialized under the NIH-CAP

Key Value Drivers

Technology: G protein coupled receptors (GPCR) selectively modulate a variety of biological processes associated with clinically relevant diseases. Lucigen has developed an innovative suite of membrane protein expression and analysis tools to rapidly solve the molecular structure of GPCR membrane proteins. This accelerates the development of drugs for GPCR targets, the single largest class of drugs on the market today.

Competitive Advantage: The Company's Expresso® line of products accelerates expression and analysis of GPCRs using novel transmembrane guides, helper proteins, solubility enhancers and fusion partners. The combination of these tools with Lucigen's new fluorescent protein, which provides a unique visualization tag, will significantly simplify GPCR crystallization and reduces the time to solve the molecular structure of these previously intractable membrane proteins.

Plan & Strategy: Lucigen will sell these technologies as products, licenses or custom services to pharmaceutical and biotech companies engaged in the development of drugs for the treatment of GPCR related diseases. Products and licenses will be sold through our current sales and distribution channels. Lucigen will also seek out strategic partners looking for milligram amounts of soluble, functionally active GPCRs that are amenable to crystallization in order to solve the molecular structure at high resolution.

Management

Leadership:

David Mead, PhD, Founder & CEO. Lucigen is David's second company having successfully sold his first start-up. He has also held senior research positions at Promega and Bio-Rad.

Jeffrey Williams, PhD, President, 20 years executive level management at Promega, Roche Molecular Systems/Applied Science and Ambion.

Baigen Mei PhD, VP Production, 23 years experience - Quintessence Biosciences, Invitrogen, Panvera, and Promega.

Andy Shrago, VP Business Development, 25 years experience.

Thomas Carney, Controller

Curtis Knox, Marketing and Sales

Board of Directors:

Ralph Kauten, (Chairman), CEO of Quintessence Biosciences, a biotechnology company developing new cancer therapeutics.

Chris Fortune, President and CEO of SARIS Cycling Group, a developer and manufacturer of cycling equipment.

Tim Konicek, Director of Venture Investments for CleanTech Partners, a private, non-profit organization that invests in emerging, energy-saving technologies.

Product Pipeline

Timeline / Deliverable	2011	Q1 2012	Q2 2012	Q3 2012	Q4 2012	Q1 2013	Q2 2013
Launch GPCR product tools V.1	X						
CAP BIZ Development		X					
Train key account manager to identify GPCR CRO leads			X	X			
Launch CRO services plan			X				
Schedule CRO services presentations			X	X	X	X	X
Train key account manager to close GPCR CRO business leads				X	X	X	X
Finish major product development			X	X	X		
File GPCR patents				X			X
Launch GPCR product tools V.2				X			
Trade & peer reviewed publications				X	X	X	
Trade show attendance.						X	X
Launch GPCR product tools V.3							X