

Sigma-Aldrich Corporation

Enabling Science to Improve the Quality of Life



sigma-aldrich.com

Precompetitive Collaborations:
Enabling Technologies for the Pharmaceutical Industry
June, 12, 2013



“Lucky NASDAQ Winners...”



“Investors played a game of financial pile-on in 2000. Darlings...became household names, and individual investors jumped...Since then not one has paid off for investors.”

*But several NASDAQ stocks that got little notice in 2000 turned out to be the real stars, including scientific gear maker **Sigma-Aldrich...Sigma-Aldrich is up 600% since 2000, the best performance in the NASDAQ 100 after Apple.***

THREE TOP NASDAQ PERFORMERS



Sigma-Aldrich At-A-Glance



MISSION

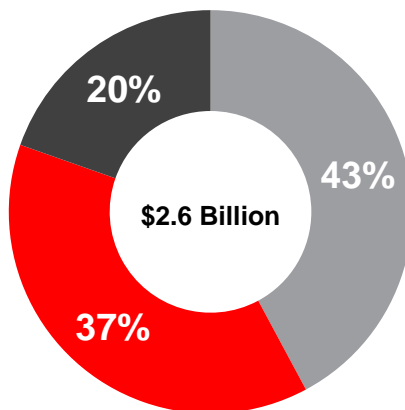
Enabling Science to Improve the Quality of Life



VISION

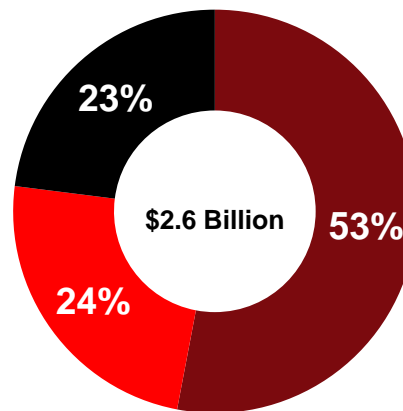
To be the trusted and preeminent global provider to the research laboratory and targeted applied and commercial markets

FACT AND FIGURES



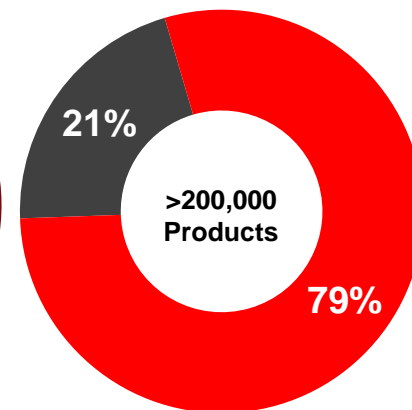
GLOBALLY BALANCED

- United States and Canada
- Europe, Middle East, Africa
- Asia Pacific and Latin America



DIVERSE END-MARKETS

- 53% Research
- 23% Applied
- 24% SAFC Commercial



QUALITY PRODUCTS

- >170,000 Reagents and Chemicals
- 45,000 Laboratory Equipment Items

Our People

~9,000

Employees Worldwide

Our Places

50+

Sales Offices

30+

Distribution Centers

40+

Production/Lab Facilities

Chemical Synthesis Workflow



PIPELINE:

Planning and
Preparation

Synthesis and
Manufacturing

Purification and
Characterization

**Products &
Services
for RESEARCH:**

- Eight million unique chemicals on website
- Compound management
- Technical service & support

- Catalysts
- Monomers
- Specialty synthesis products

- LC and GC columns
- Sample collection and preparation
- Reference standards

**Products &
Services for
COMMERCIAL:**

- Customized packaging
- Compound management
- Technical service & support

- DNA/RNA amidites
- Organometallics
- High-potency API manufacturing

- Chiral offering
- QA and Analytical Support

← Essential Chemicals and Raw Materials →

Life Science Workflow



PIPELINE:

DNA & RNA

**Proteins &
Small Molecules**

Cells & Organisms

**Products &
Services
for RESEARCH:**

- RNAi
- ZFN gene editing
- Whole genome amplification
- Oligonucleotides
- PCR reagents

- Protein depletion technology
- SPME devices
- LC and GC columns
- LOPAC® small molecule library
- Validated antibodies

- Reporter cell lines
- Media
- Expression systems

**Products &
Services for
COMMERCIAL:**

- Oligonucleotides
- Industrial enzymes

- Vaccine development
- Bioconjugation
- LC and GC columns

- Media & supplements
- CHOZN™ platform
- Contract manufacturing
- Single-use technology
- Specialized assays

← **Essential Chemicals and Raw Materials** →

Analytical Workflow



PIPELINE:

Sample Prep

Detection

Analysis

**Products & Services
Sigma-Aldrich
Offers:**

- Protein depletion technology
- SPE, SPME.....
- DNA/RNA extraction kits
- Sampling devices
- PCR reagents

- Oligonucleotides
- Derivatization/detection reagents
- Enzymes
- Antibodies

- U/HPLC columns
- GC columns

Standards & Reference Materials

High Purity Solvents

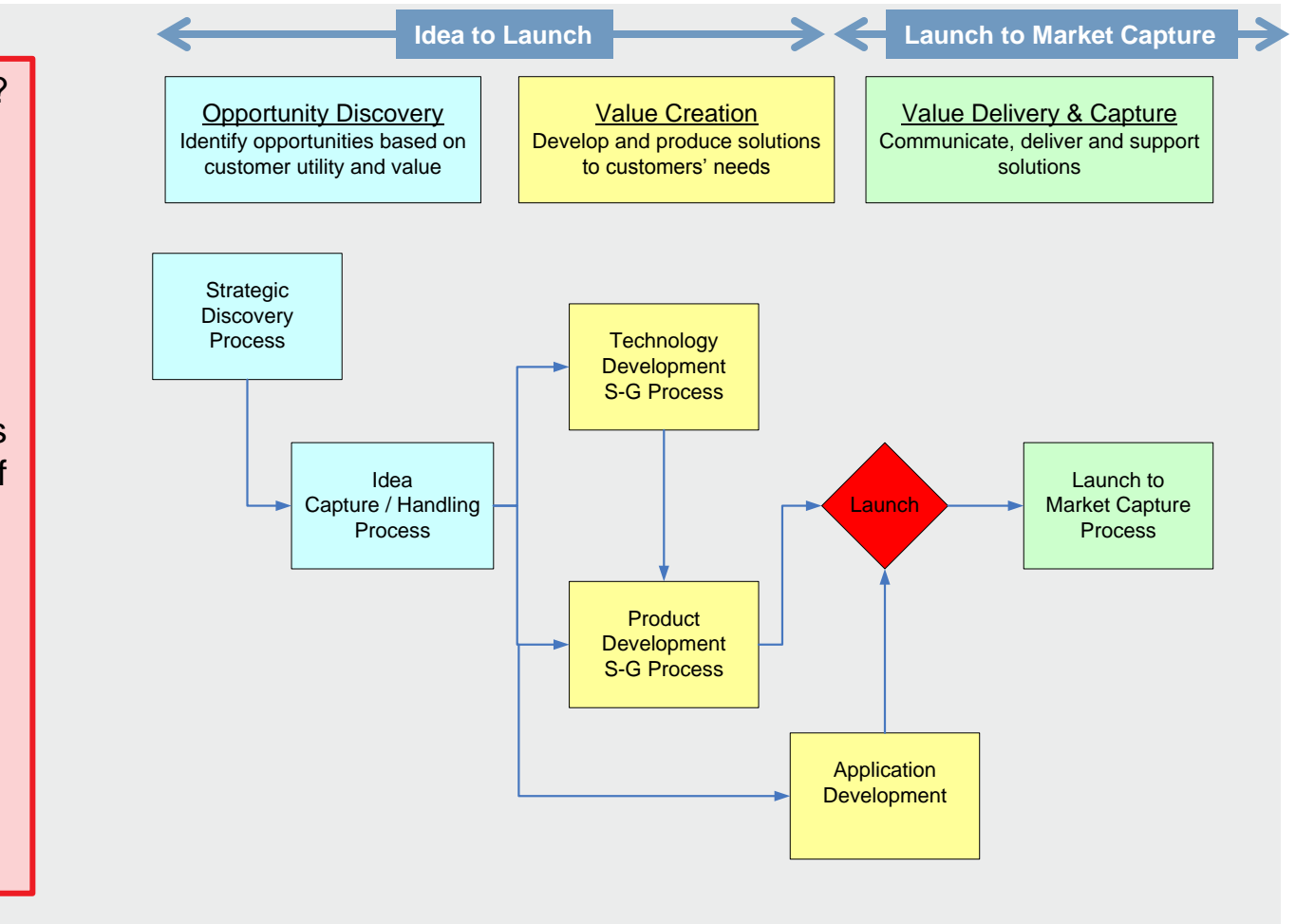
Essential Chemicals and Raw Materials

Innovation Process – From opportunity discovery to market capture

Where do ideas come from?
 How do we turn ideas into products?
 How can we improve?

Keys:

- Pharma customer needs
- Combined capabilities of academia, government and industry
- Common framework for turning ideas into reality
 - Scope
 - Scale
 - Speed
 - Effectiveness



Precompetitive collaboration: How can we work together to do a better job of identifying and solving important problems (faster)?

Thank You For Your Time... Any Questions?

