Sigma-Aldrich Corporation
Enabling Science to Improve the Quality of Life

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

sigma-aldrich.com
“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

1. Apple
2. Sigma-Aldrich
3. Starbucks

Source: USATODAY.com – March 5, 2013
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
- $2.6 Billion
- 20% United States and Canada
- 37% Europe, Middle East, Africa
- 43% Asia Pacific and Latin America

DIVERSE END-MARKETS
- $2.6 Billion
- 53% Research
- 24% Applied
- 21% SAFC Commercial

QUALITY PRODUCTS
- 21% >200,000 Products
- 79% $2.6 Billion
- 53% >170,000 Reagents and Chemicals
- 24% 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
- Eight million unique chemicals on website
- Compound management
- Technical service & support

Synthesis and Manufacturing
- Catalysts
- Monomers
- Specialty synthesis products

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

Products & Services for RESEARCH:
- Customized packaging
- Compound management
- Technical service & support

Products & Services for COMMERCIAL:
- DNA/RNA amidites
- Organometallics
- High-potency API manufacturing
- Chiral offering
- QA and Analytical Support

Essential Chemicals and Raw Materials

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Life Science Workflow

PIPELINE:

DNA & RNA
- RNAi
- ZFN gene editing
- Whole genome amplification
- Oligonucleotides
- PCR reagents

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

Cells & Organisms
- Reporter cell lines
- Media
- Expression systems

Products & Services for RESEARCH:
- Oligonucleotides
- Industrial enzymes
- Vaccine development
- Bioconjugation
- LC and GC columns

Products & Services for COMMERCIAL:
- Media & supplements
- CHOZN™ platform
- Contract manufacturing
- Single-use technology
- Specialized assays

Essential Chemicals and Raw Materials
Analytical Workflow

PIPELINE:

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

Detection
- Oligonucleotides
- Derivatization/detection reagents
- Enzymes
- Antibodies

Analysis
- U/HPLC columns
- GC columns

Products & Services Sigma-Aldrich Offers:
- Protein depletion technology
- SPE, SPME…..
- DNA/RNA extraction kits
- Sampling devices
- PCR reagents

Standards & Reference Materials

High Purity Solvents

Essential Chemicals and Raw Materials

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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

Opportunity Discovery
Identify opportunities based on customer utility and value

Value Creation
Develop and produce solutions to customers’ needs

Value Delivery & Capture
Communicate, deliver and support solutions

Idea to Launch

Launch to Market Capture

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?