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After the Acquisition: Bridging Corporate Cultures

BayBio Conference
April 26, 2007

After the Acquisition: Bridging Corporate Culture

Panel Moderator:

Chris Davis, Managing Director, The Stratam Group

Panel Speakers:

- **Ron Eastman**, Former CEO, Rinat Neuroscience Corp.; Partner, Essex Woodlands Health Ventures
- **Nick Shepperson**, Executive Director, Pfizer
- **Robert H. Mayer**, Former Chairman and CEO, Genencor International, Inc.
- **Rich LaDuca**, Senior Director, Business Development, Genencor International, Inc.

Acquisitions to be Discussed

- 1. Pfizer** acquired **Rinat** in March 2006
 - ◆ Nick Shepperson, Pfizer
 - ◆ Ron Eastman, Rinat

- 2. Danisco** acquired **Genencor** in May 2005
 - ◆ Bob Mayer, Danisco
 - ◆ Rich LaDuca, Genencor

Rinat

- Founded: 2001
- Acquired by Pfizer: March 2006
- Employees pre-acquisition: 85
- Employees post-acquisition: 55 growing to 85
- Vision: To develop therapeutic proteins for the treatment of diseases and disorders of the central nervous system.
- Revenues 😊



Rinat, South San Francisco

Pfizer

- Founded: 1849
- Headquarters: New York
- Employees: >100,000
- Purpose: We dedicate ourselves to humanity's quest for longer, healthier, happier lives through innovation in pharmaceutical, consumer, and animal health products.
- Major divisions: Human Health, Animal Health
- Revenues: \$51.3 billion



Genencor

- Founded: 1982
- Acquired by Danisco: May 2005
- Employees pre-acquisition: 1300
- Employees post-acquisition: 1400
- Vision: To be the leader in Industrial Biotechnology
- Revenues: Over \$600M



Division Headquarters: Palo Alto

Danisco

- Founded: 1872 (ancestor company)
- Headquarters: Copenhagen, Denmark
- Employees: 10,600
- Mission: Danisco's mission is to accommodate consumer demand for healthy, safe and tasty food and to provide value-adding sustainable biobased solutions to industry.
- Major divisions:
 - ◆ Genencor
 - ◆ Cultures
 - ◆ Texturants & Sweeteners
 - ◆ Flavours
 - ◆ Sugar
- Revenues: \$3.8 billion (USD)



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