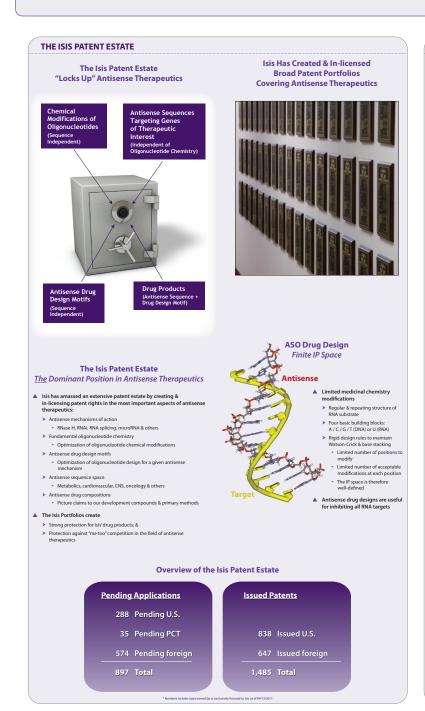
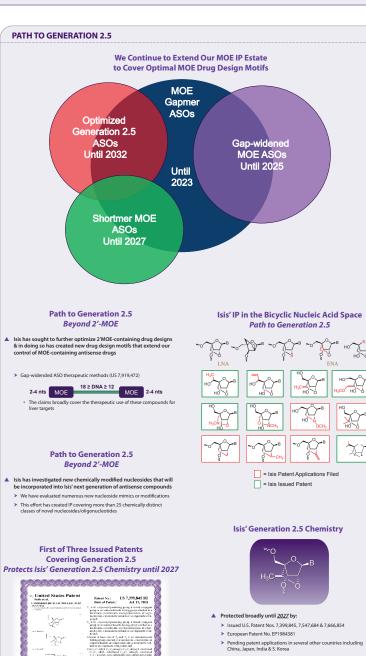
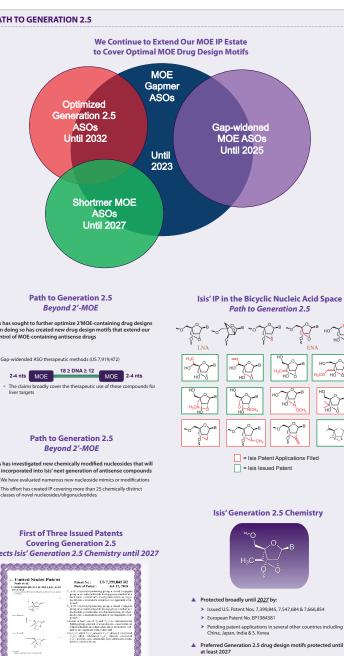
# **Intellectual Property: Capturing Value From Innovation**







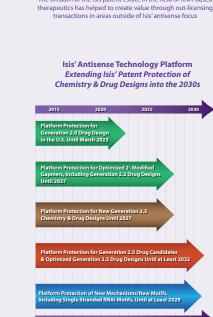
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## INTELLECTUAL PROPERTY: CAPTURING VALUE FROM INNOVATION 2 Alnylam® Strategic Alliance for Development of dsRNAi Drugs A Partnership goals Combine Isis' & Alnylam's i to develop dsRNAi therape > Support Isis' strategy of exploiting multiple antisense mechanisms through partnerships with complimentary expertise & technology ➤ Enable Isis to participate fully in the success of RNAi > Continue Isis' leadership role in RNA-based drug discovery & developmen ➤ \$54 million in up-front fees, sublicensing revenue & R&D funding from Alnylam to date **€**EXCALIARD Satellite Company for Development of Isis' Antisense Drugs for the Local Treatment of Fibrosis, Including Scarring To create a satellite company with access to key Isis intellectual property for the development of therapeutics for the local treatment of fibrosis, including ▲ Results . Three clinical models with a range of scar severities Double-blind, placebo controlled studies Statistically significant improvement in scarring in all studies · Well tolerated; no serious adverse events Jointly Owned Company to Develop miRNA Therapeutics ▲ Goals of Regulus formation > Combine Isis' & Alnylam's intellectual property positions for the development of microRN. Create the leading company focused on developing microRNA therapeutics ➤ In forming Regulus, Alnylam contributed \$10 million in cash & IP; Isis contributed a licens large patent estate related to oligonucleotide therapeutics as well as microRNA related IP



XENON



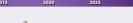


The Isis Patent Estate "Locks Up"

RNA-Based Therapeutics

lsis' drugs & creates a competitive advantage in the field of RNA-based therapeutics

The breadth of the Isis patent estate in the field of RNA-based





- > Regulus signed one of the largest transactions to date for the development of microRNA therapeutics; a deal with the potential for 5600 million in upfront payments & milestone payments

### License to Antibiotic Aminoglycoside Compounds

ACHAOGEN

### ▲ Results

- \$1.5 million in Achaogen stock
- \$1 million milestone in connection with IND filing for the aminoglycoside drug, ACHN-490
- \$2 million milestone for initiation of a Phase 2 study