



KOL EVENTS – 2015 IN REVIEW

MARCH 2016

KOL EVENTS IN REVIEW – TOTAL NUMBERS



Totals:

- Total # of KOL Calls and Dinners: 35
- Total # of Individual Participants: 592 people
- Total # of Companies Participating: 320
- Total # of Countries Participating: 10
- Total # of US States Participating: 19
- Total # of Therapeutic Indications Covered: 15

KOL EVENTS IN REVIEW – TOP FIVES

Companies:

1. Jefferies
2. Cowen & Co.
3. Bernstein
4. HC Wainwright
5. Stifel

Companies (Buyside):

1. Bernstein
2. RA Capital
3. George Weiss
Assoc.
4. Everpoint Asset
Mgmt
5. Auriga
venBio

Participants:

1. Yale Jen (Laidlaw)
2. Jay Olson (Goldman
Sachs)
3. Mike Guo (Morgan
Stanley)
4. Ruby Holder (Weiss)
5. Angela Asencio
(Deerfield)
Daniel Brims
(Wolfswood)
Wai Chan
(Bernstein)
Yun Zhong
(Bernstein)

Participants (Buyside):

1. Ruby Holder (Weiss)
2. Angela Asencio
(Deerfield)
3. Daniel Brims
(Wolfswood)
4. Wai Chan (Bernstein)
5. Yun Zhong (Bernstein)

KOL Calls (by indication):

1. Neurology
2. Oncology
3. Endocrinology/Cardio
4. Hematology
5. Infectious Diseases

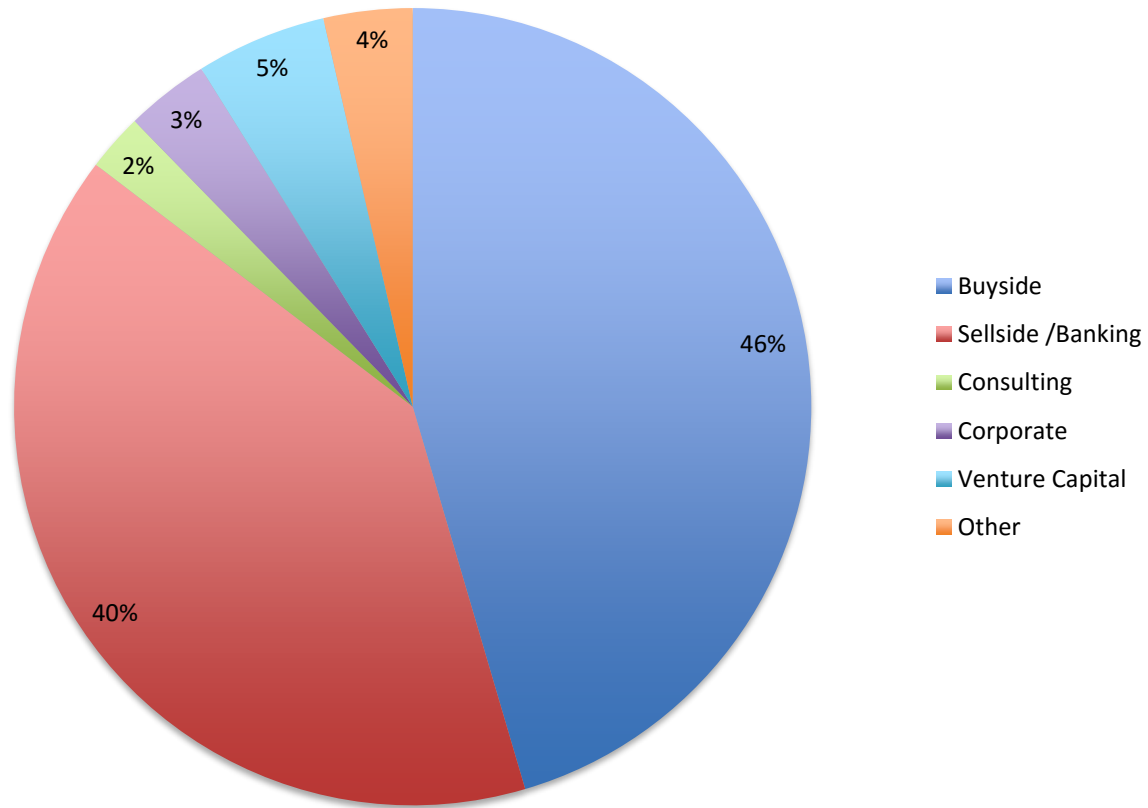
KOL EVENTS IN REVIEW – COMPANIES ATTENDING 6+ KOL EVENTS

1. Jefferies
2. Cowen & Co.
3. Bernstein
4. HC Wainwright
5. Stifel
6. SunTrust Robinson
Humphrey
7. Laidlaw
8. Piper Jaffray
9. RA Capital
10. JMP Securities
11. Ladenburg Thalman
12. RBC Capital Markets
13. BAML
14. George Weiss
Assoc.
15. Roth Capital
Partners
16. Everpoint Asset
17. Goldman Sachs
18. WedBush
19. Auriga
20. Morgan Stanley
21. venBio
22. Venrock
23. BTIG
24. Cantor Fitzgerald
25. DAFNA Capital
26. Deerfield
Management
27. JP Morgan
28. Raymond James
29. Visium Asset Mgmt
30. Early Harvest Fund
31. Iguana Healthcare
32. Needham
33. Oppenheimer & Co
34. OrbiMed
35. RTW
36. RW Baird
37. Sio Capital
38. Wells Fargo
39. Aegis Capital
40. Baker Brothers
41. Jennison Associates
42. Loeb Partners
43. Sphera Funds
44. Vivo Capital
45. Wolfwood Partners

- Buy side
- Sell side/
Banking/Consulting/
Corporate

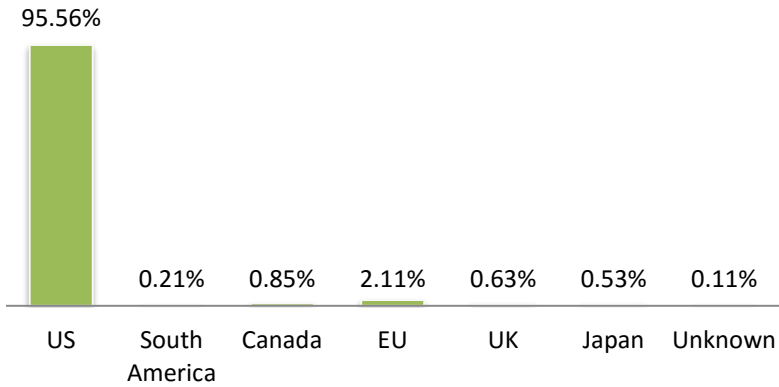
KOL EVENTS IN REVIEW – ATTENDANCE BY INSTITUTION TYPE

KOL Event Attendance by Institution Type

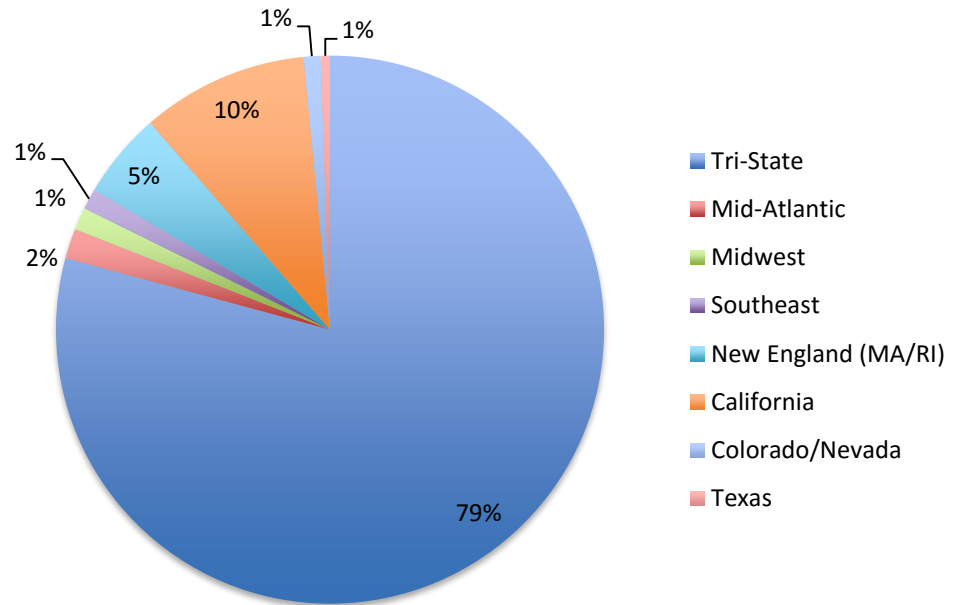


KOL EVENTS IN REVIEW – LOCATIONS OF OUR AUDIENCE

Attendance by Location



Attendance by Region (US)



KOL SERIES IN REVIEW – TOPICS

Attendance by Therapeutic Indication

