



Name: Senate Finance Committee
Number: SFC1

June 23 , 2011

Intelliject, Inc. 2011

Intelliject Background



- A Specialty Pharmaceutical Company
- Founded in 2004
- Headquartered in Richmond, VA
- The Impetus

Developed *by Patients for Patients*®



Severe Allergic Reaction - Anaphylaxis

- **Magnitude**
~ 43M at Risk
Over 5 Deaths Per Day
- **Causes**
Food, Venom, Immunotherapy,
Drugs, Latex, Radiocontrast Media
- **Treatment**
Epinephrine (0.3 mg or 0.15mg)



Intelliject Today



Pioneering Drug/Device Combination Product Company
– *Developed by Patients, for Patients®*

Transformative Combo Technology; Broad IP > 100 Patents

Experienced Management team from Companies You Know

Company & Product Validated - Licensing Deal with Tier 1 company

Late Stage Pipeline – 4 Programs

Hybrid Business Model: Out-license & Selective Commercialization

Cash-flow Positive Today; Projected Revenue >\$400M by 2016

Intelliject People

Carefully assembled team...



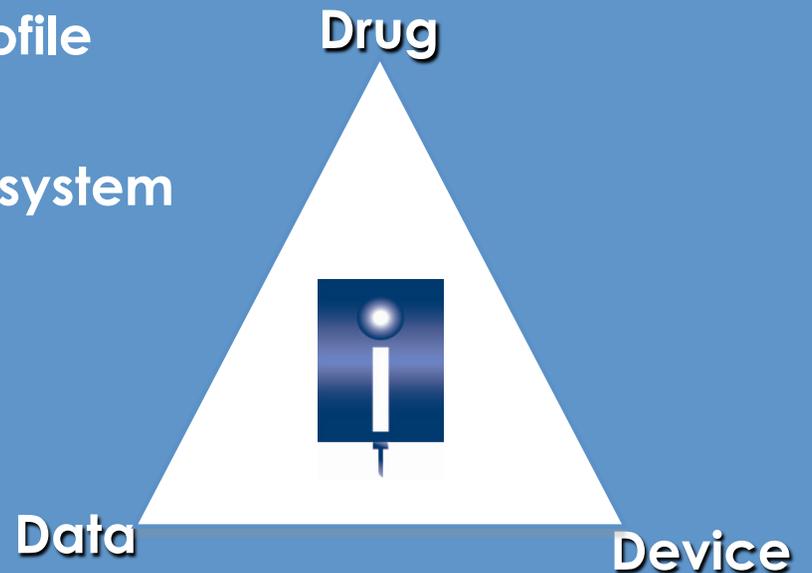
Intelliject Product

Drug - established safety & efficacy profile

Device - unique, IP protected delivery system

Data – dossier demonstrating

- Clinical surrogate superiority
- Patient and HCP preference
- Cost-effectiveness



Intelliject Value Proposition

Development/Approval Time

Traditional
Pharma
Product

10+ yrs

Intelliject
Product

2 - 4 yrs

Investment Spend

\$1B

<< \$1B

Regulatory Risk

NDA = NCE

NDA = 505(b)(2)

Product Position

Too often "me too"

Superior to S of C



IP Protection/Exclusivity

< 7 yrs

> 15 yrs

Expected ROI

Unpredictable

Predictable/High

Sample IJ Competencies

Device Development

Intellectual Property

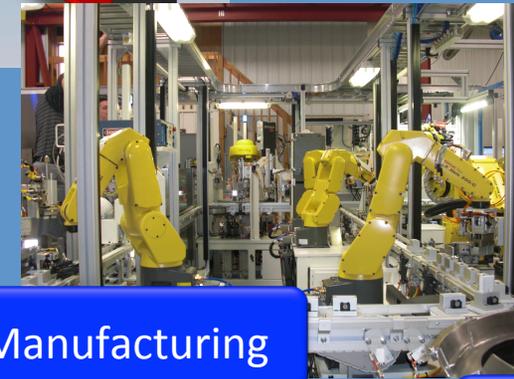
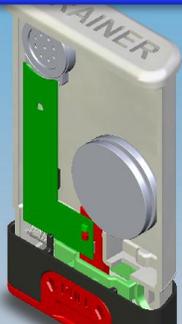
Regulatory Affairs

Formulation Development

Human Factors Engineering

Manufacturing

Clinical Program Execution



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Silver Sheet

MEDICAL DEVICE QUALITY CONTROL

Vol. 14, No. 5

May 2010

FDA Zeroes in on Human Factors Engineering For Home-Use Devices

Intelliject's Portfolio



Life Science Industry



One of Fastest Growing, High Wage, 21st Industries

In Virginia - 300 Companies; 18,000 people; \$18B Economic Development

Average Salary \$75,000; \$30,000 > Average Salary

Every Bioscience Job creates another Five in Local Economy



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