

CORPORATE PROFILE

OCTOBER 2010



Because people depend on us

Overview

BTG is an international specialty pharmaceuticals company that is developing and commercialising products targeting critical care, cancer, neurological and other disorders. The company is also seeking to acquire new products to develop and market to specialist physicians, and is building a sustainable business financed by revenues from sales of its critical care products and from royalties and milestone payments on partnered products.

Development Pipeline

| Product | Indication | Phase I | Phase II | Phase III | NDA/BLA |
|---------------------------------|--------------------------------------|-----------|-----------|-----------|-----------|
| Voraxaze™ | Treatment of delayed MTX elimination | Completed | Completed | Completed | Completed |
| Varisolve® | Varicose veins | Completed | Completed | Completed | Completed |
| OncoGel™ | Oesophageal cancer | Completed | Completed | Completed | Completed |
| BGC20-0134 (Pleneva™) | Multiple sclerosis | Completed | Completed | Completed | Completed |
| Angiotensin Therapeutic Vaccine | Hypertension | Completed | Completed | Completed | Completed |
| BGC20-1531 | Pain, inflammation | Completed | Completed | Completed | Completed |

Partnered Programmes

| Product/Partner | Indication | Preclinical | Phase I | Phase II | Phase III |
|--|--|-------------|-----------|-----------|-----------|
| Campath® Genzyme Corporation | Multiple sclerosis | Completed | Completed | Completed | Completed |
| CB7630 (abiraterone) Cougar Biotechnology/J&J | Prostate cancer | Completed | Completed | Completed | Completed |
| | Advanced breast cancer | Completed | Completed | Completed | Completed |
| Otelixizumab (TRX4) Tolerx/GSK | Type 1 diabetes | Completed | Completed | Completed | Completed |
| | Rheumatoid arthritis | Completed | Completed | Completed | Completed |
| AZD9773 (CytoFab™) AstraZeneca | Severe sepsis | Completed | Completed | Completed | Completed |
| ABIO-0801 Abiogen Pharma | Anxiety | Completed | Completed | Completed | Completed |
| Juvidex™ Renovo | Accelerated healing and scar improvement | Completed | Completed | Completed | Completed |
| Modafinil Combination Victory Pharma | Opiate-induced sleepiness | Completed | Completed | Completed | Completed |
| Acadra™ Advancell S.A. | B-cell chronic lymphocytic leukaemia | Completed | Completed | Completed | Completed |
| Nexvax2 Nexpep | Coeliac disease | Completed | Completed | Completed | Completed |
| ONX 0801 Onyx Pharmaceuticals | Solid tumours | Completed | Completed | Completed | Completed |
| β-Amyloid Inhibitors Senexis | Alzheimer's disease | Completed | Completed | Completed | Completed |

Key Facts

- Substantial revenues from licensed and marketed products
- Partnered programmes (with AstraZeneca, Genzyme, Tolerx/GSK, Cougar Biotechnology/J&J and others)
- A pipeline of development programmes targeting cancer, neurological and other disorders
- Polyclonal manufacturing capability
- ~290 employees in Europe, North America, Australia and Japan
- LSE listed ("BGC"), FTSE 250 constituent; market cap ~£580m (September 2010)

Leadership Team

Dr Louise Makin
Chief Executive Officer

Rolf Soderstrom
Chief Financial Officer

Matthew Gantz
Executive Vice President US

Dr Guenter R Janhofer
Head of Development

Dr Richard Mason
Head of Business Development

James Christie
Operations Director

Yvonne Rogers
Director of Human Resources & IT

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Strategy

BTG's key corporate goals are to:

- Complete the registration of Voraxaze™ and the development of Varisolve® in preparation for marketing them in the US
- Acquire further products targeting specialist physicians
- Build value in and commercialise the pipeline

Marketed Products

BTG earns significant revenues from product sales and royalties from marketed products, some of which are shown in the table below.

| Product | Distributed by | Indication/Description |
|------------------|---|--|
| BeneFIX® | Wyeth | The first recombinant Factor IX therapy approved for the treatment of haemophilia B |
| CroFab™ | BTG in the US and named patient sales in some EU countries and in the rest of the world; Swedish Orphan International AB for named patient sales in Nordic countries | An antidote used to treat mild or moderate envenomation from Crotalid snakes, which includes rattlesnakes, found in the US |
| Two-Part Hip Cup | All major orthopaedic companies, including Zimmer Holdings Inc, Stryker Corporation, Smith & Nephew Inc and Biomet Inc | Prosthetic hip joint replacement which allows an improved range of motion that helps to avoid dislocation |
| DigiFab™ | BTG in the US and named patient sales for certain territories in the rest of the world; Beacon Pharmaceuticals in Switzerland and for named patient sales in certain EU countries; local partners for named patient sales in other EU countries | An antidote to treat patients with life-threatening digoxin (digitalis) toxicity or overdose |
| Campath® | Genzyme Corporation | A humanised anti-lymphocyte antibody approved for treatment of B-cell chronic lymphocytic leukaemia |

Revenues from Marketed Products

Gross Revenues (for the year ended 31 March 2010)

| | |
|---------------------|--------|
| BeneFIX® | £26.6m |
| CroFab™ | £24.2m |
| Two-Part Hip Cup | £10.8m |
| DigiFab™ | £5.4m |
| MRC Humanisation IP | £5.1m |
| Campath® | £4.5m |
| *Voraxaze™ | £3.4m |
| Other | £8.4m |

*Voraxaze™ is an investigational new drug that is available in the US under a treatment protocol and elsewhere outside the US on a named patient basis.

Major Shareholders (3%+)

As of September 2010

Invesco Asset Management Ltd
M&G Investment Ltd
Schroder Investment Management
Legal & General Investment
Management Ltd
Aviva Investors
AXA Financials SA

Analyst Research

As of September 2010

| | |
|--|---|
| Chris Redhead Ambrian Capital | Paul Cuddon KBC Peel Hunt |
| Vadim Alexandre Daniel Stewart | Stefan Hamill Execution Noble |
| Robin Davison Edison Investment Research | Gary Waanders Nomura Code |
| Simon Conway Evolution Securities | James Gordon J.P. Morgan Cazenove |
| Keith Redpath FinnCap | Sam Fazeli/ Tracey Butcher Piper Jaffray |
| Philippa Gardner Jefferies | |

Contact

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