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U.S. DEPARTMENT OF HEALTH AND HUMAN SERVICES
National Institutes of Health

Larta Institute

National Institutes of Health Commercialization Assistance Program (NIH-CAP)

Company Profile

Industry Sector: Life Science research tools and services for cloning, amplification and NextGen DNA sequencing

Company Overview: Founded in 1998, Lucigen, a 26-person corporation, develops life science research products and technologies for gene cloning, amplification, genomics, and protein expression, which have been used successfully by academic and industrial researchers worldwide. Patented CloneSmart® technology and BigEasy® Cloning Kits dramatically improve DNA cloning reliability and efficiency, allowing successful capture of genes that have been impossible to clone using standard methods. Lucigen's Services, including our exclusive Random Shear BAC Library Cloning Service, are being used by genome researchers to accelerate DNA sequencing and screening projects, saving time and research dollars.

Targeted Market(s): Academic and pharmaceutical genomic research laboratories worldwide.

Key Value Drivers

Technology*: ExCyto® Sequencing technology utilizes novel fusion DNA polymerases that have been optimized for processivity and fidelity, which have been incorporated directly into the bacterial chromosome. Competent bacterial cells containing the polymerase are available for direct PCR and DNA sequencing.

Competitive Advantage: ExCyto® competent cells dramatically reduce DNA amplification and sequencing costs.

Key Criteria	Lucigen	Life Technologies	GE Healthcare	Lucigen Advantage
Purified DNA Polymerase	No	Yes	Yes	Eliminate expense
DNA Purification	No	Yes	Yes	Save time and expense
Robust Single Colony PCR	Yes	No	No	Eliminate failures

Plan & Strategy: Sell amplification products direct through our current and growing (+24% '09) PCR business, seeking a strategic partner to integrate market-ready sequencing tool.

*Technology funded by the NHGRI and being commercialized under the NIH-CAP

Management

Leadership: David Mead, PhD, Founder & CEO, Lucigen is David's 2nd company having successfully sold his first start-up, has also held senior research positions at Promega and Bio-Rad.

Jeffrey Williams, PhD, President, over 20 years of executive level management at companies such as Promega, Roche Molecular Systems/Applied Science and Ambion.

Thomas Schoenfeld, Vice President Enzyme Discovery

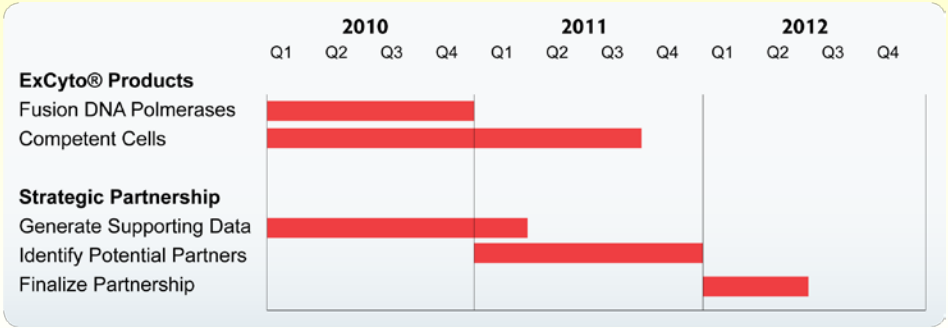
Vinay Dhodda, PhD, Vice President Manufacturing

Chengcang Wu, PhD, Vice President Custom Services

Thomas Carney, Controller

Board of Directors: Ralph Kauten, (Chairman), CEO of Quintessence Biosciences, a biotechnology company developing new cancer therapeutics.

Chris Fortune, President and CEO of SARIS Cycling Group, a developer and manufacturer of cycling equipment.

Tim Konicek, Director of Venture Investments for CleanTech Parners, a private, non-profit organization that invests in emerging, energy-saving technologies.

Product Pipeline