Marubeni Corporation

- Founded: 1858 during “Shogun” era
- Head Office: Tokyo, Japan
- Paid-in Capital: Jpn Yen 570 Billion (US $4.8 Billion)
- Total Assets (12/31/05): Jpn Yen 4,518 Billion (US $38 Billion)
- Annual Revenue (FY05E): Jpn Yen 8,700 Billion (US $74 Billion)
- Offices: Domestic 14, Overseas 124 in 74 Countries
- Employees: 3,586 Japanese + 1,658 Overseas staff

Hiro MATSUBARA
Silicon Valley Branch
April, 2006

Tempura Fast-Food Retail Operation

Branded Kimono

Movie: Investment, Production & Distribution
Marubeni Activity

- “Sogo Shosha”: General Trading Firm
  - Not a simple export-import company

- Diversified Operations:
  - Broad Industry Spectrum
    - From DNA or nano-technology,
    - To power plant or space satellite
    - Or movies.
  - Broad Geographical Coverage
  - Broad Service Offering

Helena is #1 agro-chemical distributor in US. Marubeni trades 10% of WORLD agro-chemicals.
**Shosha** has been playing VC’s role in Japan

**Portfolio of Risk Investments**

- Easy "Safe" Investment
- Overseas Project
- Start-Up
- Large National Project
- Start-Up

**Japan’s Indirect Financial System**

- Shosha (Top 5-7)
- Major Banks (Top 5-10)
- Ordinary Japanese People
- Ordinary People

Direct Financial System is Not Matured
Shosha has been Sales & Marketing and Procurement Specialist for Everybody in Japan

Out-sourced
Finance
Dept.

Out-sourced
Sales & Marketing
+ Procurement
Department

Horizontal Keiretsu
(Industrial Group)

Major Manufacturing
Companies

Major Banks
(Top 5-10)

Shosha
(Top 5-7)

Governmental Influence

- Focused Role ---> Life-Long Employment
  Accumulation of Expertise
- High-Quality Product & Services
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<th>Stage</th>
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- **Seeds**:
  - Regulatory Advice
  - Seed Money Investment
  - Market Research

- **Early-Growth**:
  - Language
  - J/V Establishment
  - Japan-level QC
  - Investment

- **Expansion**:
  - Investment through VC
  - J/V Establishment
  - Japan-level QC
  - Language
Company History
Fazix was founded in April, 2001. The core technology of Fazix is based on the proprietary innovations of Dr. Jonathan Friedman, formerly of University of Houston and Yale University. We are currently located in the Columbia Medical Center in New York City.

The Fazix Technology
The Fazix technology platform integrates computational modeling and structure driven medicinal chemistry to design and optimize drug lead compounds. The process begins with SHOSITES, a new proprietary visualization algorithm that provides both the identification of ligand binding sites even for highly refractory protein targets, as well as generating a three-dimensional spatial representation which forms a template for de novo design of potent, specific lead molecules. After the 3-D structural data are filtered and sampled, the program graphically calculates an easily interpretable 3-D graphic descriptor over each individual binding site, described by the structural and electrostatic features of the molecule.

These clouds, generated from the knowledge of the protein structure alone, have been shown to match the shapes, electrostatics and hydrophobicity properties of confirmed drugs, for nearly all of the experimentally determined structures of protein-drug complexes tested to date. To design new drugs, these clouds are then analyzed using an interdisciplinary technique to produce a small number of leads. The clouds can also be used to produce data that can be highly successful in facilitating lead optimization. Fazix’s lead generation technology has repeatedly demonstrated rapid turnaround times; several projects completed to date have enabled the transition from structure to a synthesizable lead in less than two weeks.
Activities in Bio-Medical Industry (Summary)

- **Investment for Capital-Gain**

- **Partnership with Investment**
  - **Fazix**: Protein structure modeling and Drug discovery
  - **Given Imaging**: Encapsulated endoscope
  - **CombiMatrix**: DNA Micro-array
  - **Acucela**: Drug therapies for eye diseases
  - **CanBas**: Anti-cancer medicine.
  - **SanBio**: CNS Regeneration
  - **B-Bridge International**
  - **Lymphotec**: Processing active lymph cells
  - **OsteoGenesis**: Technology to regenerate bones
  - **Institute of Gene and Brain Science**: Drug development for cancer and spinal injuries
  - **BCS**: Skin regeneration

- **Venture Incubation**
Biotech in Japan Today

Optimism

Biotech "Bubble"
Created (misled) by Mass-Media

True Level

Gene Engineering

Human Genome Project

1980
1990
2000

"Trough"

TODAY!

Pessimism

• See the Truth
• Be realistic: Don’t Bluff

• Conservative Business Plan
• Save Cash: Outsource!
• Find Good Partner