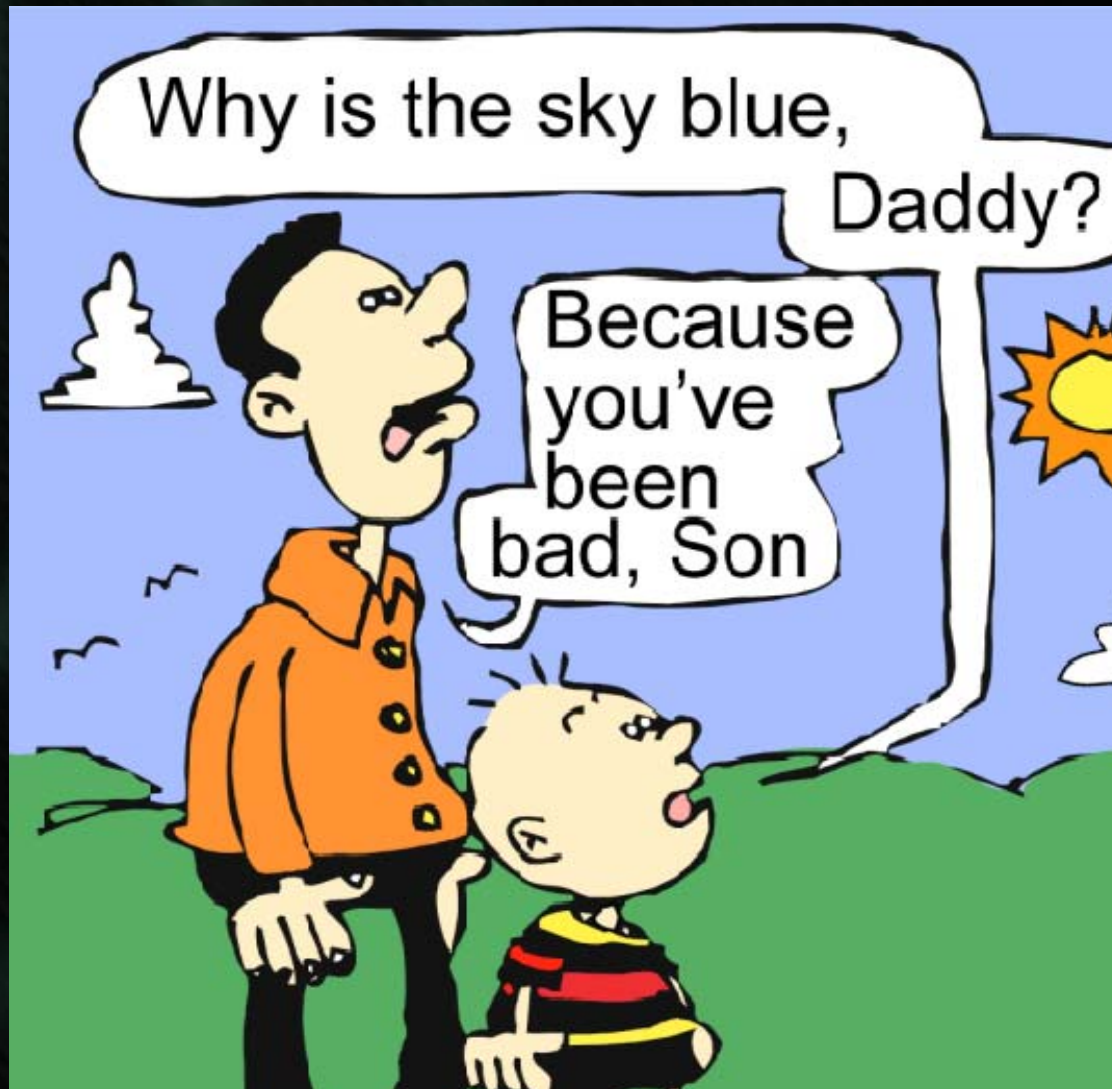


The technology of light...

Wyatt

Technology





# Company Overview

- Founded in 1982 by Dr. Philip J. Wyatt
- Largest company in the world exclusively dedicated to light scattering instruments for liquid chromatography
- Employs 75+ people in USA
- Leases 30,000 square feet of modern manufacturing, general & administrative and laboratory space



# Founder's Overview

Dr. Philip J. Wyatt...

- Incorporated the first lasers in scientific apparatus in late 1960s, early 1970s
- Incorporated the first on-board CPU into a scientific instrument in late 1960s, early 1970s.
- More than 40 patents pertaining to light scattering
- More than 60 publications involving light scattering



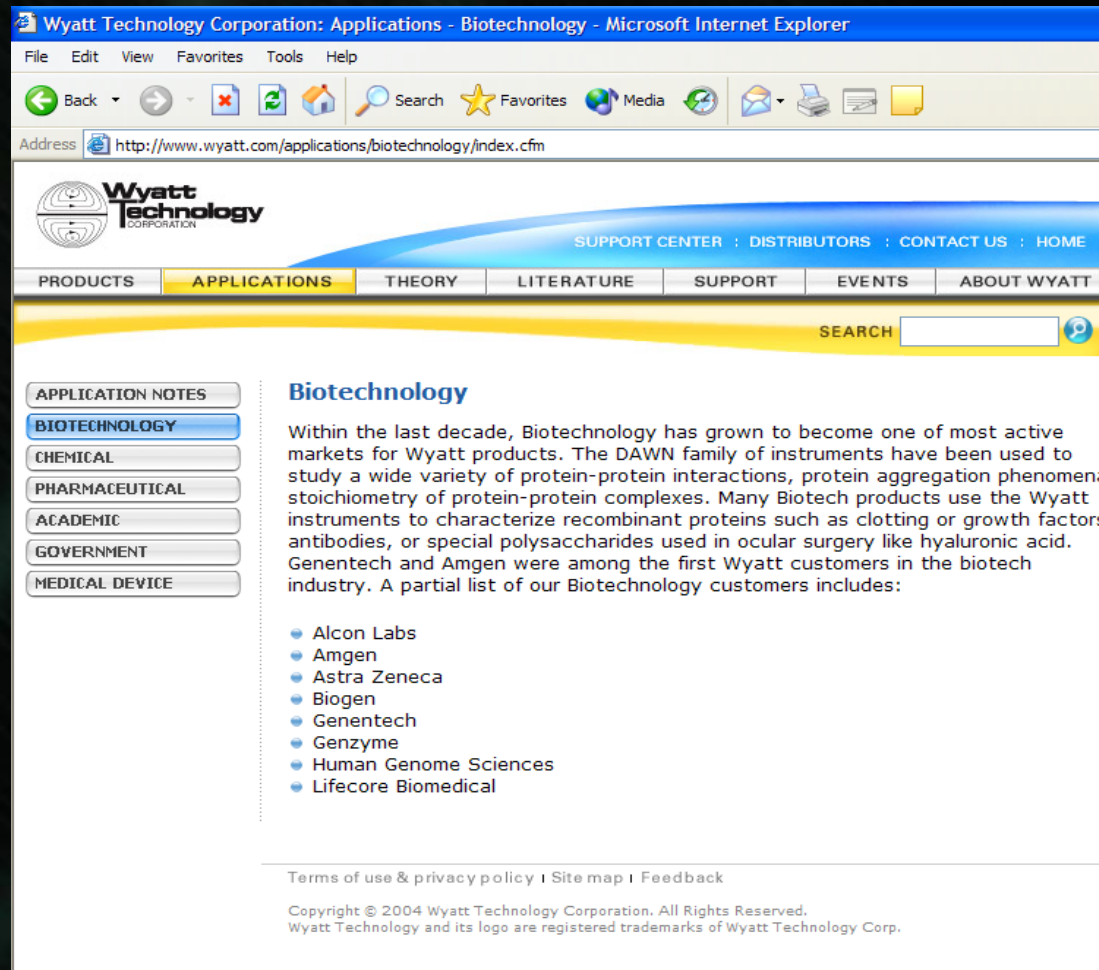
Wyatt Technology



# Family Business



# Markets Served: Biotechnology



The screenshot shows a Microsoft Internet Explorer browser window displaying the Wyatt Technology Corporation website. The address bar shows the URL: <http://www.wyatt.com/applications/biotechnology/index.cfm>. The website header includes the Wyatt Technology Corporation logo and navigation links: SUPPORT CENTER, DISTRIBUTORS, CONTACT US, and HOME. A secondary navigation bar contains: PRODUCTS, APPLICATIONS (highlighted), THEORY, LITERATURE, SUPPORT, EVENTS, and ABOUT WYATT. A search bar is located on the right side of this bar.

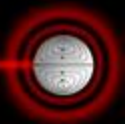
On the left side of the page, there is a vertical menu with the following categories: APPLICATION NOTES, BIOTECHNOLOGY (highlighted), CHEMICAL, PHARMACEUTICAL, ACADEMIC, GOVERNMENT, and MEDICAL DEVICE.

## Biotechnology

Within the last decade, Biotechnology has grown to become one of most active markets for Wyatt products. The DAWN family of instruments have been used to study a wide variety of protein-protein interactions, protein aggregation phenomena, stoichiometry of protein-protein complexes. Many Biotech products use the Wyatt instruments to characterize recombinant proteins such as clotting or growth factors, antibodies, or special polysaccharides used in ocular surgery like hyaluronic acid. Genentech and Amgen were among the first Wyatt customers in the biotech industry. A partial list of our Biotechnology customers includes:

- Alcon Labs
- Amgen
- Astra Zeneca
- Biogen
- Genentech
- Genzyme
- Human Genome Sciences
- Lifecore Biomedical

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# Markets Served: Pharmaceutical

The screenshot shows a Microsoft Internet Explorer browser window displaying the Wyatt Technology Corporation website. The address bar shows the URL: <http://www.wyatt.com/applications/pharmaceutical/>. The website header includes the Wyatt Technology logo and navigation links: SUPPORT CENTER, DISTRIBUTORS, CONTACT US, and HOME. A secondary navigation bar contains: PRODUCTS, APPLICATIONS (highlighted), THEORY, LITERATURE, SUPPORT, EVENTS, and ABOUT WYATT. A search bar is located on the right side of the navigation bar.

**APPLICATION NOTES**

- BIOTECHNOLOGY
- CHEMICAL
- PHARMACEUTICAL**
- ACADEMIC
- GOVERNMENT
- MEDICAL DEVICE

## Pharmaceutical

Just as many world leading pharmaceutical companies strive to improve the quality of human life by developing novel drugs, Wyatt Technology has continued to strive to provide the pharmaceutical research scientists with the state-of-the-art light scattering and characterization tools. Wyatt has provided scientific tools to help such companies as Merck, American Home Products and other vaccine manufacturers world-wide to characterize better its polysaccharide vaccine and protein products. These companies and many other pharmaceutical companies use Wyatt instruments in their R &D, Formulations, QC, and Manufacturing settings in compliance with FDA regulations. A partial list of our Pharmaceutical customers includes:

- Alza
- Aventis
- Bayer
- Glaxo Smith Kline
- Johnson & Johnson
- Merck
- Pfizer
- Wyeth

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# Markets Served: Chemical

The screenshot shows a Microsoft Internet Explorer browser window displaying the Wyatt Technology Corporation website. The address bar shows the URL <http://www.wyatt.com/applications/chemical/>. The website header includes the Wyatt Technology logo and navigation links: SUPPORT CENTER, DISTRIBUTORS, CONTACT US, and HOME. A secondary navigation bar contains: PRODUCTS, APPLICATIONS (highlighted), THEORY, LITERATURE, SUPPORT, EVENTS, and ABOUT WYATT. A search bar is located on the right side of this bar.

On the left side of the page, there is a vertical menu with the following categories: APPLICATION NOTES, BIOTECHNOLOGY, CHEMICAL (highlighted), PHARMACEUTICAL, ACADEMIC, GOVERNMENT, and MEDICAL DEVICE.

## Chemical

Wyatt Technology's family of instruments has been serving the chemical and petrochemical industry for over 20 years. Our instruments were first used in the early eighties for general polymer characterization at such chemical companies as S.C. Johnson or Kodak. Later other world chemical companies like Goodyear began to rely on the Wyatt instrument to standardize world-wide characterization techniques for natural and synthetic rubbers and other chemicals. Still other companies as ExxonMobil and Chevron continue to utilize Wyatt's leading-edge technology to study the molecular weights, sizes and branching properties of olefins, synthetic rubber, polyethylene, and synthetic lubricants, among many other petrochemical products. A partial list of our Chemical customers includes:

- BP Amoco
- Chevron
- DOW
- ExxonMobil
- General Electric
- Goodyear
- Kodak

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# Markets Served: Academic

The screenshot shows a Microsoft Internet Explorer browser window displaying the Wyatt Technology Corporation website. The address bar shows the URL <http://www.wyatt.com/applications/academic/>. The website header includes the Wyatt Technology logo and navigation links: SUPPORT CENTER, DISTRIBUTORS, CONTACT US, and HOME. A secondary navigation bar contains: PRODUCTS, APPLICATIONS (highlighted), THEORY, LITERATURE, SUPPORT, EVENTS, and ABOUT WYATT. A search bar is located on the right side of this bar.

On the left side of the page, there is a vertical menu of application categories:

- APPLICATION NOTES
- BIOTECHNOLOGY
- CHEMICAL
- PHARMACEUTICAL
- ACADEMIC**
- GOVERNMENT
- MEDICAL DEVICE

The main content area is titled "Academic" and contains the following text:

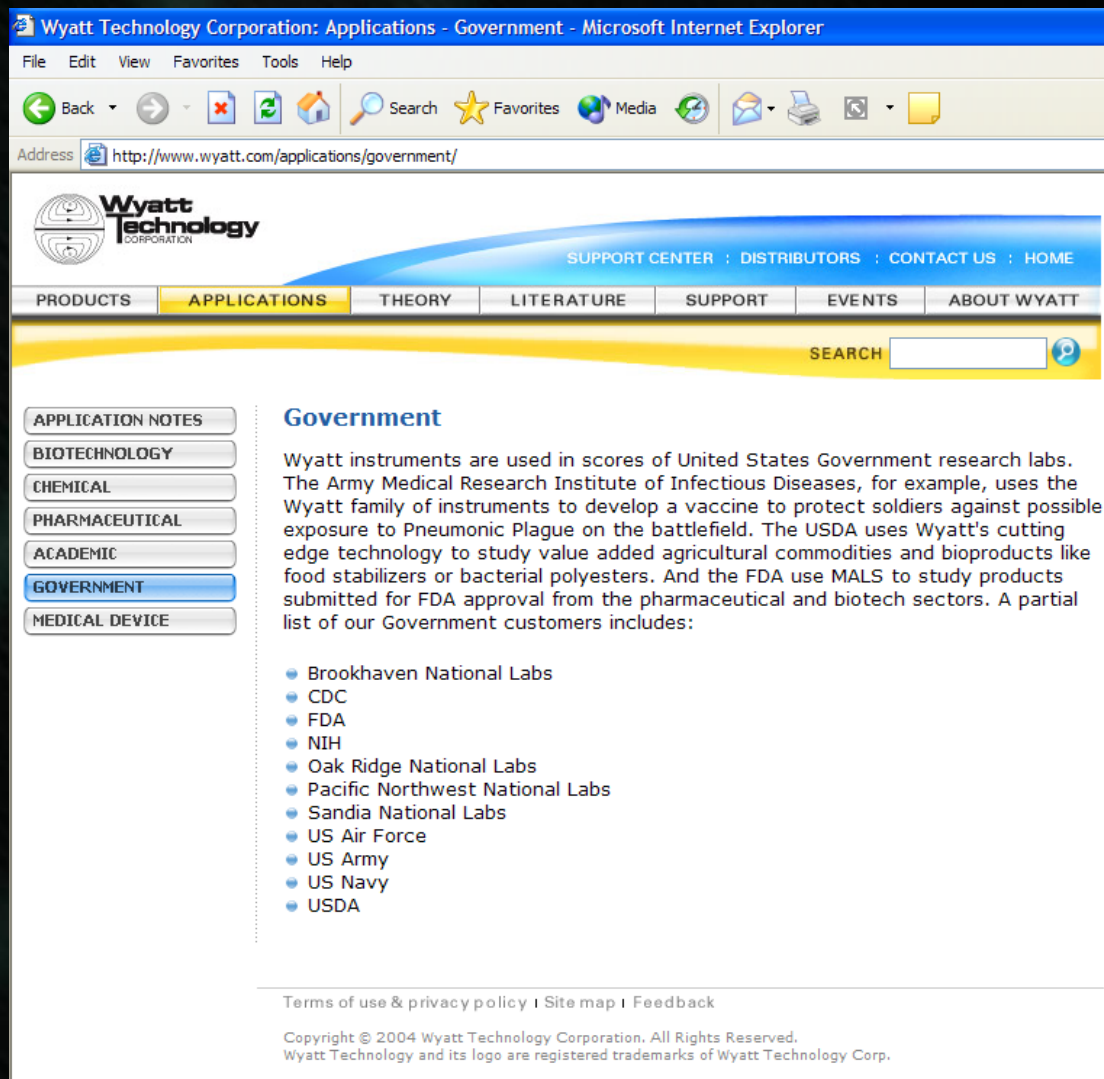
Wyatt instruments are used for both teaching and research at the most prestigious academic centers in the world. Wyatt instruments are used by scores of Howard Hughes Medical investigators throughout the United States (e.g. at Yale, Harvard, Stanford, and Berkeley) for their biochemistry and biophysics research projects, as well as in the Polymer Research labs like UMASS Amherst, Cambridge University, or the University of Southern Mississippi. Finally even small academic centers like Harvey Mudd College, the University of Northern Iowa, and the US Air Force Academy use Wyatt's instruments in their undergraduate teaching courses. A partial list of Academic institutions includes:

- University of California, Berkeley
- California Institute of Technology (Cal Tech)
- Cambridge University
- Fudan University
- Harvard University
- Harvey Mudd College
- London School of Pharmacy
- Max Planck Institute
- Massachusetts Institute of Technology (MIT)
- Seoul National University
- Stanford University
- Tokyo Institute of Technology
- University of California, Los Angeles
- University of Tokyo
- Yale University

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# Markets Served: Government



The screenshot shows a Microsoft Internet Explorer browser window displaying the Wyatt Technology Corporation website. The address bar shows the URL <http://www.wyatt.com/applications/government/>. The website features a navigation menu with tabs for PRODUCTS, APPLICATIONS (selected), THEORY, LITERATURE, SUPPORT, EVENTS, and ABOUT WYATT. A search bar is located in the top right. On the left side, there is a vertical menu of application categories: APPLICATION NOTES, BIOTECHNOLOGY, CHEMICAL, PHARMACEUTICAL, ACADEMIC, GOVERNMENT (highlighted), and MEDICAL DEVICE. The main content area is titled "Government" and contains a paragraph of text and a bulleted list of government customers.

Wyatt Technology Corporation: Applications - Government - Microsoft Internet Explorer

File Edit View Favorites Tools Help

Address <http://www.wyatt.com/applications/government/>

Wyatt Technology CORPORATION

SUPPORT CENTER : DISTRIBUTORS : CONTACT US : HOME

PRODUCTS APPLICATIONS THEORY LITERATURE SUPPORT EVENTS ABOUT WYATT

SEARCH

APPLICATION NOTES

BIOTECHNOLOGY

CHEMICAL

PHARMACEUTICAL

ACADEMIC

**GOVERNMENT**

MEDICAL DEVICE

## Government

Wyatt instruments are used in scores of United States Government research labs. The Army Medical Research Institute of Infectious Diseases, for example, uses the Wyatt family of instruments to develop a vaccine to protect soldiers against possible exposure to Pneumonic Plague on the battlefield. The USDA uses Wyatt's cutting edge technology to study value added agricultural commodities and bioproducts like food stabilizers or bacterial polyesters. And the FDA use MALs to study products submitted for FDA approval from the pharmaceutical and biotech sectors. A partial list of our Government customers includes:

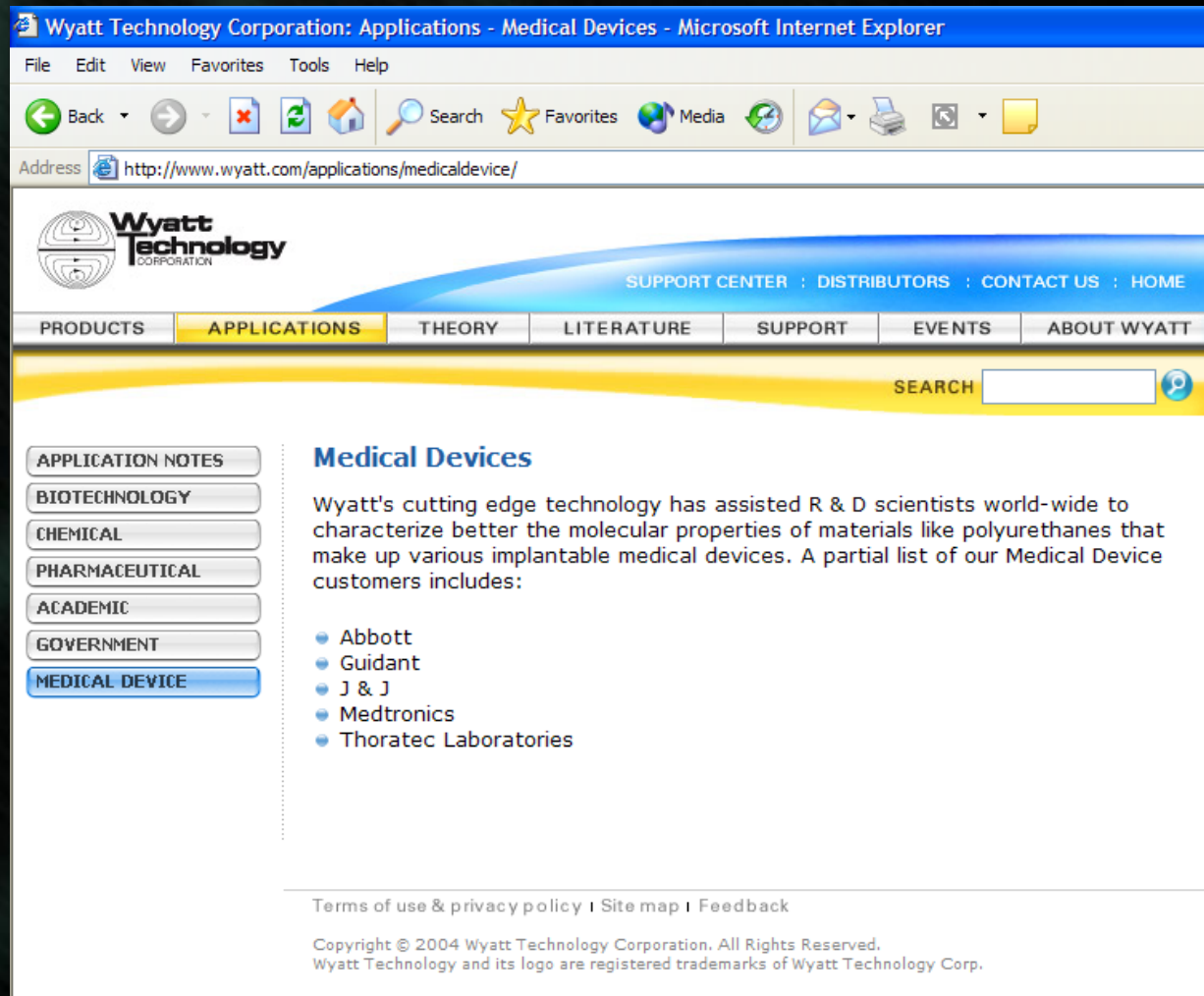
- Brookhaven National Labs
- CDC
- FDA
- NIH
- Oak Ridge National Labs
- Pacific Northwest National Labs
- Sandia National Labs
- US Air Force
- US Army
- US Navy
- USDA

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# Markets Served: Medical Device



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**APPLICATION NOTES**

**BIOTECHNOLOGY**

**CHEMICAL**

**PHARMACEUTICAL**

**ACADEMIC**

**GOVERNMENT**

**MEDICAL DEVICE**

## Medical Devices

Wyatt's cutting edge technology has assisted R & D scientists world-wide to characterize better the molecular properties of materials like polyurethanes that make up various implantable medical devices. A partial list of our Medical Device customers includes:

- Abbott
- Guidant
- J & J
- Medtronic
- Thoratec Laboratories

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# Current Products Produced

DAWN<sup>®</sup> HELEOS<sup>®</sup> II

miniDAWN TREOS<sup>®</sup>

Optilab<sup>®</sup> rEX

WyattQELS

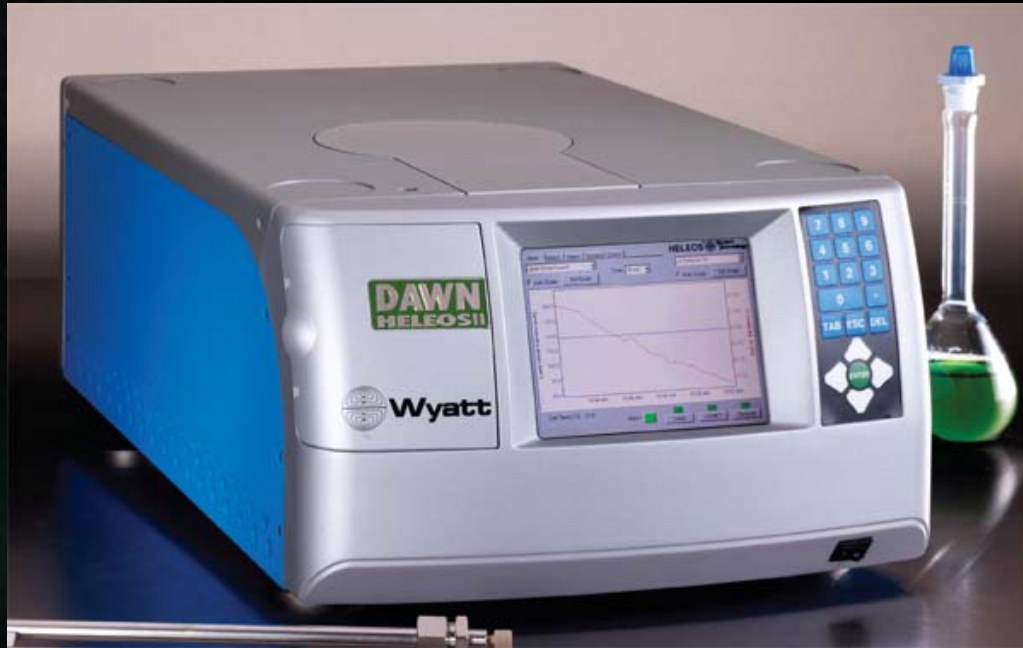
Viscostar

Calypso

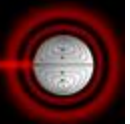
Eclipse Particle Separation System

DynaPro NanoStar

DynaPro Plate Reader



Wyatt Technology



# A Top Employer in the Industry

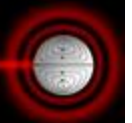


And a dog friendly workplace!



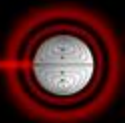
# Financial Information

- Family owned and operated since inception
- Largest company in the world focused on absolute macromolecular characterization
- Profitable for last 52 *consecutive* quarters
- Profitable for last 20+ *consecutive years*
- No long *or* short term debt
- No outside investors
- Financed entirely by its own cash flow
- Substantial lines of credit available from Bank of America, as needed



# Summary

- Constant improvement and use of innovative technology, WTC is the world leader in light scattering detectors (sold into *more* than 50 countries)
- Renowned Scientific advisory Board including one Nobel Laureate (Robert Grubbs) and one member of the National Academy of Sciences (Lin Randall)
- Avoids commodity products
- Expanding business areas and new products despite poaching by foreign companies (Legal costs and diversions)
- Probably better strength than others in the analytical products area
- No effects from Recovery Accountability and Transparency Act although many potential new customers hope for such funds



# Where do we go from here?

- Goleta must attract
  - New industries
    - Small VC funded start-ups?
      - Drawbacks
    - Expansion of extant companies
      - Problems
    - A major employer with stable and growing markets (remember GM, GE, Hughes?)
- A new pro growth attitude (a little late but worth revitalizing)
- Long term, well paying jobs

