



# *BioLines Weekender*

To Our New Jersey Life Sciences Community:

Welcome to the *Weekender*.

We take the trust that our Member Investors have placed in BioNJ very seriously, and we hope you will concur that our enhanced Vision, Mission and Strategic Initiatives which form the foundation of our new brand, **BioNJ: The Gateway to Health**, is a good use of your Investment in BioNJ.



We are heartened by the level of support and encouragement that has followed last week's announcement. Your response has fortified our strong resolve to help companies help patients ,, , Because Patients Can't Wait

In the next few weeks and months, we will continue to roll out the initiatives we have announced. And we will also be announcing additional initiatives. [Click Here](#) if you haven't had a chance to catch up with the telecast and [Click Here](#) to read the press release.

And as always, there is a lot of great New Jersey news to report. Look below to read about Valeant Pharmaceuticals' plans to add 500 jobs over the next two years, the growth of Cancer Genetics being recognized in a Deloitte report and how engineers at NJIT are helping in the fight against Ebola, PTC Therapeutics being recognized for Outstanding Innovation at the 2014 Rare and Orphan Advocacy and Research Awards...and much, much more.

Because Patients Can't Wait.

Have a wonderful weekend.

The BioNJ Team

***Highlights include:***

- **BioNJ Calendar** - BioNJ Legal, Compliance, and Regulatory Forum is Now Open for Registration; Drug Development Primer is Now Open for Registration; BioNJ and LES-NJ Chapter Gala Holiday Celebration; Stay Tuned for Registration Information for the Annual Dinner Meeting; BioNJ and BioMentorz Presents Doing Deals, Funding and More: Soup to Nuts; BioHUB Networking Mixer
- **BioNJ News** - BioNJ Members Only Group on LinkedIn; BIO 2015: The Road Leads through NJ
- **NJ Industry News** - Cancer Genetics Announces Strong Third Quarter; Actavis Names Chief Financial Officer; EDA Approves Assistance to Bolster Technology Industry in New

Jersey; Soligenix Reports Third Quarter 2014 Financial Results; Cancer Genetics Inc Receives Second Patent for Genomic Cervical Cancer Test; Cyclacel Pharmaceuticals Reports Third Quarter 2014 Financial Results; Advaxis Submits Investigational New Drug Application ; PTC Therapeutics to Webcast Upcoming Investor Conferences; Valeant to Add 500 Jobs at Bridgewater Headquarters Over Five Years; Agile Therapeutics Reports Third Quarter 2014 Financial Results; Benelux Biotech Sector Attracts Strong Interest from Investors; Cancer Genetics, Inc. Recognized in Deloitte Award

- **Advocacy for Innovation, Brought to You by Celgene** - Phil Kerpen: Price Controls Reward Special Interests, Slow Innovation; What's a Life Year Worth? A Value Experiment for Your Office!; Celgene Joins Forces with Patient Organizations for First-Ever World Pancreatic Cancer Day; Global Survey Finds That Pancreatic Cancer, a Leading Cause of Cancer Deaths, is Virtually Unknown by Many in Europe and US
- **Industry Events** - Export Finance Workshop; IPT 2014 Pharma/Life Science Regional SALT Seminar
- **NJ University/Institution News** - NJIT Engineers Invent Product to Fight Ebola; Rutgers Makes Bloomberg's List of Top Business Schools; Three New Jersey Schools Make the 25 Best Public High Schools in the US List
- **Purchasing Consortium** - See What Our Members are Saving on Lab Supplies Alone!; UPS is Collecting and Delivering Wishes
- **Talent News** - LSTN at BioNJ Job Leads
- **BioNJ Tweets of the Week** - Featuring tweets by Pfizer, Novartis, and Advaxis

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## BioNJ Calendar

### **BioNJ Legal, Compliance, and Regulatory Forum**

November 18, 2014  
NPS Pharma  
Bedminster, NJ

### **Drug Development Primer**

December 11-12, 2014  
The Conference Center  
at Mercer  
West Windsor, NJ

**Innovation (formerly Core),  
Executive (formerly Platinum), and  
Preferred (formerly Diamond)  
Members Only**

[Register Now](#)

### **BioNJ and LES-NJ Chapter Gala Holiday Celebration**

December 15, 2014  
Madison Hotel  
Morristown, NJ

### **BioNJ Annual Dinner Meeting**

February 5, 2015  
Hilton East Brunswick  
East Brunswick, NJ

[Register Now](#)

**Registration Coming Soon**

### **BioHUB Networking Mixer**

November 19, 2014  
La Quinta Inn - Soho Lounge and Grill  
Somerset, NJ

[Register Now](#)



BioNJ and BioMentorZ present



# Doing Deals, Funding & More

## *Soup-to-Nuts*

*An Intensive, Hands-On Practical Course*

*"Provides participants with 'real world' tools necessary to achieve deal making success."*

December 3-4, 2014

[Click Here To Register](#)

*"Absolutely outstanding! This is the stuff one needs to know."*

## *BioNJ News*

### **BioNJ Members Only Group on LinkedIn**

BioNJ Members have access to a Members-Only LinkedIn group. The group provides Members with up-to-date industry news, announcements, developments and information about upcoming BioNJ events. The group also provides great networking opportunities for all current Members to discuss all things Biotech.

Are you a member? [Click here](#) to join the group.

### **BIO 2015: The Road Leads through NJ**

BioNJ and Choose New Jersey have reserved premium space on the BIO 2015 trade show floor! We are working to incorporate the New Jersey Story into our pavilion and want to see how we might include you!

*INTERESTED IN LEARNING MORE ABOUT THE NEW JERSEY PAVILION?*  
Please contact Debbie Mennito at BioNJ by phone at 609-890-3185 or by e-mail at [DMennito@BioNJ.org](mailto:DMennito@BioNJ.org).

## *NJ Industry News*

*Make sure to send us your stories via [BioNJ@BioNJ.org](mailto:BioNJ@BioNJ.org).*

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## **Cancer Genetics Announces Strong Third Quarter With Growth Across All Categories**

Rutherford-based BioNJ Member Cancer Genetics, Inc., an emerging leader in DNA-based cancer diagnostics, announced on November 10 financial and operating results for the third quarter ended September 30, 2014.

Please [click here](#) to read the full press release.

## **Actavis Names Maria Teresa Hilado Chief Financial Officer**

BioNJ Member Actavis plc, a leading global specialty pharmaceutical company, announced on November 10 that Maria Teresa (Tessa) Hilado will join the Company, effective December 8, 2014, as Chief Financial Officer.

Please [click here](#) to read the full press release.

## **EDA Approves Assistance to Bolster Technology Industry in New Jersey**

Furthering the Christie Administration's commitment to bolstering the State's technology industry, the New Jersey Economic Development Authority (EDA) announced on November 10 that technology companies across the State were approved for assistance through the various programs available to grow this critical sector of New Jersey's economy.

Please [click here](#) to read the full press release.

## **Soligenix Reports Third Quarter 2014 Financial Results, Highlighted with the Acquisition of SGX301, Synthetic Hypericin, for the Treatment of Cutaneous T-Cell Lymphoma**

On November 10, Princeton-based BioNJ Member Soligenix, Inc., a late-stage biopharmaceutical company developing products that address unmet medical needs in the areas of inflammation, oncology and biodefense, announced its financial results for the third quarter and nine months ended September 30, 2014.

Please [click here](#) to read the full press release.

## **Cancer Genetics Inc. Receives Second Patent for Genomic Cervical Cancer Test; Strengthens Position of FFACT®**

On November 11, Rutherford-based BioNJ Member Cancer Genetics Inc, an emerging leader in DNA-based cancer diagnostics, announced today that it has received a second US patent covering its proprietary FISH-based HPV-Associated Cancer Test (FFACT®) for cervical cancer detection in patients.

Please [click here](#) to read the full press release.

## **Cyclacel Pharmaceuticals Reports Third Quarter 2014 Financial Results**

Berkeley Heights-based BioNJ Member Cyclacel Pharmaceuticals, Inc., a biopharmaceutical

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company developing oral therapies that target the various phases of cell cycle control for the treatment of cancer and other serious disorders, reported on November 11 its financial results and business highlights for the third quarter ended September 30, 2014.

Please [click here](#) to read the full press release.

### **Advaxis Submits Investigational New Drug Application for Phase 1/2 Study of ADXS-HPV and MedImmune's MEDI4736 for the Treatment of HPV-Associated Cervical and Head and Neck Cancer**

Princeton-based BioNJ Member Advaxis, Inc., a clinical-stage biotechnology company developing cancer immunotherapies, announced on November 12 that the Company has submitted an Investigational New Drug application (IND) to the United States Food and Drug Administration (FDA) to conduct a Phase 1/2 study of ADXS-HPV (ADXS11-001) alone or in combination with MedImmune's investigational anti-PD-L1 immune checkpoint inhibitor, MEDI4736, for the treatment of advanced, recurrent or refractory human papillomavirus (HPV)-associated cervical cancer and HPV-associated head and neck cancer.

Please [click here](#) to read the full press release.

### **PTC Therapeutics to Webcast Upcoming Science Day and Investor Conferences**

On November 13, South Plainfield-based BioNJ Member PTC Therapeutics, Inc. announced that it will hold its Second Annual Science Day on Monday, November 24, 2014 from 8:00 a.m. to 12:00 p.m. ET at the Le Parker Meridien in New York City. Members of PTC's senior management and research teams will provide a corporate update and in-depth reviews of the company's scientific platforms and R&D programs.

Please [click here](#) to read the full press release.

### **Valeant to Add 500 Jobs at Bridgewater Headquarters Over Five Years**

Valeant Pharmaceuticals CEO Michael Pearson pledged to bring 500 jobs to the state of New Jersey over the next five years, at a ribbon cutting for a new headquarters in Bridgewater.

Please [click here](#) to read the full article.

### **Agile Therapeutics Reports Third Quarter 2014 Financial Results**

On November 13, Princeton-based BioNJ Member Agile Therapeutics, Inc., a women's health specialty pharmaceutical company focused on the development and commercialization of new prescription contraceptive products, reported financial results for the three and nine months ended September 30, 2014, and provided a Company update on activities related to its lead product candidate, Twirla® also known as AG200-15, a once-weekly prescription contraceptive patch currently in Phase 3 development.

Please [click here](#) to read the full press release.

### **Benelux Biotech Sector Attracts Strong Interest from Top Segment of US Investors**

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On November 13, KBC Securities, supported by FlandersBio and Flanders Investment and Trade, hosted the third edition of its Annual Benelux Biotech and Healthcare Conference in New York. The conference offers a unique opportunity to meet with top executives of 14 listed companies and one pre-IPO company, providing an excellent overview of the vibrant Benelux Life Sciences landscape. This conference is one of several initiatives of KBC Securities and underlines the firm's continued support for the sector.

Please [click here](#) to read the full press release.  
Please [click here](#) for more information.

### **Cancer Genetics, Inc. Recognized in Deloitte's 2014 Technology Fast 500(TM) Awards**

Rutherford-based BioNJ Member Cancer Genetics, Inc., an emerging leader in DNA-based cancer diagnostics, announced on November 14 that it ranked 303 on Deloitte's Technology Fast 500™, a ranking of the 500 fastest growing technology, media, telecommunications, life sciences and clean technology companies in North America. CGI grew 296% percent as measured by revenues during this period.

Please [click here](#) to read the full press release.

### **PTC Therapeutics Recognized for Outstanding Innovation at the 2014 Rare and Orphan Advocacy and Research (ROAR) Awards**

On November 14, South Plainfield-based BioNJ Member PTC Therapeutics, Inc. received the Outstanding Innovation Award at The 2014 Rare & Orphan Advocacy and Research Awards for Translarna™, the first treatment approved in the European Union for Duchenne muscular dystrophy.

Please [click here](#) to read the full press release.

### **Immunomedics Announces Six Presentations on Epratuzumab in Lupus at Leading Rheumatology Meeting**

Morris Plains-based BioNJ Member Immunomedics, Inc., announced on November 14 that partner UCB, S.A., responsible for the development of epratuzumab in non-oncology indications, is sponsoring 6 presentations on investigational studies of epratuzumab in systemic lupus erythematosus (SLE) at the American College of Rheumatology/Association of Rheumatology Health Professionals Annual Meeting, November 14 - 19, 2014 in Boston, MA.

Please [click here](#) to read the full press release.

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## *Advocacy for Innovation*

*Brought to You by Celgene Corporation.*

**Phil Kerpen: Price Controls Reward Special Interests, Slow Innovation**

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Remarkable new wonder drugs have caused a new confrontation over pricing wars between manufacturers and health plans, now reaching a fever pitch over hepatitis C treatments from Gilead. Unfortunately, rather than the industry players settling the issue through negotiation, health plans are turning to Congress to step in and arbitrarily limit prices, which could undermine the investment that is critical to developing new cures.

Please [click here](#) to read the full article.

### **What's a Life Year Worth? A Value Experiment for Your Office!**

What is a life year worth for your patient? An interesting perspective by Peter Neumann and coauthors appeared in the New England Journal of Medicine 2014; 371: 796. In the article the authors looked at QALYs, quality-adjusted life years saved, by various interventions in different diseases. They found that from 1990 to 2012, there has been an increase in the cost effectiveness standard used to identify good value interventions from \$50,000 per QALY up to \$100,000 or more per QALY.

Please [click here](#) to read the full article.

### **Celgene Joins Forces with Patient Organizations for First-Ever World Pancreatic Cancer Day**

For the first time ever, November 13, 2014 marks World Pancreatic Cancer Day. While the month of November has traditionally been marked in some countries as Pancreatic Cancer Awareness Month, it is not currently recognized globally. Worldwide, it is estimated that 337,872 people will be diagnosed with pancreatic cancer and 330,372 will die from the disease each year. Five year survival rates globally for pancreatic cancer are less than 7 percent and are among the lowest for any cancer.

Please [click here](#) to read the full press release.

### **Global Survey Finds That Pancreatic Cancer, a Leading Cause of Cancer Deaths, is Virtually Unknown by Many in Europe and US**

While it may not be surprising that breast and lung cancers are top of mind when people hear the word "cancer," 60 percent of respondents to a recent six-country survey about cancer awareness know almost nothing about pancreatic cancer, a leading cancer killer. Pancreatic cancer is the fourth leading cause of cancer-related deaths in the US and is projected to be the second highest cause of death from cancer in the US by 2020. The overall five-year survival rate in the US and Europe is less than 7 percent; this rate has been low for many years and is among the lowest for common cancers in the US and across most countries in Europe.

Please [click here](#) to read the full press release.

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## *Industry Events*

**Export Finance Workshop - Using Export Finance Tools to Minimize Risk and Grow your Global Business**

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The World Trade Center Greater Philadelphia will hold a Export Finance Workshop at the The Waterfront Technology Center in Camden from 8:00 a.m. - Noon on November 19, 2014.

If financing is not part of your export strategy, you could be missing out on important sales or exposing your company to unnecessary risks.

Do not miss this opportunity to meet the region's leading trade finance lenders and government finance representatives.

Receive the latest information on financing programs available with U.S. government backing from the Export - Import Bank of the United States and the Small Business Administration. You will also hear from companies like yours who have successfully utilized this financing to grow their international business.

***Who should attend?***

CEOs, CFOs, and international marketing managers of export-ready companies

***You will learn how to:***

Utilize export credit insurance to protect against buyer non-payment, minimize risk, and offer extended credit terms to international buyers to increase sales;  
Obtain working capital loans with U.S. government backing to provide capital for inventory, hiring, and performance bonds to support export sales orders and free up needed capital;  
Offer financing at competitive rates to prospective customers to help close the sale;  
And more....

***Registration Fee***

WTCGP Members: \$45

Non-Members: \$60

Please [click here](#) to view the details.

Please [click here](#) to register.

## **IPT 2014 Pharma/Life Science Regional SALT Seminar**

The Institute for Professionals in Taxation (IPT) will hold a Regional, State and Local Tax (SALT) seminar on November 20 and 21 in Iselin, NJ, featuring BioNJ President and CEO Debbie Hart.

The life sciences industry faces a wide-array of industry specific challenges, including the tax area. From start-up, through commercialization, and including large, established, multi-national companies, these industries are often impacted differently by tax laws than other industries. State and local taxes are often the most significant and the most manageable tax burdens faced by the industry. This advanced two-day seminar is designed for state and local tax professionals involved in the Pharmaceutical, Biotechnology and Life Sciences industries. The speakers, well-known experts in the state and local tax field, will focus their presentations on current state and local tax issues and how they specifically impact the life sciences industries.

A wide range of topics will be presented, including income/franchise taxes, sales/use taxes, and unclaimed property. Issues to be addressed include nexus, apportionment, audit resolution, and opportunities and pitfalls - all geared towards the special challenges faced by the life sciences industries.

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This special focused seminar provides an opportunity to hear some of the top SALT professionals discuss current topics and their relevance to life sciences businesses, making it a "must-attend" for those state and local tax professionals in these industries.

Please [click here](#) to view the full brochure.

Please [click here](#) to register.

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## *NJ University/Institution News*

### **NJIT Engineers Invent Product to Fight Ebola**

Mark Cznareski and Paul Lorcheim are two unassuming BioNJ Member NJIT engineers who invented a chlorine dioxide-emitting machine to sterilize hospitals and other facilities.

Please [click here](#) to read the full article.

### **Rutgers Makes Bloomberg's List of Top Business Schools**

Bloomberg Businessweek's 2014 ranking of the nation's 85 best MBA programs features some new names at the top and BioNJ Member Rutgers made the list.

Please [click here](#) to read the full article.

### **Three New Jersey Schools Make the 25 Best Public High Schools in the US List**

When it comes to high school, you don't need to pay a fortune to get a good education. There are public high schools all around the country that are preparing students for the future.

School data site Niche just released its list of the 100 best public high schools in America. Many are magnet schools, meaning they pull in qualified students from around their districts.

Please [click here](#) to read the full article.

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## *Purchasing Consortium*

### **See What Our Members are Saving on Lab Supplies Alone!**

Growing biotechnology companies face a unique set of business issues. See the Member savings generated in 2012 on Fisher Lab supplies alone!

*The estimated average savings in 2012 for all BioNJ Members participating in the savings program is 39%.*

Small Biotech Company (<10 Researchers)

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Estimated Lab Supply Spend at List: \$18,025  
BioNJ Member Pricing: \$10,529

Estimated Savings: \$7,496 or 41%  
Mid-Size Biotech Company (10-20 Researchers)  
Estimated Lab Supply Spend at List: \$687,539

BioNJ Member Pricing: \$415,891  
Estimated Savings: \$271,648 or 39.5%  
Large Biotech Company (>20 Researchers)  
Estimated Lab Supply Spend at List: \$2,915,646

BioNJ Member Pricing: \$1,842,979  
**Estimated Savings: \$1,072,667 or 36.7%**

Take advantage of your Member Benefits and save even more with the full offering of discounts!

Please [click here](#) to see available member benefits.

## **Every Delivery Begins with a Wish and This Holiday Season, UPS is Collecting and Delivering Wishes**

On November 12, BioNJ Purchasing Consortium Member UPS launched Your Wishes Delivered, a campaign designed to invite the public to share their wishes during the holidays. This year, the company will donate \$1 for each wish submitted using #WishesDelivered to one of three charities - The Boys and Girls Clubs of America, The Salvation Army or Toys for Tots Literacy Program\*.

The campaign invites participants to submit their personal wishes as a photo or message to [www.ups.com/wishes](http://www.ups.com/wishes) or by using the hashtag #WishesDelivered. When submitting, visitors can share their wish for a special person, organization or cause.

The Your Wishes Delivered website will accept wishes between today and Dec. 31, 2014. The company also plans to upload user generated content and hopes that by sharing wishes, whether serious, poignant, heartfelt or hopeful the result will be goodwill and good feelings among visitors.

Please [click here](#) to read the full article.

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## *BioNJ Talent Network*

### **Job Leads**

BioNJ can help you find the perfect candidate for your open positions. Call us today!

Please [click here](#) to view all the job postings on the LSTN at BioNJ website.

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## *BioNJ Tweets of the Week*

- @Pfizer tweeted [Novel agreement expands access to a Pfizer contraceptive for women most in need in the world's poorest countries http://on.pfizer.com/1wsOREX](http://on.pfizer.com/1wsOREX)
- @Novartis tweeted [10 million people are diagnosed with #diabetes each year and 5.1 million people die from the disease every year #WDD](#)
- @Advaxis tweeted [Research supports that HPV-positive & -negative head & neck cancers are ideal candidates for immunotherapy: http://bit.ly/1ydVJYW #CFS2014](http://bit.ly/1ydVJYW)

Please contact BioNJ at [BioNJ@BioNJ.org](mailto:BioNJ@BioNJ.org)  
or 609-890-3185 with any questions.

Connect with us:

