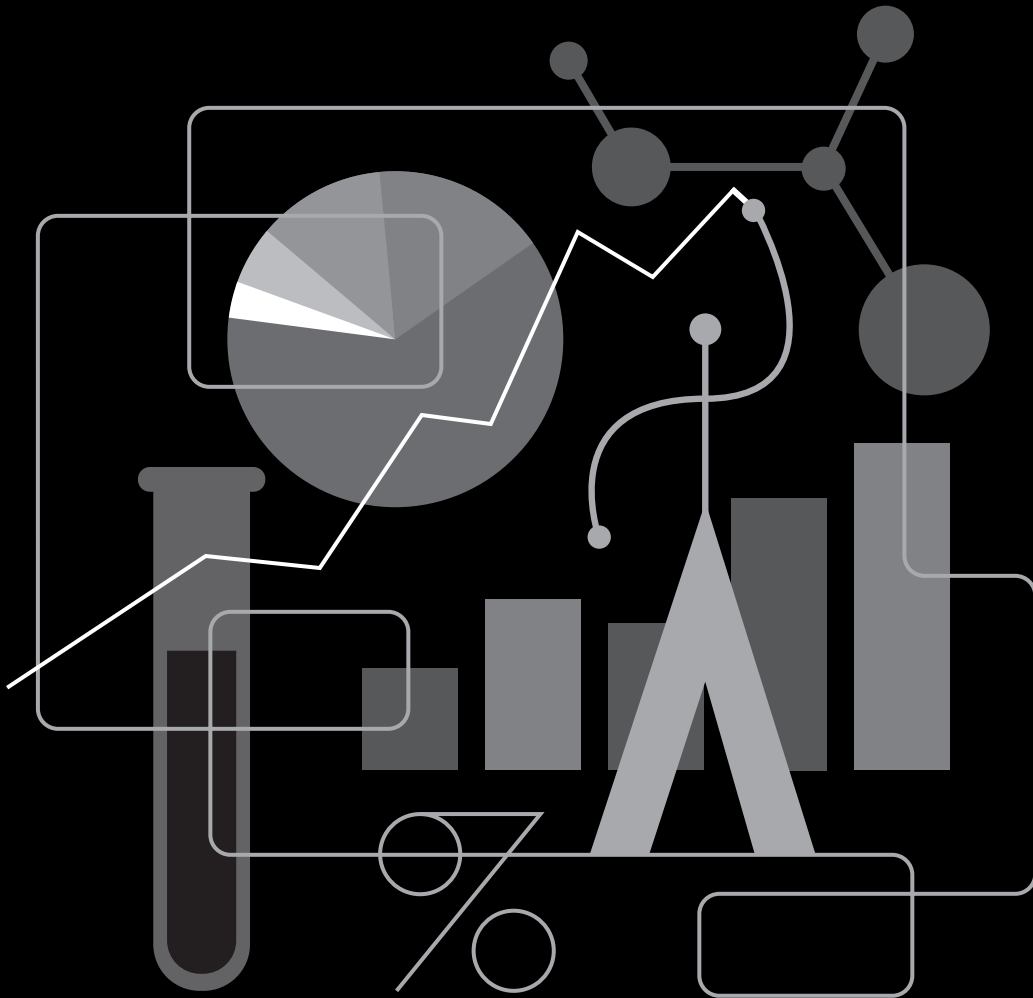


“He uses statistics as a drunken man uses lamp-posts—for support rather than illumination.”

Andrew Lang



## Statistics

A LOOK AT THE NUMBERS

5

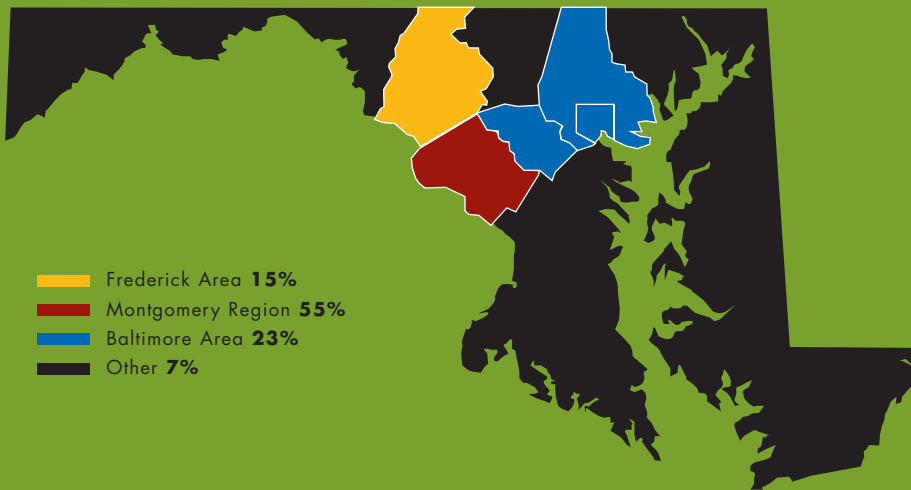
The following results are from a comprehensive industry survey conducted by MdBio in June 2006 unless otherwise noted. Where appropriate, actual survey questions accompany the data. In most instances, there were respondents from 54 different Maryland bioscience companies, representing approximately 15% of the industry.



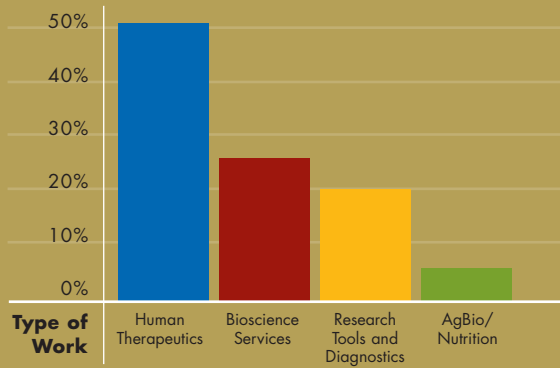
Bioscience Companies in Maryland | NUMBER OF COMPANIES



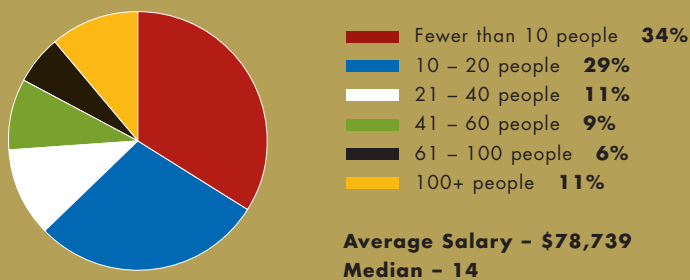
Distribution Map | COMPANIES IN MARYLAND



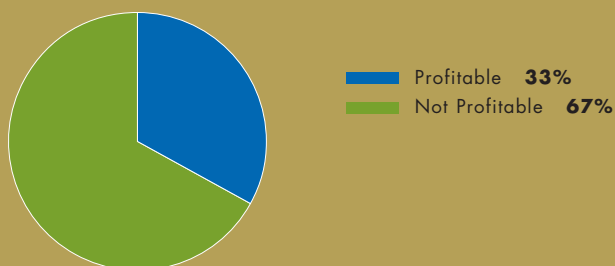
## Bioscience Companies | BY SECTOR



## Bioscience Companies | BY NUMBER OF EMPLOYEES

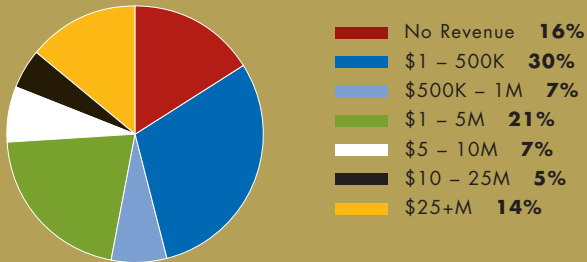


## Bioscience Companies | PROFITABILITY



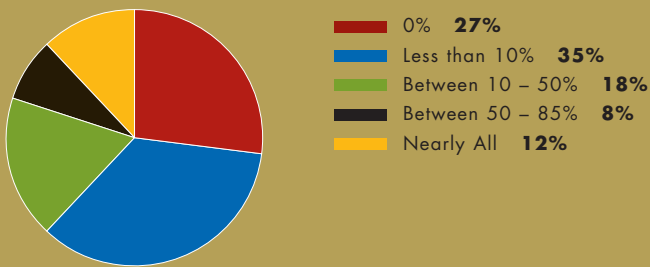
**Question:** Did your company's revenues (including product sales, licensing and services) exceed expenditures in 2005?

Bioscience Companies in Maryland | REVENUE RANGE



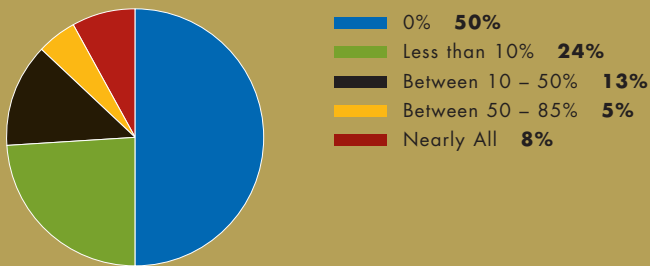
**Question:** In what range was your company's total revenue for 2005?

Revenue | FROM CLIENTS IN MARYLAND



**Question:** What percentage of your company's revenue came from clients located within MD?

Revenue | FROM GOVERNMENT CLIENTS



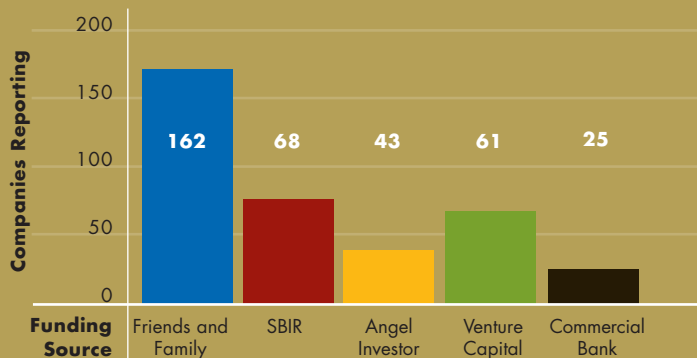
**Question:** What percentage of your company revenue was generated from government clients?

Per Company Average Capital Expenditures | 2005 - 2006 EXPECTED



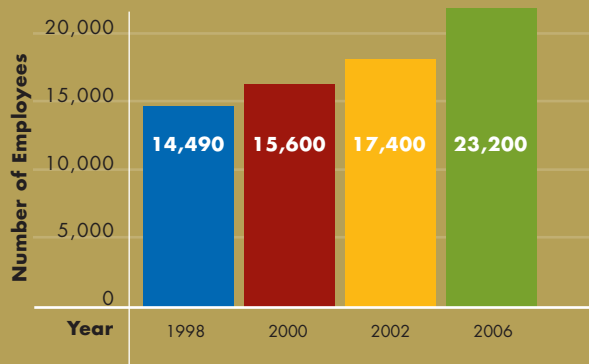
**Question:** What were your company's capital expenditures in 2005? (consider expenditures for construction, lab renovation/upgrade, large instrumentation purchases, etc.)  
Please estimate your company's expected capital expenditures in 2006.

Bioscience Companies in Maryland | FUNDING SOURCES

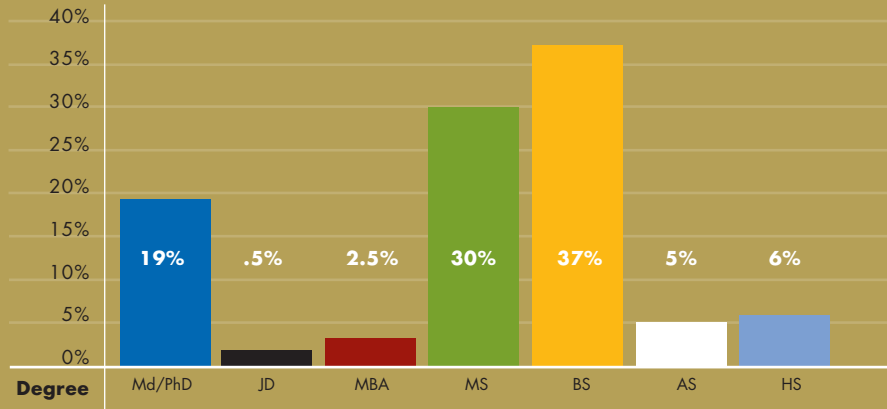


**Question:** Which of the following sources were used in financing your company?  
*\*estimated number based on survey responses*

Private Sector Bioscience Employees in Maryland | ESTIMATED NUMBER

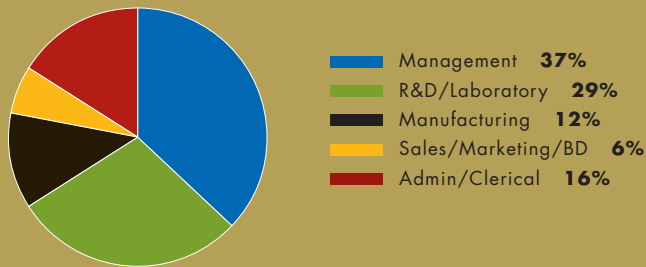


Private Sector Bioscience Employees in Maryland | DEGREES HELD



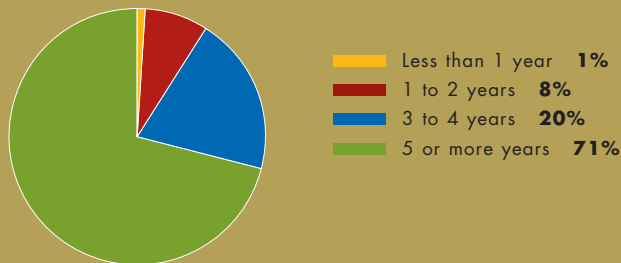
**Question:** How many of the full time employees in MD have the following degrees? (please list only terminal degrees for each individual)

Workforce | BY TYPE OF JOB



**Question:** How many of the employees, based in MD, work in the following areas?

Years Working | IN MARYLAND BIOSCIENCE COMPANIES



**Question:** How many years have you been working in Maryland's Bioscience Industry? (based on 101 responses from company CEOs)