

Drug Discovery and Development Insourced & Outsourced Drug Discovery

Insourced & Outsourced Drug Discovery

Albany Molecular Research Inc. (NASDAQ: AMRI) is a global contract research and manufacturing organization that has been working with the Life Sciences industry to improve outcomes and the quality of life for more than two decades. AMRI offers SMARTSOURCING™, which is an evolution of AMRI's business model, offering a streamlined and flexible approach to insourcing and outsourcing. With locations in North America, Europe and Asia, our key business segments include Discovery and Development Solutions (DDS) and Large Scale Manufacturing (LSM). Our DDS organization provides comprehensive scientific solutions from design to execution for early drug discovery to Investigational New Drug (IND) enabling studies and beyond. In the area of drug discovery, we provide biology and chemistry services, as well as pharmacology expertise, capabilities and platforms for hit-to-candidate selection activities.

Biology & Pharmacology Competencies

Our *in vitro* biology and pharmacology expertise includes compound and natural product screening and profiling, bioanalytical services, as well as drug metabolism and pharmacokinetics (DMPK). Biological and pharmacological activities comprise assay design, development and production.



AMRI DDS Services Platform

- Hit to Lead to Candidate Services
- Medicinal Chemistry
- High Throughput Screening
- *In Vitro* Biology & Pharmacology
- Library Design & Custom Synthesis
- Biocatalysis & Biotransformation
- Natural Product Libraries
- Profiling & Structure ID
- Bioprocess Development
- Early ADME
- Metabolite ID
- Process & Analytical Development
- Kilo Lab Scale-Up
- Phase I GMP
- Salt & Polymorph Investigations
- Formulation Development

Insourcing

The AMRI Insourcing model positions teams of AMRI scientists managed by AMRI at a customer's site, which enables them to be 100% dedicated to that single customer's programs and needs. We deliver the best of both worlds to pharmaceutical companies: a stable, dedicated scientific team without the associated overhead costs or management risks of a traditional outsourced R&D collaboration. By utilizing the AMRI Insourcing model, our customers benefit from being able to build custom teams of skilled scientists to fit their specific and ever-changing scope of work without worrying about screening processes or HR issues. This simplified infrastructure also means that AMRI can on-demand scale teams or access specialized capabilities from our global talent pool.

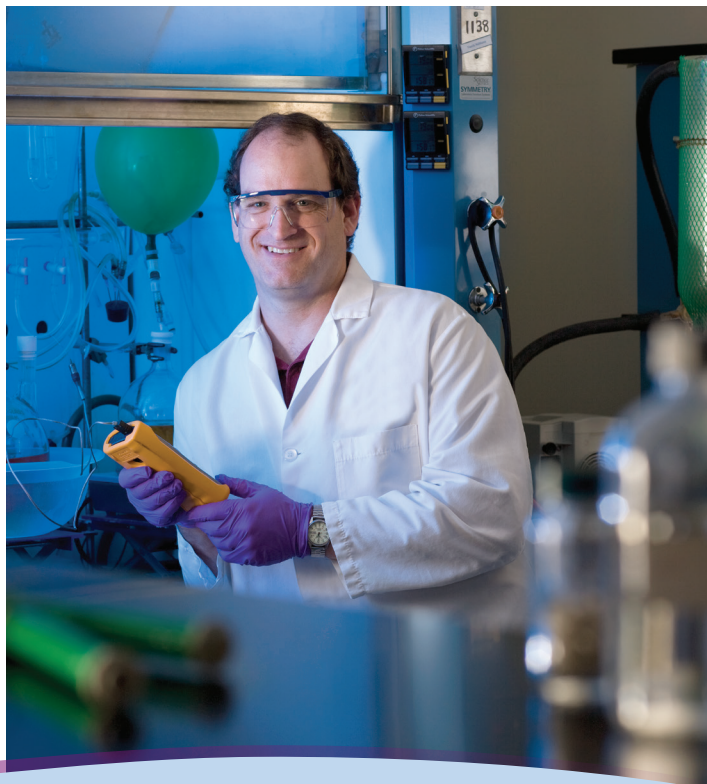
AMRI Insourcing Metrics

Collaborating with a team of scientists – who are invested long-term in a customer's R&D – yields higher quality products, accelerated time-to-market and significant cost savings for our customers. The advantages of co-locating staff on customer property with insourcing include face-to-face brainstorming and problem-solving, real-time communication, as well as enhanced flexibility.

These activities support screening to reiterative SAR profiling to IND-enabling studies, accessed as both stand alone or integrated programs when combined with our strong medicinal chemistry capabilities.

Chemistry Competencies

Our chemistry expertise includes library and compound design, medicinal chemistry, synthesis, process design and optimization, as well as scale-up to drive drug discovery and preclinical development. We have strong and diverse chemistry experience and capabilities in synthesis, including recently added flow and process chemistries. We also provide chiral and non-chiral separation, analytical and structural elucidation services, as well as formulation sciences. In addition, we also have expertise and capabilities from collections to manufacturing in the science of natural products. We can screen, profile, isolate and elucidate novel and unique natural products, as well as scale the production for these natural products using our bio-processing capabilities via biocatalysts and bio-transformation approaches.



Global Discovery Success Metrics

Since 2001, AMRI has been involved in 175 drug discovery projects resulting in 75 pre-clinical and clinical candidates in various therapeutic areas.

The AMRI discovery team has also made significant contributions to the scientific community including 166 issued patents and dozens of additional filings, 460 peer-reviewed publications, and the delivery of 400 verbal presentations and posters.

In addition, our track record includes various discovery programs, which include partnered programs and collaborations. The following chart lists some of our previously announced collaborations.



Track Record: Discovery Programs

Partnered Programs

Bristol Myers Squibb Co.	Four compounds selected for development, two of which progressed into the clinic
Genentech	Research & licensing agreement on antibacterial agents from AMRI's own natural products based program
Chai Therapeutics	Exclusive license agreement for the development of ALB 109564(a), AMRI's novel tubulin inhibitor compound in late Phase I testing for the treatment of cancer

Collaborations

National Institutes of Health (NIH)	Multi-year contract to develop pre-clinical drug candidates to treat diseases of the CNS
Knopp Biosciences	Strategic agreement to provide discovery services for selected novel drug discovery programs
CHDI	Extended drug discovery collaboration (CNS / kinase focus)
Eli Lilly and Company	Agreement to support Lilly discovery chemistry programs

Skilled Global Project Leadership

AMRI project leadership drives efficient and effective drug discovery programs, compressing timelines, maintaining quality and reducing costs. Our chemistry and biology project leaders provide oversight of the individual teams while our integrated project leadership team is there to provide central coordination across the locations and scientific disciplines. These integrated project leaders are highly experienced drug discovery scientists with the knowledge to ensure optimal communication between the biology, chemistry and DMPK groups and with the customer. Working across international time-zones, this team also ensures transparent communications, and flow of data and materials between our sites and the customer.

The AMRI Advantage

- Streamlined and flexible approaches to insourcing and outsourcing
- Experienced discovery biology team with proven results in helping translate customer ideas into clinical candidates
- Global staff of highly skilled discovery chemists provides guidance and intellectual input, as well as expertise in working with diverse and hazardous chemistries

- Through experienced project leadership, AMRI delivers efficient and successful drug discovery programs while minimizing necessary customer oversight
- With a global network of facilities across North America, Europe and Asia, we are able to balance cost and quality in order to create a customized solution for each customer

