

## **Selected Speeches written by Joanne F. Brown**

**Social Entrepreneurship, Intelligence and Compassion: Empowering Change in Policy**, for Dr. Lauren Speeth, CEO, Elfenworks Foundation, to National University, Australia

**"Importance of Academic-Industry Collaboration in Biotechnology"** Keynote for G. Kirk Raab, Chairman, Oxford Glycosciences, Connectics, Medgenics and former CEO, Genentech, to Colgate University Biotechnology Conference

**"Biotech: A Great Time to Invest"** Keynote for G. Kirk Raab, Chairman, Oxford Glycosciences, Connectics, Medgenics and former CEO, Genentech, to Alta Partners

**"Industry-Academic Partnership In Biomedicine Works!"** For G. Kirk Raab, Chairman, Oxford Glycosciences, Connectics, Accumetrics, And Former CEO, Genentech, To Conference: The Era Of Biotechnology, Israel

**"Sources And Support Of Medical Device Innovation"** For Jack Wareham, Beckman Coulter CEO, To Institute Of Medicine, The National Academies

**"Non-Traditional Channels For Raising Late-Stage Capital"** For Stephen Pelletier, CEO, Offroad Capital, To Upstart Europe

**Remarks** for Higgins D. Bailey, Chairman, Entropin, Inc. for First Annual Meeting Board of Directors Appreciation Dinner

**"From Product/Solution Sales To E-Services Sales"** for Keith Goodwin, Hewlett-Packard Vice President and General Manager, to HP's Annual Industry Analyst Conference

**"The Emergence of Medical Informatics"** for Senior Vice President Silicon Graphics John R. "Beau" Vrolyk to Joint Annual Meeting: North American Chapter of the International Society for Cardiovascular Surgery and The Society for Vascular Surgery

**"What Is In Our Future"** Closing Plenary, for PG&E Energy Services President and CEO Scott Gebhardt, Electric Power Research Institute 5th Biennial Conference

**"Biotechnology, Genetic Engineering, and Your Future"** for M.R.C. Greenwood, Chancellor, University of California, Santa Cruz. Plenary presentation, International Women's Forum annual conference

**Presentation** by Genentech President and CEO Arthur D. Levinson, Ph.D., for Genentech Annual Stockholders' Meeting

**"Bottling the Internet Magic: Harnessing the Power of the Intranet"** for Mike Graves, CIO, Silicon Graphics, to CIO/WebMaster Perspectives Conference

**Address to the Summit of the American Managed Care Industry** for Genentech President and CEO Arthur D. Levinson, Ph.D., Mexico City

**"Where In The World Is Biotechnology?"** for Genentech President and CEO G. Kirk Raab, to Foreign Company Study Group in Japan, Tokyo

**Presentation** by Nick Simon, Genentech Vice President Business Development, to Pharmaceutical Strategic Alliances Annual Conference, New York

**Quarterly Update** to employees for Genentech Senior Vice President and Chief Medical Officer Barry Sherman. Introduces employees of Genentech's Medical Affairs department to the department's Values Statement

**"From Acorn To Oak Tree: Strategies For Growth"** for Genentech Senior Vice President and CFO Louis J. Lavigne, Jr., Financial Times World Pharmaceutical Conference, London, 1994. Published in Chemistry Today

**"Innovation and Compliance Are Not Diametrically Opposed!"** Keynote address for Genentech President and CEO G. Kirk Raab, Ninth Annual Meeting of the Society of Quality Assurance, 1993. **Published in Quality Assurance: Good Practice, Regulation and Law, Volume 3, Number 2.**

**"The Virtual Company: Vision Or Reality?"** for Dr. Wayne Phillips, Medical Director, Genentech, Europe, Ltd., IIR's Partnering Conference, London

**Testimony** for Brad Goodwin, Genentech Vice President and Controller, at Financial Accounting Standards Board hearing on accounting for employee stock options

**"Venturing Through Health Care Reform"** for Genentech President and CEO G. Kirk Raab, Western Association of Venture Capitalists

**Presentation** by Genentech President and CEO G. Kirk Raab to Hambrecht & Quist Twelfth Annual Life Sciences Conference

**"Science: The Foundation and the Future of Biotechnology."** Keynote address for Genentech President and CEO G. Kirk Raab, East Carolina University School of Medicine

**"Lessons for Technology Transfer"** Keynote address for Genentech President and CEO G. Kirk Raab, Technology Summit, Berkeley Roundtable On The International Economy