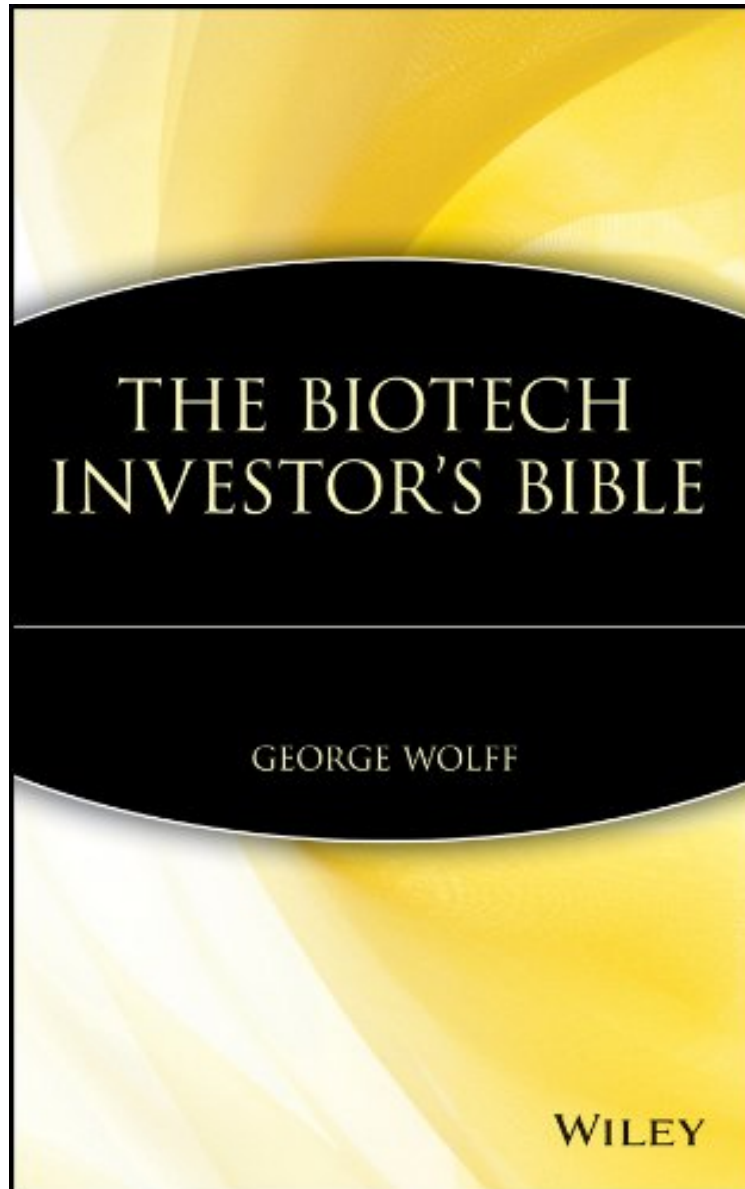


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## The Biotech Investor's Bible

*George Wolff*

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**George Wolff : The Biotech Investor's Bible** before purchasing it in order to gage whether or not it would be worth my time, and all praised The Biotech Investor's Bible:

0 of 0 people found the following review helpful. Still a good primer for biotechBy Enduro707Ok, a lot of info on biotech, but it changes so quickly he'd need to revise this book every year or 6 months. Still a good primer for biotech investing2 of 3 people found the following review helpful. Good but DisorganizedBy Leonard J. WilsonThis was a difficult book for me to review. I bought it primarily because of the rave reviews on this web site. Overall, I'm glad I

did. However, the book fell slightly short of the reviews, hence my 4 star rating. It contained a great deal of interesting and useful information but lacked organization and structure. In that sense, it was indeed a Bible, a collection of articles, rather than a text. My primary complaint is that the first few chapters were practically devoid of content, offering only hype on how great biotech is. The comparison of biotechnology with the PC industry was also a bit of meaningless hype. On the positive side, after the reader wades through or skips the first three chapters (unfortunately, I read them), there are numerous valuable bits of information and insight. Particularly valuable are the author's idea of categorizing biotech companies by market capitalization (share price times shares outstanding). This is a useful way of measuring how the market evaluates a company that has no current earnings. Chapters 10 through 15 are a veritable encyclopedia of the different approaches taken by biotech companies, from anti-sense to vaccines. The leading companies in each field are introduced and their prospects briefly reviewed. These chapters were readily useful to the investor and led me to make (so far) successful investments in PDLI and QLTI. The book is now slightly dated, having been published in 2001. However, this can be said of any two year old investment book. The reader should certainly do some careful analysis of the current state of any candidate for investment. I actually found the slightly dated nature useful in that it allowed me to judge which companies still looked like winners two years later and which did not. Advice: Buy the book, skip the first three chapters, and read the rest. Also buy and read *Investing in Biotech* by David Harper which covers much of the same material in a more orderly manner. (More detail is available in my review of that book.)

2 of 2 people found the following review helpful. Nice overview of the industry

By Option Trader77

The author did a very thorough job writing this book. This book is primarily oriented to the long term, buy and hold type. This is not a "trading" book. The author provides very detailed information (perhaps too detailed) on the sector which may confuse some readers (to their own peril). This book provides a good overview for how to approach investing in the sector -- but that's about it. Book is also a bit dated. Overall good.

A one-stop source for investing in biotech—with detailed coverage of the science, the business, the players, and the strategies for one of today's most promising (and volatile) industries To invest in biotech is to invest in the future, and as such, investors need to learn the nuances of the science they're putting their money on. The core asset of biotech companies is knowledge, and sound investment decisions are impossible without an understanding of this complex science. That's where *The Biotech Investor's Bible* fits in. This much-needed, one-of-a-kind resource simplifies the complex science surrounding the business of biotech and clarifies subtle distinctions within the context of their financial repercussions. The book explains the basics of genetics, patents, and therapies; and teaches investors how to value biotech companies and their state-of-the-art products and technology. *The Biotech Investor's Bible* offers an informative summary of the relatively short history of the industry and provides a comprehensive review of various industry sectors. George Wolff (St. Pete Beach, FL) is a successful consultant advising clients who are investing in biotech stocks. He has assessed well over 150 biotech companies and has issued a number of valuable white papers that have charted the success of the hottest biotech companies.

From the Inside Flap

Like the industry itself, the fundamentals of biotech investing are unique. Because the financial characteristics of biotechnology investments are unlike those of any other sector on the market, few analysts and investors predicted the industry's recent, dramatic gains and even fewer profited from it. *The Biotech Investor's Bible* is a practical guide to the essentials of biotechnology investment. Along with the most promising investing strategies, George Wolff provides an overview of an industry that many observers expect to emerge over the next century as the largest and most important business sector in the world. Wolff first focuses on the unique financial forces that drive biotech markets. With this approach, you'll gain a better understanding of the structure of the industry and its many processes, setting the stage for an analysis of sensible investment criteria. He then simplifies complex scientific concepts and technical terminology so you can quickly cut through industry jargon and make informed investment decisions. To help you get in as close as possible on biotech's ground floor, Wolff prepares you with:

- \* Guidelines and commonsense methods for picking companies
- \* Details on new technologies and innovations
- \* Advice on how to pick lesser known companies with unrealized value
- \* Insights on how to structure a biotech portfolio
- \* A breakdown of 185 major biotech companies

Today, more than five thousand companies are engaged in the development of biotechnology worldwide. The work they do will fundamentally change life in this century, and every investor has a vested interest in knowing how the next industrial revolution will affect their holdings. No sector, from oil to insurance, from mining to medicine, will remain untouched.

From the Back Cover

The complete guide to investing in the biotech industry "Clear, never condescending, and with abundant references to biotech firms and their work in progress, *The Biotech Investor's Bible* is a book that had to be written. Essential for the investor, fascinating even for armchair students of the industry, it's a valuable reference, a guide to what is coming, and an irresistible read . . . it will be a definitive reference in the field."--Andrew Allentuck, globetechnology.com

"The *Biotech Investor's Bible* outlines sensibly and with balance the opportunities and challenges of an industry that will change our lives. A must read guide for the individual investor."--William A. Haseltine, Ph.D., Chairman, CEO, and Founder, Human Genome Sciences, Inc., Editor-in-chief, *E-Biomed: The Journal of Regenerative Medicine*

Investors with a practical understanding of

biotechnology share a remarkable opportunity: the chance to invest in an industry on the threshold of tremendous growth. With the long-term potential to cure most major diseases and to revolutionize industries as diverse as pharmaceuticals and forestry, petrochemicals and agriculture, the possibilities for biotech--and its investors--are limitless. The Biotech Investor's Bible provides you with the strategies and proven techniques to reduce risk and increase returns, including:

- \* The steps you must know in order to assess the biotech market ?
- \* A comprehensive look at 185 major biotech companies ?
- \* Guidelines to follow when planning your biotech portfolio ?
- \* An overview of the latest biotech therapies and breakthroughs ?
- \* Tips on how to find sound and promising companies in the sector ?
- \* An easy-to-understand introduction to the science and technology in the field ?

About the Author  
GEORGE WOLFF is an award-winning journalist and, currently, a private business consultant to several firms in the investment industry. He has assessed and reported on more than 200 biotechnology companies for his clientele, issuing a number of valuable white papers charting the emergence of biotechnology. Previously, as a journalist, Wolff worked internationally covering the onset of the AIDS epidemic, the emergence of recombinant DNA technology, and the extraordinary stock market events of the previous twenty years. Wolff can be contacted through his web site, [BioWolff.com](http://BioWolff.com).