



Stanford eCorner

Can You Continually Increase Value?

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Video URL: <http://ecorner.stanford.edu/videos/866/Can-You-Continually-Increase-Value>

Worthington answers the questions: Will the stock price of a company keep going up? He discusses Fluidigm's financial history and how the company was able to continue to provide investors with a nice return.



Transcript

So this is another important slide because it's about ultimately what your investors will judge you by which is can you continuously deliver value which means if your stock price go up, simply put. It has for Fluidigm and one of our CFOs made this chart last year. It was tracking how our performance was more or less normalized towards the Dow Jones industrial average in the biotech index. This isn't really fair obviously because at a private company, we have discrete points in time where evaluation is set whereas in a real market there are other dynamics that work here. But the bottom line was that we were able to continue to deliver value to our investors and as a result, they were very happy with us. I do want to give credit where credit is due here because the people on this list here are the leaders, it's not a complete list by the way, there are other leaders of Fluidigm of course, but these are people who deserve really the credit for building this company. Erik Engelson who is our CFO formerly was the general manager of one of the most successful medical device companies in the Valley, a company called Target Therapeutics. Richard DeLateur was the sales VP of a company called MJ Research that grew I think to \$400 million over the course of a short amount of time penetrating the genomics market. I already bragged about Mike Lucero and Lincoln McBride. They are commonly referred to as the Lennon and McCartney of applied biosystems.

Together, they commercialized many systems; the first DNA cycle sequencer, the DNA synthesis engine, Tacman which you may or may not have heard of. You may not have heard of those machines. I'd be very surprised if you haven't heard of Mike and Lincoln but I bet you've heard of the sequencing of the human genome and I bet you've heard of forensics and I bet you've heard about DNA and its production. These two gentlemen, they have a lot of responsibility for all those revolutions. And then Bill Smith.