

## San Diego Clusters with IPO Proceeds in Millions of Nominal Dollars

SIC Code	Cluster Description	1990	1991	1992	1993	1994	1995	1996	1997	1998	1999	2000	Total	Shares
<b>Biomedical Products = A</b>			<b>52.0</b>	<b>6.4</b>			<b>33.0</b>	<b>0.0</b>	<b>10.4</b>				<b>101.8</b>	<b>2.1%</b>
3821	Laboratory apparatus & furniture													
3827	Optical instruments & lenses								10.4					
3841	Surgical & medical instruments			6.4										
3842	Surgical appliances & supplies		52.0				33.0							
3843	Dental equipment & supplies													
3844	X-ray apparatus & tubes													
3845	Electromedical equipment													
3851	Ophthalmic goods													
<b>Biotechnology and Pharmaceuticals = B</b>			<b>42</b>	<b>117.0</b>			<b>20.7</b>	<b>23.0</b>	<b>41.5</b>		<b>117.3</b>	<b>200.1</b>	<b>561.6</b>	<b>11.5%</b>
2819	Industrial inorganic chemicals, nec							23.0						
2833	Medicinals & botanicals													
2834	Pharmaceuticals preparations						20.7				56.9			
2835	Diagnostic substances			20.0							60.4	200.1		
2836	Biological products excluding diagnostic													
2869	Industrial organic chemicals, nec													
2899	Chemical preparations													
8731	Commercial physical research (60%)													
8733	Noncommercial research org. (100%)		42.0	97.0										
8734	Testing laboratories								41.5					
<b>Business Services = C</b>									<b>55.0</b>		<b>184.9</b>		<b>239.9</b>	<b>4.9%</b>
2741	Miscellaneous publishing										67.5			
2752	Commercial printing, lithographic													
7311	Advertising agencies													
7319	Advertising agencies													
7334	Photocopying & duplication services													
7361	Employment agencies													
7363	Help supply services													
7375	Information retrieval services								19.0					
7376	Computer facilities management													
7377	Computer rental & leasing													
7389	Business services, nec													
8111	Legal services													
8712	Architectural services													
8720	Accounting, auditing, & bookkeeping													
8741	Management services								36.0					
8742	Management consulting services										48.4			
8748	Business consulting, nec										69.0			









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7032	Sporting & recreational camps													
7033	Trailer parks & campsites													
7041	Organization hotels & lodging house													
7514	Passenger car rental													
<b>Outside Clusters</b>		<b>44.1</b>	<b>384.9</b>	<b>50.8</b>	<b>73.0</b>	<b>46.5</b>	<b>32.0</b>	<b>26.7</b>	<b>111.1</b>	<b>0.0</b>	<b>326.5</b>	<b>221.2</b>	<b>1,316.8</b>	<b>27.0%</b>
3581				22.0										
3652											289.8			
4832							15.2							
5045					26.0									
5047					3.9									
5049												157.0		
5065					3.2							64.2		
5074								5.0						
5083									13.6					
5122				28.8										
5137					40.0									
5621											36.7			
5714		3.3												
5999						46.5								
6141								16.7						
6798		40.8	268.0					5.0	97.5					
7299			105.0											
7366							9.4							
7833							7.5							
Unknown			11.9											
<b>Totals</b>		<b>90.3</b>	<b>681.1</b>	<b>760.6</b>	<b>300.1</b>	<b>105.3</b>	<b>238.1</b>	<b>300.2</b>	<b>416.3</b>	<b>84.6</b>	<b>870.4</b>	<b>1,033.8</b>	<b>4,880.9</b>	<b>100.0%</b>

Source: Piper Jaffrey

## San Diego Initial Public Offerings [IPO] By SIC Code, 1990 - 2000

Trade date	Filing date	Issuer	Stock ticker symbol	Total Amount Offered in millions \$	Issuer City	Issuer State	SIC Code	Cluster
05-May-99	25-Feb-99	Comps.com		67.5	San Diego	CA	2741	Bus Svc
02-Oct-96	18-Jul-96	CN Biosciences, Inc.		23.0	San Diego	CA	2819	Biotech
31-Jul-95	14-Jun-95	Sequana Therapeutics, Inc.		20.7	La Jolla	CA	2834	Biotech
28-Jun-99	12-Mar-99	Women's First Healthcare, Inc.	WFHC	56.9	San Diego	CA	2834	Biotech
19-Mar-92	10-Feb-92	Telios Pharmaceuticals, Inc.		20.0	San Diego	CA	2835	Biotech
26-Feb-99	10-Dec-98	Invitrogen Corp	IVGN	60.4	Carlsbad	CA	2835	Biotech
14-Feb-00	16-Dec-99	Diversa Corp	DVSA	200.1	San Diego	CA	2835	Biotech
21-Feb-97	23-Dec-96	Overland Data Inc.	OVRL	34.5	San Diego	CA	3572	Comp Mfg
29-Jul-92	18-Mar-92	Pyxis Corporation		64.4	San Diego	CA	3577	Comp Mfg
16-Dec-93	14-Oct-93	ENCAD, Inc.	ENCD	8.6	San Diego	CA	3577	Comp Mfg
13-Mar-92	28-Jan-92	Glacier Water Services Inc	HOO	22.0	Oceanside	CA	3581	
20-Jul-99	14-May-99	MP3.com	MPPP	289.8	San Diego	CA	3652	
01-Feb-96	13-Dec-95	Remec, Inc	REMC	27.6	San Diego	CA	3663	Comm
12-May-99	01-Mar-99	Copper Mountain Networks, Inc.	CMTN	96.6	San Diego	CA	3663	Comm
22-Apr-94	14-Dec-93	Microelectronic Packaging, Inc.		8.0	San Diego	CA	3674	Comp Mfg
18-Sep-96	18-Jul-96	Cymer, Inc.	CYMI	36.5	San Diego	CA	3674	Comp Mfg
24-Nov-97	10-Oct-97	Applied Micro Circuits Corp	AMCC	51.1	San Diego	CA	3674	Comp Mfg
11-Jun-91	26-Apr-91	Pulse Engineering Incorporated		26.8	San Diego	CA	3679	Comp Mfg
25-Jun-93	23-Apr-93	Global E-Point Inc	GEPT	36.2	San Diego	CA	3699	Comp Mfg
26-Jan-95	16-Dec-94	Tylan General, Inc.		16.1	San Diego	CA	3699	Comp Mfg
12-Dec-96	21-Oct-96	Messagemedia Inc.	MESG	18.0	San Diego	CA	3699	Comp Mfg
02-Aug-95	05-May-95	Planet Polymer Technologies, Inc.	POLY	7.8	San Diego	CA	3823	Envr Tech
19-Jun-97	15-Apr-97	Metrika Systems Corporation		35.7	San Diego	CA	3826	Envr Tech
19-Jun-97	02-Apr-97	Laser Power Corporation		10.4	San Diego	CA	3827	Biomed
11-Sep-92	24-Apr-92	Escalon Medical Corp.	ESMC	6.4	San Diego	CA	3841	Biomed
21-Nov-91	15-Oct-91	Epimmune Inc.	EPMN	52.0	San Diego	CA	3842	Biomed
02-Jun-95	11-Apr-95	ResMed, Inc.	RMD	33.0	Poway	CA	3842	Biomed
27-Feb-92	16-Dec-91	Callaway Golf Company	ELY	59.8	Carlsbad	CA	3949	Rec Mfg
08-Jun-93	23-Apr-93	Aldila, Inc.	ALDA	37.0	San Diego	CA	3949	Rec Mfg
21-Sep-93	30-Jul-93	Cobra Golf Incorporated II.		78.5	Carlsbad	CA	3949	Rec Mfg
13-Dec-91	13-Sep-91	Qualcomm Inc	QCOM	62.4	San Diego	CA	4812	Comm
29-Mar-94	15-Feb-94	Applied Digital Access, Inc.		35.9	San Diego	CA	4813	Comm
07-Sep-95	06-Jul-95	Triathlon Broadcasting Company		15.2	San Diego	CA	4832	
30-Mar-92	12-Feb-92	Xircom, Inc		56.4	San Diego	CA	4899	Comm
04-Feb-93	21-Dec-92	Proxima Corp.		26.0	San Diego	CA	5045	
11-Feb-93	31-Dec-92	BioSafety Systems, Inc.		3.9	San Diego	CA	5047	
31-Jan-00	24-Nov-99	Sequenom, Inc.	SQNM	157.0	San Diego	CA	5049	

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30-Jun-93	29-Mar-93	Solutions Technology Inc	SOLU	3.2	San Diego	CA	5065	
15-Nov-00	28-Jul-00	Novatel Wireless, Inc.	NVTL	64.2	San Diego	CA	5065	
08-Aug-96	18-Jan-96	Innovative Medical Services	PURE	5.0	El Cajon	CA	5074	
17-Jan-97	08-Nov-96	Eco Soil Systems, Inc.	ESSI	13.6	San Diego	CA	5083	
06-Feb-92	16-Dec-91	Dura Pharmaceuticals Inc.		28.8	San Diego	CA	5122	
16-Nov-93	02-Sep-93	Safeskin Corporation		40.0	San Diego	CA	5137	
20-Oct-99	02-Aug-99	Charlotte Russe Holding, Inc.	CHIC	36.7	San Diego	CA	5621	
26-Apr-90	05-Dec-89	JMAR Industries, Inc.	JMAR	3.3	San Diego	CA	5714	
04-Mar-92	27-Nov-91	Jack in the Box Inc.	JBX	257.3	San Diego	CA	5812	Visitor
22-Sep-93	12-Aug-93	Hometown Buffet, Inc.		34.5	San Diego	CA	5812	Visitor
16-May-95	17-Mar-95	Garden Fresh Restaurant Corp	LTUS	13.5	San Diego	CA	5812	Visitor
22-Jul-97	03-Apr-97	Creative Host Services, Inc.	CHST	5.2	San Diego	CA	5812	Visitor
21-May-99	26-Mar-99	Rubio's Restaurants	RUBO	38.0	San Diego	CA	5812	Visitor
17-Mar-94	13-Jan-94	Petco Animal Supplies, Inc.		46.5	San Diego	CA	5999	
17-May-96	26-Oct-95	ACC Consumer Finance Corp.		16.7	San Diego	CA	6141	
14-Aug-92	28-Jul-92	American Residential Holding Corporation		40.8	La Jolla	CA	6798	
04-Aug-93	24-May-93	New Plan Excel Realty Trust	NXL	118.5	San Diego	CA	6798	
05-Aug-93	11-Jun-93	Price REIT, Inc, The		149.5	La Jolla	CA	6798	
17-Apr-96	25-Mar-96	Host Funding, Inc.	HFDI	5.0	La Jolla	CA	6798	
28-Oct-97	14-Aug-97	American Residential Investment Trust, Inc.	INV	97.5	Del Mar	CA	6798	
29-Oct-91	04-Sep-91	Jenny Craig Incorporated	JC	105.0	Del Mar	CA	7299	
23-May-95	31-Mar-95	Interactive Group, Inc.		9.4	San Diego	CA	7336	
20-Jun-95	05-May-95	HNC Software Inc	HNCS	36.2	San Diego	CA	7371	Comp Svc
03-Apr-92	19-Feb-92	ChipSoft, Inc.		45.6	San Diego	CA	7372	Comp Svc
06-Aug-96	17-Jun-96	TriTeal Corp.	TEAL	23.0	Carlsbad	CA	7372	Comp Svc
20-Sep-96	19-Jun-96	Document Sciences Corp.	DOCX	31.7	San Diego	CA	7372	Comp Svc
09-Apr-97	10-Feb-97	Peregrine Systems, Inc.	PRGN	20.7	San Diego	CA	7372	Comp Svc
24-Feb-98	04-Nov-97	GlobalDigitalCommerce.com	GDXX	6.9	San Diego	CA	7372	Comp Svc
09-Feb-00	01-Nov-99	Lightspan, Inc.	LSPN	103.5	San Diego	CA	7372	Comp Svc
28-Mar-00	28-Jan-00	Websense, Inc.	WBSN	82.8	San Diego	CA	7372	Comp Svc
29-Sep-95	23-Aug-95	Depotech Corp.		41.4	La Jolla	CA	7373	Comp Svc
26-Oct-95	22-Sep-95	Dataworks Corporation		37.4	San Diego	CA	7373	Comp Svc
13-Feb-97	18-Dec-96	DAOU Systems, Inc.	DAOU	18.0	San Diego	CA	7373	Comp Svc
20-Nov-97	13-Aug-97	InterVU, Inc.	ITVU.x	19.0	Solana Beach	CA	7375	Bus Svc
09-Jun-92	05-Mar-92	Intramed Labs Inc		6.6	San Diego	CA	7379	Comp Svc
24-Nov-92	17-Sep-92	Wilshire Technologies, Inc.		7.5	La Jolla	CA	7379	Comp Svc
26-Oct-99	03-Sep-99	JNI Corp	JNIC	107.1	San Diego	CA	7379	Comp Svc



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07-Feb-95	25-Nov-94	CinemaStar Luxury Theaters	LUXY	7.5	Oceanside	CA	7833	
05-Jun-90	27-Apr-90	Sicor, Inc.	SCRI	30.8	San Diego	CA	8069	Med Svc
20-Oct-94	02-Jun-94	FPA Medical Management, Inc.		15.0	San Diego	CA	8099	Med Svc
07-May-92	17-Mar-92	Previo, Inc.	PRVO	41.4	Carlsbad	CA	8711	Comm
02-May-90	30-Mar-90	Immune Response Corp	IMNR	15.4	Carlsbad	CA	8731	Comm
17-May-91	02-Apr-91	Isis Pharmaceuticals, Inc.	ISIP	25.0	Carlsbad	CA	8731	Comm
24-Jul-91	30-May-91	Thermotrex Corporation		18.0	San Diego	CA	8731	Comm
17-Sep-91	21-May-91	IDEC Pharmaceuticals Corp.	IDPH	45.0	San Diego	CA	8731	Comm
17-Dec-91	04-Nov-91	Genta Inc.	GNTA	25.0	San Diego	CA	8731	Comm
17-Nov-92	16-Apr-92	Ligand Pharmaceuticals Incorporated	LGND	47.4	San Diego	CA	8731	Comm
09-Mar-93	07-Jan-93	Vical Inc	VICL	11.5	San Diego	CA	8731	Comm
16-Dec-93	29-Oct-93	Viagene, Inc.		20.7	San Diego	CA	8731	Comm
01-Apr-96	14-Feb-96	Trega Biosciences Inc.		30.4	San Diego	CA	8731	Comm
09-May-96	20-Mar-96	Sibia Neurosciences, Inc.		23.1	La Jolla	CA	8731	Comm
23-May-96	03-Apr-96	Neurocrine Biosciences, Inc	NBIX	38.6	San Diego	CA	8731	Comm
03-Dec-96	01-Oct-96	ViaSat, Inc	VSAT	21.6	Carlsbad	CA	8731	Comm
12-Feb-97	11-Dec-96	Biosite Diagnostics, Inc.	BSTE	33.1	San Diego	CA	8731	Comm
13-Apr-98	19-Dec-97	Nanogen, Inc	NGEN	42.9	San Diego	CA	8731	Comm
08-May-98	15-Oct-97	CombiChem, Inc.		18.9	San Diego	CA	8731	Comm
02-Jul-98	24-Apr-98	Collateral Therapeutics, Inc.	CLTX	16.0	San Diego	CA	8731	Comm
27-Jul-00	12-May-00	Applied Molecular Evolution, Inc.	AMEV	101.6	San Diego	CA	8731	Comm
27-Jul-00	09-May-00	Discovery Partners International, Inc.	DPII	90.0	San Diego	CA	8731	Comm
27-Jul-00	03-Apr-00	Illumina, Inc.	ILMN	110.4	San Diego	CA	8731	Comm
28-Jul-00	28-Apr-00	Arena Pharmaceuticals, Inc.	ARNA	124.2	San Diego	CA	8731	Comm
17-Apr-91	08-Mar-91	Brooktree Corporation		42.0	San Diego	CA	8733	Biotech
17-Jan-92	27-Nov-91	Amylin Pharmaceuticals, Inc.	AMLN	61.0	San Diego	CA	8733	Biotech
30-Jan-92	13-Dec-91	Corvas International Inc	CVAS	36.0	San Diego	CA	8733	Biotech
19-Jun-97	14-Mar-97	Aurora Biosciences Corp		41.5	La Jolla	CA	8734	Biotech
02-Jul-97	07-Mar-97	Vista Medical Technologies, Inc.	VMTIC	36.0	Carlsbad	CA	8741	Bus Svc
21-May-99	02-Sep-98	Newgen Results Corporation		48.4	San Diego	CA	8742	Bus Svc
04-Nov-99	18-Aug-99	Wireless Facilities, Inc.	WFII	69.0	San Diego	CA	8748	Bus Svc
10-Oct-91	26-Aug-91	Body Drama Incorporated		11.9	San Diego	CA		
		<b>Total</b>		<b>4,880.9</b>				
<b>Source:</b>	Piper Jaffray							