MEDI Biotech Operations Leadership Team (MBOLT) Meeting

Introduction to Biohealth Capital Region (BHCR) & BioHealth Innovation (BHI)

By Rich Bendis, President and CEO, BHI
June 19th, 2018
Welcome to the

Our Goal:
To become a Top 3 BioHealth Hub by 2023

www.biohealthcapital.com
Top 10 U.S. Biopharma Clusters

Ranking Based on Five Criteria: 2017

1. NIH Funding
2. Venture Capital Funding
3. Patents
4. Lab Space
5. Jobs

1. Boston / Cambridge, MA
2. San Francisco Bay Area
3. New York-New Jersey
4. San Diego
5. Maryland / Virginia / DC Metro
6. Greater Philadelphia
7. Seattle
8. Raleigh-Durham, NC (inc. Research Triangle Park, NC)
9. Los Angeles / Orange County
10. Chicagoland
BHCR News Stories

**MedImmune spins out Viela Bio....**
“Viela Bio Spins Out of MedImmune; Launches with Up to $250 Million Series A Financing from Investor Consortium Led by Boyu Capital, 6 Dimensions Capital, and Hillhouse Capital”

**Deerfield $40 million investment in Dracen....**
“Health care-focused Deerfield Management leads Baltimore biotech's $40M round”

**Emergent major contract or opens innovation Center in Baltimore....**
“Emergent BioSolutions opens expanded East Baltimore vaccine plant”

**Paragon Biosciences expansion....**
“Paragon Bioservices Announces New Commercial Manufacturing Facility Expansion”

**Benevir....**
Montgomery County, Maryland-base BeneVir Biopharm, Inc. to be acquired by Janssen Biotech, Inc. for up to $1.04B”

**Supernus expansion ....**
“Supernus To Expand, Will Move From Rockville To Gaithersburg”

**Precision medicine raises $275 million....**
“Precision Medicine Group Raises $275M to Support Biomarker-Guided Drug Development”

**Sucampo sale .....**
“Sucampo Pharmaceuticals closes on its $1.2B sale to a U.K. company”
2018 BioHealth Capital Region Forum

Showcasing accomplishments and opportunities for the BioHealth Capital Region

1,129 Registrants
50 Sponsors
Top 3 by 2023

www.bhcrforum.com

April 23 + 24, 2018
One MedImmune Way, Gaithersburg, MD 20878
BioHealth Capital Region Forum Growth

Registrants:
- 2015: 610
- 2016: 852
- 2017: 1069
- 2018: 1127

Sponsors:
- 2015: 17
- 2016: 26
- 2017: 37
- 2018: 50
BHCR Support Organizations

Richard A. Bendis
President /CEO

BHI sources and evaluates market-relevant bioheath intellectual properties, connects the IP with funding, and assists businesses in marketing and growth.

Tami Howie, CEO

“We are a collaborative community that is actively engaged in building strong technology and life science industries by supporting the efforts of our individual members.”

George Davis, CEO

“TEDCO provides framework of knowledge, funding, and networking to support an innovation eco-system that nurtures researchers, entrepreneurs, start-ups, and early stage companies engaged in bringing innovation ideas to market.”

Jeffrey M. Gallagher
CEO

“We fuel the network of leaders that drive bioscience to eradicate disease, save lives, and feed the world…..one innovation at a time.”
Darwin of Collaboration

“It is a long history of humankind (and animal kind, too) those who learned to collaborate and improvise most effectively have prevailed.”

- Charles Darwin
STATE OF VENTURE-BACKED STARTUPS IN HEALTHCARE

BHCR has Several Good Exits

- **M&As since 2012**: 47
- **Total M&A value**: $10.2 billion
- **IPOs since 2012**: 18
- **Total IPO value**: $28.3 billion

**Data gathered from Pitchbook**

- **May 2017**: BeneVir acquired for $1.04B by Janssen
- **Apr 2017**: Vtesse acquired for $200 million by SUCAMPO
- **Dec 2017**: SUCAMPO acquired for $1.2 billion by Mallinckrodt Pharmaceuticals
- **Nov 2017**: VWR acquired for $6.5 billion by avantor
- **Jan 2017**: altimmune Merger and IPO with PharmAthene
- **Dec 2017**: Harpoon Medical acquired for $250 million by Edwards Lifesciences
STATE OF VENTURE-BACKED STARTUPS IN HEALTHCARE

Venture Investment in Healthcare in the BHCR

Number of Angel - Series A Deals & Capital Invested in BHCR

Strong Angel activity
Active ecosystem of independent angels, angel groups, and angel syndicates that invest in an average of 45 deals per year

Consistent Series A activity
Numerous regional and national funders are active in the BHCR for Series A and late-stage venture capital deals

Growing Gap at Seed Stage Deals
With an average 15 seed deals per year, strong startups don’t receive funding to conduct necessary experiments for a Series A investment

Data gathered from Pitchbook 2018
Recent Venture Capital Funding in BHCR

- **Arcellx**
  - Raised $26M to date

- **BeneVir**
  - Raised $14M to date

- **Dracen Pharmaceuticals**
  - Johns Hopkins spin-out
  - Raised $40M to date

- **GlycoMimetics, Inc.**
  - Innovation Today, Healing Tomorrow.
  - Raised $119M to date

- **GrayBug Vision**
  - Johns Hopkins spin-out
  - Raised $49M to date

- **NextCure**
  - Technology from Yale
  - Raised $67M to date

- **Sonavex**
  - Johns Hopkins spin-out
  - Raised $6.6M to date

- **PGD Personal Genome Diagnostics**
  - Johns Hopkins spin-out
  - Raised $99.3M to date

- **Precision For Medicine**
  - Raised $275M to date

- **NexImmune**
  - Johns Hopkins spin-out
  - Raised $28.2M to date

- **Vielabio**
  - MedImmune/AstraZeneca spin-out
  - Raised $250M to date

- **SpringWorks Therapeutics**
  - Pfizer spin-out
  - Raised $103M to date

- **Protensus**
  - Raised $10M to date
## Innovation Capital Valley of Death

<table>
<thead>
<tr>
<th>Stage</th>
<th>POR / Pre-Seed</th>
<th>Seed/Start-Up</th>
<th>Early</th>
<th>Later</th>
</tr>
</thead>
<tbody>
<tr>
<td>Source</td>
<td>Founders, FFF</td>
<td>Angels, IBED, SBIR</td>
<td>Venture Funds</td>
<td></td>
</tr>
<tr>
<td></td>
<td>Bootstrapping</td>
<td>Crowdfunding</td>
<td>Accelerator Seed Funds</td>
<td>M&amp;A, IPO</td>
</tr>
<tr>
<td>Demand</td>
<td>$0K</td>
<td>$500K</td>
<td>$2M</td>
<td>+$5.0M</td>
</tr>
</tbody>
</table>

\[ \text{Funding Gap} \rightarrow \text{“Valley of Death”} \]
### BHI Innovation Capital Map

<table>
<thead>
<tr>
<th>Pre-Proof of Concept</th>
<th>Translational Research/Proof of Concept</th>
<th>Proof of Commercial Relevance/Pre-Seed</th>
<th>Seed/Start-Up</th>
<th>Early Stage</th>
<th>Later Stage</th>
</tr>
</thead>
<tbody>
<tr>
<td>$25,000 - $1,500,000 (over 5 yrs)</td>
<td>$15,000 - $750,000 (over 1 yrs)</td>
<td>$15,000 - $1,500,000</td>
<td>$50,000 - $1,500,000</td>
<td>$200,000 - $2,500,000</td>
<td>$2,500,000+</td>
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</tbody>
</table>

- **NIH R01**
- **NIH R03**
- **NIH R21**
- **Maryland Stem Cell Research Fund (MSCRF)**
- **SBIR/STTR Grant Phase 1**
- **NCATS Cures Acceleration Network (KAB)**
- **Maryland Stem Cell I Fund (MSCRF)**
- **TEDCO Technology Validation Program - Proof of Concept**
- **TEDCO Maryland Innovation Initiative - Phase 1**
- **JHU - Coulter Translational Research Partnership**
- **UVA - Coulter Translational**
- **Maryland Industrial Partnerships (MIPs @ UMD)**
- **SBIR/STTR Phase 2**
- **TEDCO Maryland Innovation Initiative - Phase 2**
- **Maryland Stem Cell Research Fund (MSCRF) - Pre-Clinical**
- **Virginia Bioscience Health Research Corporation**
- **Dingman Center Angels (UMD)**
- **Maryland Momentum Fund**
- **LVA Seed Fund**
- **TEDCO Seed Fund**
- **OT BioSeed Fund**
- **Baltimore Angels**
- **New Dominion Angels**
- **SBIR/STTR Phase 2**
- **VTC Innovation Fund**
- **Maryland Venture Fund**
- **Abell Venture Fund**
- **Camden Partners Exelixis Fund**
- **Inova Strategic Investments**
- **Maryland Venture Fund**
- **ABS Capital Partners**
- **Greenspring Associates**
- **Novak Biddle Venture Partners**
- **Sterling Venture Partners**
- **Harbert Venture Partners**
- **JMI Equity**
- **New Enterprise Associates (NEA)**
- **MMG Ventures LLP**
- **TDF**

### Funding Type Key
- **Academic**
- **Private Capital**
- **Economic Development**

### Tax Credits
- **Maryland Biotechnology Investor Tax Credit**
- **Virginia Angel Investor Tax Credit**
- **Montgomery County Biotechnology Investor Tax Credit**
Investment Conference
October 9 + 10, 2018
At MedImmune

To connect quality emerging BioHealth companies seeking capital to investors looking for quality deals.

SPONSORED BY: W & R

For more information, contact: BHI@BioHealthInnovation.org
BioHealth Capital Region Gap Fund

Need for Early Stage Capital
The BioHealth Capital Region (BHCR) has healthy flow of high-risk assets and deals from universities, labs, and institutes, but lacks early-stage funding.

- #1 in per capita Federal Research Funding: $28.4 billion in federal R&D funding each year through universities (#1), national labs, and grants (#1).
- High Volume of Translational Funding: $5.4 billion or federal commercialization funding in addition to $36 billion from state sources.
- The Gap Ongoing Need for Early-stage Funding
  - Growing need for capital among early-stage companies, as most seed investors have moved upstream and now look for more traction before investing.

Investment in Early-stage BHCR Companies

Strong Technology
Base
Consistent Access to Non-Dilutive Funding
Growing Need for Quality Early-Stage Investments

Solution: BHCR Gap Fund
- Investing in BioHealth companies (health IT, med tech, medical devices, diagnostics, and therapeutics) with a geographic focus in the BHCR.
- Seed to Series A deals: fill the gap between non-dilutive funding and venture capital Series A financing.
- $1M-$5M per company to achieve milestones that create an inflection point in 12-18 months.
- Companies with Coe IF: Creates potential for higher probability of investment success.
- Leveraging research derived by non-dilutive funding to launch companies that improve the human condition.
- Support portfolio companies with business strategy, education, partnerships, and resources to accelerate time to inflection points.

BHI Management Difference
We have a proven track record of success supporting companies and helping them raise money:

- $339m Capital Raised
- $546m Consensus Valuation
- Recent Exit: BeneVir for up to $1B

BHI Management Case Study: BeneVir
- 2013: BHI guided BeneVir Biopharm pivot from T-Vec into an oncolytic immunotherapy therapeutics platform for advanced solid tumors
- 2014: BHI provided significant support in defining business and development strategy, facilitated intro with multiple VCs and strategic partners within the BHI network
- 2018: BeneVir raised $12m Series A
- Acquired by Janssen Biotech for $140m cash + $900m earn-out

General Partner:
BHI Management, Inc.

Lead Investor:
Alexandria Real Estate Equities

Contact Information:
BHI Management, Inc.
22 Baltimore Rd.
Rockville, MD 20850
www.biohealthinnovation.org
301.657.6429

Alexandria Real Estate Equities
BioHealth Capital Regions Serial Entrepreneurs

Mark P. Clein
- Precision for Medicine, Inc.
- United BioSource Corporation
- Infoscriber Corporation
- U.S. BioServices, Inc.

James S. Gammie, MD
- Correx, Inc.
- Harpoon Medical, Inc.

Murat V. Kalayoglu
- Cartesian Therapeutics
- Topokine Therapeutics
- HealthHonors Corporation

Rachel King
- GlycoMimetics
- NEA
- Genetic Therapy, Inc.

Ethan D. Leder
- Precision for Medicine, Inc.
- United BioSource Corporation
- U.S. BioServices, Inc.

Wendy Perrow
- AsclepiX Therapeutics
- Alba Therapeutics Corporation

Michael Richman
- NextCure
- Amplimmune

Martine A. Rothblatt Ph.D., J.D.
- United Therapeutics Corporation
- GeoStar
- SiriusXM Satellite Radio

Steve Turner
- Protea Biosciences Group, Inc.
- Clinomcics BioSciences Inc.
- Quorum Sciences
University Progress

- USM and JHU have had over 52 life science startups in last 18 months, many receiving venture capital, 4.0 billion in research expenditures, 104 licenses executed, $60 million in license income, 1208 patent applications filed 258 Patent’s issued

- USM has created a new $25 million momentum venture fund

- New Bluefield Innovations Fund, operated by Deerfield Management to capitalize $75 million fund to support JHU startups

- UVA entered into partnership with Inova to create a Northern Virginia research and education campus
Regional Initiatives

- Many independent regional initiatives highlighted in this Forum and for first time communication with each other

- Maryland Life Science Advisory Board implementing recommendations for Governor Hogan

- Greater Washington Partnership launched as well as Global Cities Export initiative

- MTC Merger Completed

- MCEDC and WorkSource Montgomery two new private public partnerships operational
Unrivaled Research Assets  |  Unfulfilled Commercial Promise
800+ BioHealth Companies
State of Maryland: Federal & University Resources

- Population: 5.9 million people
- 59 Federal Laboratories, Centers, & Institutes in Maryland
- Maryland Federal R&D investment exceeding $12 billion annually

JHU and USM represent another $3.5 billion in annual R&D
<table>
<thead>
<tr>
<th>Challenges to Innovation Economy</th>
<th>BHI Value Proposition</th>
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<tbody>
<tr>
<td>Lack of connection of innovation resources</td>
<td>Connect regional innovation assets</td>
</tr>
<tr>
<td>Lack of an entrepreneurial culture and C-level executives</td>
<td>Develop an entrepreneurial talent and support pipeline</td>
</tr>
<tr>
<td>Lack of early-stage funding for commercializing technologies</td>
<td>Attract funding for technology commercialization</td>
</tr>
<tr>
<td>Lack of spin-offs from federal and university R&amp;D</td>
<td>Evaluate commercially relevant federal and university technology</td>
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</tbody>
</table>
BioHealth Regional Innovation Cluster Assets
BioHealth Innovation is a Regional Innovation Intermediary

A public-private partnership, serving as an innovation intermediary in the BioHealth Capital Region with a mission to:

- Advance local technologies, assets and resources
- Accelerate innovation
- Globally connect sectors, industries, communities, and markets

- Regionally-oriented
- Private-public partnership, 501(c)(3) nonprofit
- BioHealth Innovation Management, a for-profit subsidiary
- Market-driven, private sector-led and funded
- Neither a government initiative, nor a membership organization
Major Regional BioHealth Companies
Public BioHealth Companies Headquartered in the Region
Regional BioHealth Ecosystem Partners

ACADEMIA
- Research/T2
- Lifelong Learning
- Economic Development

INDUSTRY
- Profit
- Process
- Product

INSEPARABLE MISSIONS

GOVERNMENT
- Sustainability
- Infrastructure Support
- Economic Policy

FOUNDATIONS/NGOS
- Economic Growth
- Community Investment
- Regional Collaboration
BHI Partners and Sponsors

Private Sector

Adventist HealthCare
AstraZeneca
avantor
BD
Children's National Health System
Cushman & Wakefield
Capital Management, LLC
Deloitte
DLA Piper
emergent
Emmes
EY
gsk
Hologic
M&T Bank
MedImmune
MITRE
NEA
Noble Life Sciences
Northrop Grumman
Qiagen
Roche
SR-one
TriBridge Partners

Academia

bwtech@UM
Georgia State University
Johns Hopkins University
Mason College
Mason Technology & Innovation
Johns Hopkins University
University of Maryland
UM Ventures

Government

EDA
Frederick
National Institutes of Health
Maryland Department of Commerce

Non-Government

EAGB
Maryland Tech Council
mbia
TEDCO
SSTi
VirginiaBio
# BHI Board of Directors

<table>
<thead>
<tr>
<th>Name</th>
<th>Title/Position</th>
<th>Company/Institution</th>
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<tbody>
<tr>
<td>Daniel Abdun-Nabi</td>
<td>CEO, Emergent BioSolutions, Inc.</td>
<td></td>
</tr>
<tr>
<td>Richard A. Bendis</td>
<td>President &amp; CEO, BioHealth Innovation, Inc.</td>
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<tr>
<td>Jarrod Borkat</td>
<td>Vice Chairman, Partnerships and Collaborations MedImmune</td>
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<tr>
<td>Robert Carot, Ph.D.</td>
<td>Chancellor, University System of Maryland</td>
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<tr>
<td>Kenneth Carter, Ph.D.</td>
<td>Chairman, Noble Life Sciences</td>
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<tr>
<td>Christopher Callaghan</td>
<td>Group Vice President, Healthcare Banking M&amp;T Bank</td>
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<tr>
<td>Ronald J. Daniels</td>
<td>President, Johns Hopkins University</td>
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<tr>
<td>Jens Eckstein, Ph.D.</td>
<td>President, SR One (GSK)</td>
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<tr>
<td>William Hearl, Ph.D.</td>
<td>Founder and CEO, Immunomic Therapeutics, Inc.</td>
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<tr>
<td>Ashish K. Kulkarni, Ph.D</td>
<td>EVP &amp; CTO, Avantor</td>
<td></td>
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<tr>
<td>Dave Lemus (Treasurer)</td>
<td>COO/CFO, Proteros Biostructures GmbH</td>
<td></td>
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<tr>
<td>Anne S. Lindblad</td>
<td>President &amp; CEO, The Emmes Corporation</td>
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<tr>
<td>Douglas Liu (Chair)</td>
<td>Senior VP of Global Operations, Qiagen</td>
<td></td>
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<tr>
<td>Joel Marcus</td>
<td>Executive Chairman &amp; Founder, Alexandria Real Estate Equities, Inc.</td>
<td></td>
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<tr>
<td>Beth Meagher</td>
<td>Principal, Deloitte Consulting LLP</td>
<td></td>
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<tr>
<td>Charles Morton (Secretary)</td>
<td>Partner, Venable LLP</td>
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<tr>
<td>Mike Gill (Ex-Officio)</td>
<td>Secretary of Business &amp; Economic Development, Department of Commerce</td>
<td></td>
</tr>
</tbody>
</table>
Research and technologies enter into the pipeline from sources shown on the left and are evaluated by the EIR team. Commercially relevant startups are connected to assistance programs on a case-by-case basis. Once a startup becomes a portfolio company, the gain access to partners and resources.
BHI Technology Focus

- Therapeutics
- Diagnostics
- Medical Devices
- Healthcare Services
- E-Health
- Mobile Health
- Electronic Medical Records
- Health Informatics
- BioHealth Cybersecurity
- Personalized Health
- Convergence
- Research Tools & Reagents
Innovation Paradigm Shift

PROOF OF CONCEPT (Technological Feasibility)
Laboratory Push
“IT Works!”

PROOF OF COMMERCIAL RELEVANCE (Market Pull)
“It Works To Solve A Problem”
“I’ll Buy It”
BHI Commercial Relevance Advisory Board (CRAB)

- A pool of experienced biohealth professionals who have agreed to assist BHI in evaluating market-relevant research and product development opportunities

- The CRAB helps determine the commercial applicability of emerging entrepreneurs, companies and their science or technology.
BHI Commercialization Model

This commercialization model shows the steps and partners that are involved in the BHI commercialization and support process. The process below leads to the creation of new companies, spin-outs and strategic partnerships. BHI connects companies with a network of public, private and academic entities.
NIH Partnership Agreements

NIH Consulting Entrepreneur Services Contract for 6 NIH Entrepreneurs-in-Residence

PIA between BHI and NIH’s Office of Technology Transfer (OTT) that supports the 27 NIH institutes’ $3 billion intramural research and the Food and Drug Administration to **promote and foster cooperative research and accelerate technology commercialization** among NIH/FDA, businesses, and universities.
BHI Team

Rich Bendis
Founder & CEO
BioHealth Innovation
40+ years experience:
Innovation America & Innovation Philadelphia,
Marion Laboratories,
Continental Healthcare Systems,
Kimberley Services,
Texas Instruments,
Polaroid, Quaker Oats

Ken Malone, Ph.D.
Entrepreneur-in-Residence
University System of Maryland
10+ years industry experience
& co-founded 13+ university spin-outs

Albine Martin, Ph.D.
Entrepreneur-in-Residence
Johns Hopkins University
30+ years industry experience:

Anthony Saleh, Ph.D.
Associate
BioHealth Innovation

Luis Gutierrez, Ph.D.
Enterprise-in-Residence
NIH
20+ years industry experience:

Ethel Rubin, Ph.D.
Enterprise-in-Residence
NIH
10+ years industry experience:

Stephen Wolpe, Ph.D.
Enterprise-in-Residence
NIH
25+ years industry experience & as an
Independent biotechnology consultant

Judy Costello
Executive Director
BioHealth Innovation
25+ years in economic development
in Northern VA, Washington DC, and MD

BioHealth Innovation
40+ years experience:
Innovation America & Innovation Philadelphia,
Marion Laboratories,
Continental Healthcare Systems,
Kimberley Services,
Texas Instruments,
Polaroid, Quaker Oats

AptivSolutions
Theranostics Health
Medtronic
CSA Medical
SimoMed
Biofortis
Wellstat Therapeutics
Maryland
Department of Commerce
# BHI Company Portfolio

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<tr>
<th>Therapeutic</th>
<th>Medical Device</th>
<th>DreamIt Health</th>
<th>Health IT / IT</th>
<th>R&amp;D Tool</th>
<th>Relevant Health</th>
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<tr>
<td>BeneVir VIP Therapeutics</td>
<td>Perceptive Navigation</td>
<td>Proteus</td>
<td>Tertius Analytics</td>
<td>Mimetab Biometrics</td>
<td>AgeWell Biometrics</td>
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<tr>
<td>Cartesian Therapeutics</td>
<td>Sonavex</td>
<td>Proteneus</td>
<td>mdlogix</td>
<td>MockV Solutions</td>
<td>CheeksUp</td>
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<td>AgamiLife</td>
<td>Paradigm Shift Therapeutics</td>
<td>Sista Global Health</td>
<td>Tissue Analytics</td>
<td>VakSea</td>
<td>Neopenda</td>
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<td>Corvidia</td>
<td>Appian Medical</td>
<td>Quantified Care</td>
<td>Breezio</td>
<td>3DBioWorks</td>
<td>werbie</td>
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<tr>
<td>orgenesis</td>
<td>NAVAN</td>
<td>Emocha</td>
<td>Bwell</td>
<td>lazy</td>
<td>GastroGirl</td>
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<tr>
<td>mIRecule</td>
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<td>InsightMedi</td>
<td>lazy</td>
<td>Ergonometrix</td>
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<td>Artgen</td>
<td>ANDEA TECHNOLOGIES</td>
<td>REDOX</td>
<td>Baton</td>
<td>lazy</td>
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</table>
BHI Federal Funding Assistance

- $2.5 billion annual United States Government program coordinated by the Small Business Administration provides grants or contracts to small businesses to spur technological innovation.
- Grants awarded in 3 phases between $100,000 and $1.5 million.
- Non-dilutive.

Value Chain of Assistance

Funding Concept Review
Ensure Appropriateness for the Federal Agency

Application Technical Support
Guidance through Federal Registration Process

Proposal Development
In-Kind Guidance on Proposal Best Practices

Funding for High-Quality Proposals
Intensive Support with Professional Consultant

Funding Agencies

$23.8 M Funding awarded | 53 wins of 117 submissions since Jan. 2014 | 45% success rate
<table>
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<tr>
<th>Incubation</th>
<th>Consulting</th>
<th>Clinical Services</th>
<th>Accounting</th>
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<tr>
<td><img src="image1.png" alt="BioHealth Innovation" /></td>
<td><img src="image2.png" alt="Deloitte" /></td>
<td><img src="image3.png" alt="DP Clinical" /></td>
<td><img src="image4.png" alt="Aronson" /></td>
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<td>Intellectual Property</td>
<td>Corporate Legal</td>
<td>Preclinical Services</td>
<td>Banking</td>
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<td><img src="image5.png" alt="InHouse Patent Counsel" /></td>
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<td><img src="image7.png" alt="VENABLE LLP" /></td>
<td><img src="image8.png" alt="M&amp;T Bank" /></td>
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<td>Reimbursment</td>
<td>Scientific Data Management Services</td>
<td>Grant Writing</td>
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<td><img src="image9.png" alt="JGS Group" /></td>
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<td><img src="image11.png" alt="SoMax Consulting" /></td>
<td><img src="image12.png" alt="ScienceSherpa" /></td>
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</table>
Alexandria LaunchLabs I & II

FEATURES
- Five laboratory/office modules; each approximately 1,200 Rentable Square Feet (RSF)
- Laboratory space includes casework, sink, fume hood, equipment storage, emergency generator capacity, etc.
- Office space includes one furnished office, two workstations and common lobby, pantry, conference rooms, IT closet, autoclave, and glass wash so business can immediately commence

LEASE TERMS
- 12 month lease terms with potential for a six (6) month extension
- Base Rent is $3,925 per month to account for rent and operating expenses inclusive of utilities
- Security deposit is equivalent to one (1) month of Base Rent

Resident Companies include 3i Diagnostics & Antidote Therapeutics.
- Business accelerator for health startups in 2015
- 5 month formal co-working program with 7 month continuation
- Connect founders with a strong mentor network
- Help founders grow into a company ready for pilot testing and
- Cohort of 7 companies and their founders recruited globally
- Up to $50,000 in stipends per company
- Product focus
- Software developer pool
- Long term support/transition into Montgomery County Incubator Network
- Close proximity to NIH, FDA, HHS, Health companies, international trade representatives and BioHealth Innovation
- Program Duration: October 2015 – March 2016

Agewell are developing a data analytics tool which can use the accelerometers in modern devices (cell phones, wearables etc) to determine risk of falling among seniors.

CheeksUp are developing a system to support speech children receiving speech and language support.

Ergonometrix are developing a wearable device which can determine the risk of back injury.

Gastro Girl is a name of a popular blog focused on the community of patients living with GI conditions such as Crohn’s, IBS etc. The founders are developing a technology platform focused on delivering health coaching and support to the GI community.

Lazy are developing a product to automate and streamline the collection and submission of key quality metrics by hospitals and other health providers.

The team at Neopenda are developing a monitor to measure neonatal vitals with engineered hats for use in the developing world.

The team at Werbie are developing a mobile and web application focused on the dietary needs of women managing high risk pregnancies.
- Health IT accelerator
- Intensive 16 week program for companies and entrepreneurs.
- Participants receive access to a network of business, marketing and product development mentors.
- Retain promising high growth in Maryland

**Portfolio**

**D1**
- Avhana
- Cognus
- Emocha

**D2**
- Protenus
- Quantified Care

**Partners**
- BioHealth Innovation
- Dreamit Ventures
- EAGB

**Baton**
- Decisive Health

**Real Dietitian**
- InsightMedi

**Sisu Global Health**
- NRG
155 Gibbs Street, Rockville, MD 20850

Montgomery County Innovation Network Facility
Managed by BioHealth Innovation, Inc. (BHI)

37 Private Offices and Office Suites || 4,000 square feet of Co-working Space

Features:

▪ Class A office space located in the heart of the bustling Rockville Town Center—with great access to restaurants, nightlife, community events and fitness facilities.
▪ Flexible one-year lease agreements with 60-day notice terms.
▪ Shared conference rooms with state-of-the-art audio visual systems, pre-wired offices to accommodate both telephone and broadband internet service, and wireless internet access.
▪ Shared kitchenette/lunch room with coffee and other hot gourmet beverages, refrigerator, and microwave.
▪ Access to market research databases provided through partnership with TEDCO to bona fide entrepreneurs and faculty innovators.
Rockville Innovation Center
25 Companies* | 86 Jobs

<table>
<thead>
<tr>
<th>Technology</th>
<th>Technology</th>
<th>Health Tech</th>
<th>Life Sciences</th>
<th>Life Sciences</th>
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<tr>
<td>Applied Wireless LAN</td>
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<td>Brace Pharma Capital</td>
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<td>Carradora Health</td>
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<td>Speak Agent</td>
<td>Healable</td>
<td>JuneBrain</td>
<td>Victimax</td>
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*includes Montgomery County GreenBank
20271 Goldenrod Lane, Germantown, MD 20876

Montgomery County Innovation Network Facility
Managed by BioHealth Innovation, Inc. (BHI)

50 Private Offices and Office Suites || 12 Wet labs || 32,000 square feet

Features:
- Turnkey office space with fully fitted wet labs, including RO water, emergency power, and fume hoods. Located in the heart of the new Pinkney Innovation Complex at Montgomery College (PIC-MC).
- Flexible one-year lease agreements with 60-day notice terms.
- Shared conference rooms with state-of-the-art audio visual systems, pre-wired offices to accommodate both telephone and broadband internet service, and wireless internet access.
- Shared kitchenette/lunch room with coffee and other hot gourmet beverages, refrigerator, and microwave.
- On-site access to market research databases provided through partnership with TEDCO to bona fide entrepreneurs and faculty innovators.
- Access to interns, faculty and state-of-art equipment at BioScience Education Center, Montgomery College.
**Germantown Innovation Center**

25 Companies | 126 Jobs

<table>
<thead>
<tr>
<th>Therapeutics</th>
<th>Therapeutics</th>
<th>Diagnostics &amp; Research Tools</th>
<th>Health Tech</th>
<th>Technology</th>
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<td>Bionecure</td>
<td>RaQ Solutions</td>
<td>ServeFED Inc</td>
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<td>Medytox</td>
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[See more companies and logos](image-url)
BHI International Soft Landing

BHI offers international companies the perfect starting point to create US-based subsidiaries. Soft landing companies are given access to BHI’s extensive business resources including Business Development & Sales, Entrepreneurs-in-Residence (EIR), Financial, Grant Writing/SBIR Federal Funding Assistance, Human Resources, Incubation/Site Location, Legal - Corporate & Intellectual Property, Marketing & Promotion, Market Research, Network & Connections, Regulatory & Preclinical /Clinical, and Reimbursement.
Websites, News and More

**BHI Website**

The BHI website has news, an events calendar, research publications, regional organization feature stories and resources for the biohealth industry.

[www.biohealthinnovation.org](http://www.biohealthinnovation.org)

**BHI News**

BHI’s weekly e-newsletter highlights the Central Maryland region’s news articles, national biohealth trends and feature stories.

[www.biohealthinnovation.org/news](http://www.biohealthinnovation.org/news)

**BioHealth Capital Region**

The BHCR website highlights the region’s biohealth news, stories, trends and events.

[www.biohealthcapital.com](http://www.biohealthcapital.com)

**BHCR News**

BHCR News is a monthly publication that highlights industry news throughout the region.

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**BioTalk**

Rich Bendis, hosts BioTalk — conversations with some of the most accomplished and exciting business, academic, and government leaders in the biohealth industry.
Entrepreneur Training Programs

DC I-corps is a custom commercialization program for biohealth related technologies and startup companies. The six-week program guides teams through a rigorous market assessment and validation process ultimately creating a viable business model. BHI has supported Node activity at the NIH, Johns Hopkins U, and University System of Maryland.

BHI participates in the office hour training of Entrepreneurial startups and faculty members in conjunction with the Maryland Technology Enterprise Institute at the Institute for Marine & Environmental Technology of the University of Maryland Baltimore County.

NIH Centers for Accelerated Innovations

Research Evaluation and Commercialization Hubs

Designed to accelerate translation of scientific discovery into commercial products that improve health for patients in the areas of Heart, Lung, Blood, and Sleep technology, BHI EIRs strategically work with the commercial evaluation. With these two programs, the NIH has created a nationwide network of six Centers and Hubs to develop best practices in translating academic innovations.

The NCAI Centers are at the Boston Biomedical Innovation Center, the Cleveland Clinic, and the UC-CAI in Los Angeles.

The REACH Hubs operate at the Lond Island Bioscience Hub, the University of Louisville, ExCITE HUB, and the University of Minnesota-REACH.
BHI: The Triple Bottom Line

Grows high-paying jobs and businesses

Expands tax base; improves economic vitality

...and benefits human health!
A Call To Action

“Somebody has to do something, and it’s just incredibly pathetic that it has to be US.”

-- Jerry Garcia of the Grateful Dead

This US is YOU!
A BIG THANK YOU TO

AstraZeneca

MedImmune
BHI Contact

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www.biohealthinnovation.org

New office location, effective July 1, 2018

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