Life Science Advisory Board

Rich Bendis
President & CEO, BioHealth Innovation Inc.
10/28/2014
Baltimore
BioHealth Innovation is an Innovation Intermediary

An private-public partnership, serving as an innovation intermediary in Central Maryland with a mission to:

- Advance local technologies, assets and resources
- Accelerate innovation

- Regionally-oriented
- Private-public partnership, 501(c)(3) nonprofit
- Market-driven, private sector-led and funded
- Neither a government initiative, nor a membership organization
<table>
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<tr>
<th>Name</th>
<th>Title/Role</th>
<th>Company/Position</th>
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<tr>
<td>Daniel J. Abdun-Nabi</td>
<td>CEO, Emergent BioSolutions</td>
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<td>Michael J. Baader, Esq.</td>
<td>General Counsel, Greenspring Associates</td>
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<td>Richard A. Bendis</td>
<td>President &amp; CEO, BioHealth Innovation, Inc.</td>
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<td>Kenneth Carter</td>
<td>Chair, Noble Life Sciences</td>
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<td>Dave Lemus</td>
<td>CEO, Sigma-Tau Pharmaceuticals</td>
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<td>Chris Callaghan</td>
<td>Group VP, Healthcare Banking, M&amp;T Bank</td>
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<td>Ronald J. Daniels</td>
<td>President, Johns Hopkins University</td>
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<td>Judith Dunn</td>
<td>VP, Global Head of Clinical Dev., Roche</td>
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<td>Jens Eckstein</td>
<td>President, SR One (GSK)</td>
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<td>David M. Gillece (Sec.)</td>
<td>Regional Managing Principal, Cassidy Turley</td>
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<td>Rick Ivey</td>
<td>Vice President R&amp;D, BD Diagnostics</td>
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<td>CEO &amp; Founder, Alexandria Real Estate</td>
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<td>Chancellor, University System of MD</td>
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<td>Douglas Liu</td>
<td>Senior VP of GO Qiagen</td>
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<td>Charles Morton</td>
<td>Partner, Venable LLP</td>
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<td>David Mott</td>
<td>General Partner, New Enterprise Associates</td>
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<td>John A. Sackett</td>
<td>President, Shady Grove Adventist Hospital</td>
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<td>J. Thomas Sadowski</td>
<td>President &amp; CEO, EAGB</td>
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<td>Reginald Seeto</td>
<td>VP, Partnering and Strategy, MedImmune</td>
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<td>Thomas Street</td>
<td>ACAO, MoCo Government</td>
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BHI Program Structure

**Sources**
- NIH
- Universities
- Federal Labs
- Industry
- Entrepreneurs
- Soft Landing
- DreamIt

**Strategic Programs**
- EIR
- CRAB

**BHI Assistance Programs**
- SBIR Program
- Startup Package
- BioHealth Gap Fund
- Soft Landing
- DreamIt Health

**Client Portfolio**
- Non-client Support

**Outcomes**
- Technologies Progressed
- Company Growth
- Risk Capital
- New Startups & Spinoffs
- Partnerships
- Mergers & Acquisitions
- Leveraged $
- Regional Branding
- Jobs
- Economic Development

**Financial Sponsors**

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Who are the Entrepreneurs-in-Residence?

**Todd Chappell (NIH-OTT)**
Todd assists the Office of Technology Transfer (OTT) in the evaluation of existing technologies, provide an entrepreneurial perspective on new licensing proposals from start-up companies, advise on opportunities for new ventures, assist with developmental strategies, and mentor scientists to help ensure their research becomes commercially valuable.

**Ken Malone (UM Ventures)**
Ken has built his career on creating economic value from science. Whether it was developing new business lines for global corporations or spinning out new ventures from universities, he has engaged in the commercialization of hundreds of new products in advanced materials and life sciences.

**Ram Aiyar (NHLBI)**
Ram assists the National Heart Lung and Blood Institute (NHLBI) in translating disruptive science into commercially viable technologies. He works with the relevant stakeholders within the NIH to develop commercial plans and/or develop licensing opportunities such that the NIH technologies can be translated into commercially viable entities that will solve unmet medical needs of patients.

**Tania Fernandez (BHI Financial Advisor)**
Tania Fernandez has ten years of experience as a venture capitalist with Burrill & Company and 16 years of experience in the life sciences/biotech industry with the ability to successfully identify and assess promising scientific technologies/products and business models for venture investments across the sectors of therapeutics, diagnostics, next gen sequencing and healthcare delivery.

Pending:
- NHLBI #2
- NIAID
- NINDS
- USDA Agricultural Research Service

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Partnership Intermediary Agreements

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 Client Companies**

**Therapeutic**
- BeneVir
- Speed Biosystems
- YLP Therapeutics
- CytImmune

**Medical Device**
- Intravenous Solutions
- Sinus Bath

**Personalized Medicine**
- Strand Life Sciences
- mawi

**Health IT / IT**
- Avhana
- TERTIUS Analytics
- mdlogix

**R&D Tool**
- Mimetas
- MockY Solutions
- HepTox

**Occupational Safety and Health**
- N5 Sensors, Inc.

**Pending**
BHI Scouting

NIH/Federal Labs

BHI Clients

BHI EIR TEAM

Entrepreneurs

Existing Biohealth Companies

International Soft Landing

Accelerator Companies

Industry Spinouts

Universities

BHI Partners

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USM EIR Activities and Outcomes

- Provide all Maryland based biohealth related start-ups that have licensed technologies from USM with strategic business and networking assistance

- Partnered with N5 Sensors, Inc. (College Park) to successfully secure multiple SBIRs, investors and develop strategic partnerships, and became a BHI client company

- Through teaching a life science entrepreneurship course to graduate students, a new business was formed and another is in formation

- Analysis of commercial opportunities in the Center for Stem Cell Biology and Regenerative Medicine

- Portfolio analysis of the Center for Biomolecular Therapeutics 75 targets has identified 5 key assets for further IP development

- Evaluating multiple business development opportunities under scouting collaboration agreement with Roche
NIH Activities and Outcomes

- Three Entrepreneurs-in-Residence established at NIH OTT and NHLBI in 2014
- Recruiting 3 additional EIRs for 2015 at NHLBI, NIAID, and NINDS
- Evaluated over 175 technologies for their commercial relevance
- 6 license applications have been submitted; 3 licenses have been awarded (3 pending)
- Multiple private sector partnerships forged with the NHLBI National Centers for Accelerated Innovation program
- Working with BHI clients whose IP originated within NIH
- Evaluating multiple business development opportunities under scouting collaboration agreement with Roche
BHI: The Triple Bottom Line

Grows high-paying jobs and businesses

Expands tax base; improves economic vitality

...and benefits human health!