

# MEDI Biotech Operations Leadership Team (MBOLT) Meeting

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

By Rich Bendis, President and CEO, BHI  
June 19<sup>th</sup>, 2018



# Welcome to the



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

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

# Top 10 U.S. Biopharma Clusters

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## 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

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## 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

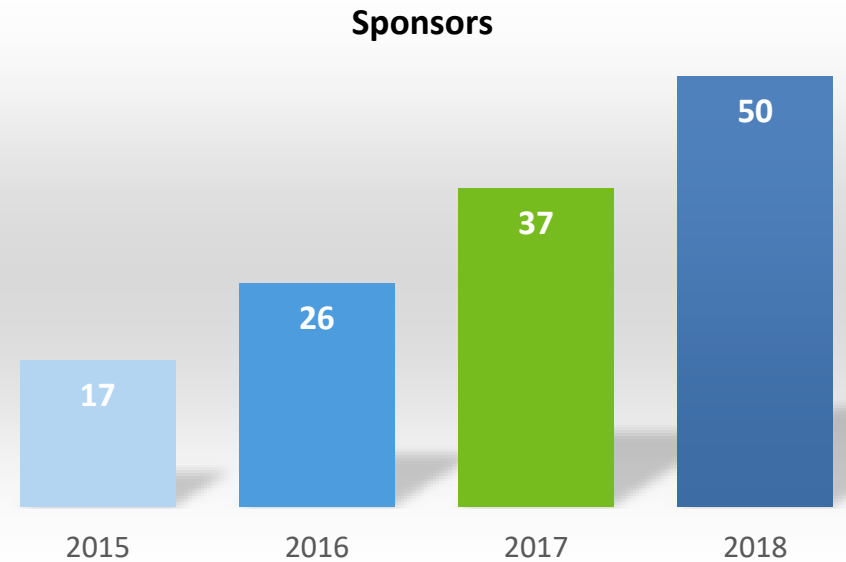
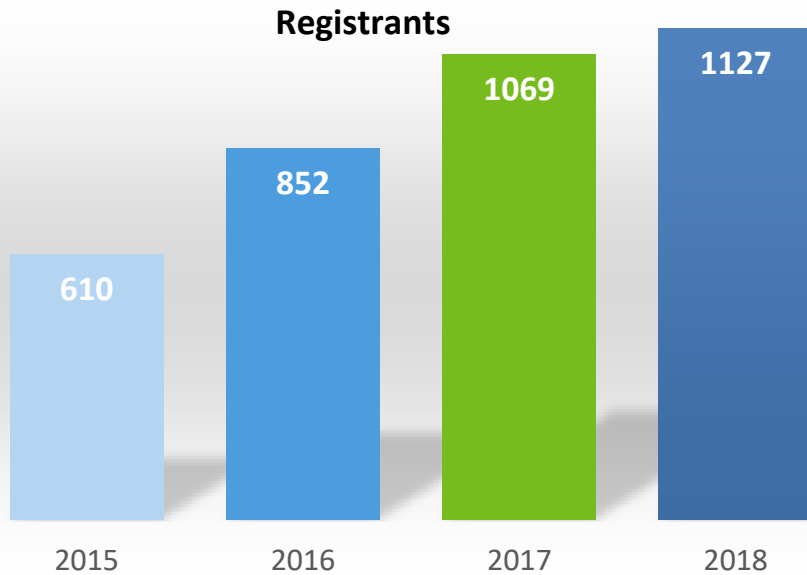
[www.bhcrforum.com](http://www.bhcrforum.com)

**April 23 + 24, 2018**

One MedImmune Way, Gaithersburg, MD 20878

# BioHealth Capital Region Forum Growth

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# BHCR Support Organizations

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**Richard A. Bendis**  
President /CEO

BHI sources and evaluates market-relevant biohealth 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

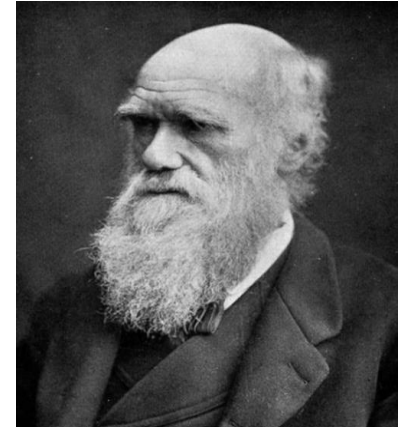
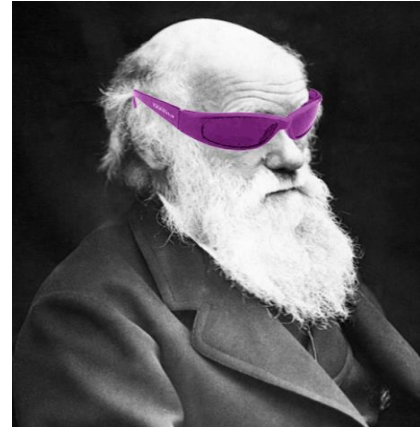
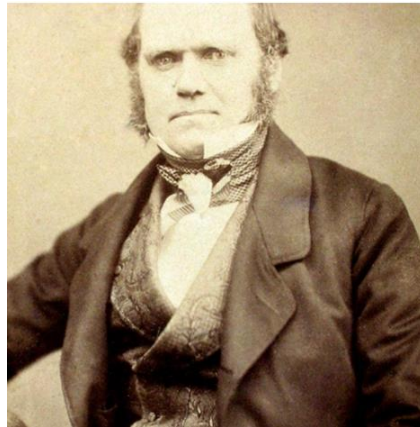
“We fuel the network of leaders that drive bioscience to eradicate disease, save lives, and feed the world.....one innovation at a time.”

# Darwin of Collaboration

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“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

May 2017



active immunotherapy against evolving tumors

acquired for  
**\$1.04B**  
by



PHARMACEUTICAL COMPANIES  
OF Johnson & Johnson

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

47

**M&As since 2012**

**\$10.2**  
**billion**

**Total M&A value**

18

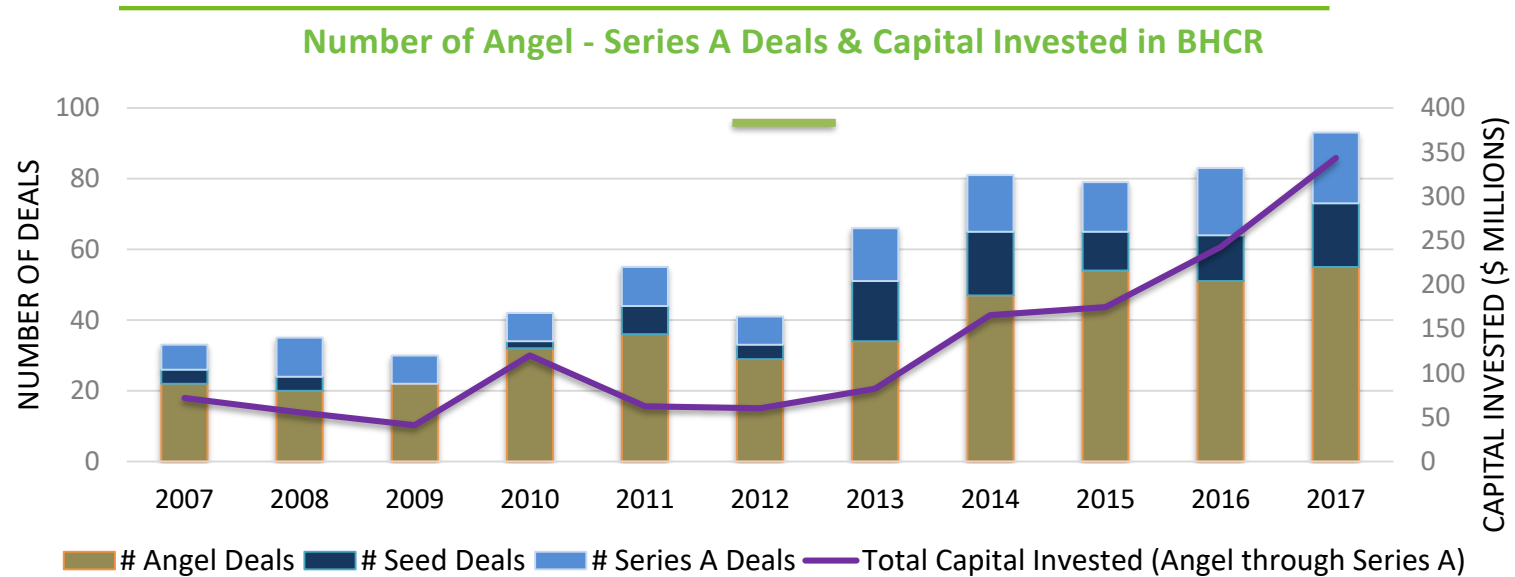
**IPOs since 2012**

**\$28.3**  
**billion**

**Total IPO value**

# STATE OF VENTURE-BACKED STARTUPS IN HEALTHCARE

## Venture Investment in Healthcare in the 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

# Recent Venture Capital Funding in BHCR

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Raised \$26M to date



Johns Hopkins spin-out  
Raised \$49M to date



Technology from Yale  
Raised \$67M to date



Johns Hopkins spin-out  
Raised \$6.6M to date



Raised \$14M to date



Johns Hopkins spin-out  
Raised \$14M to date



Personal Genome Diagnostics

Johns Hopkins spin-out  
Raised \$99.3M to date



Pfizer spin-out  
Raised \$103M to date



Johns Hopkins spin-out  
Raised \$40M to date



THE FUTURE OF MEDICINE IS PRECISION

Raised \$275M to date



Johns Hopkins spin-out  
Raised \$28.2M to date



Raised \$10M to date

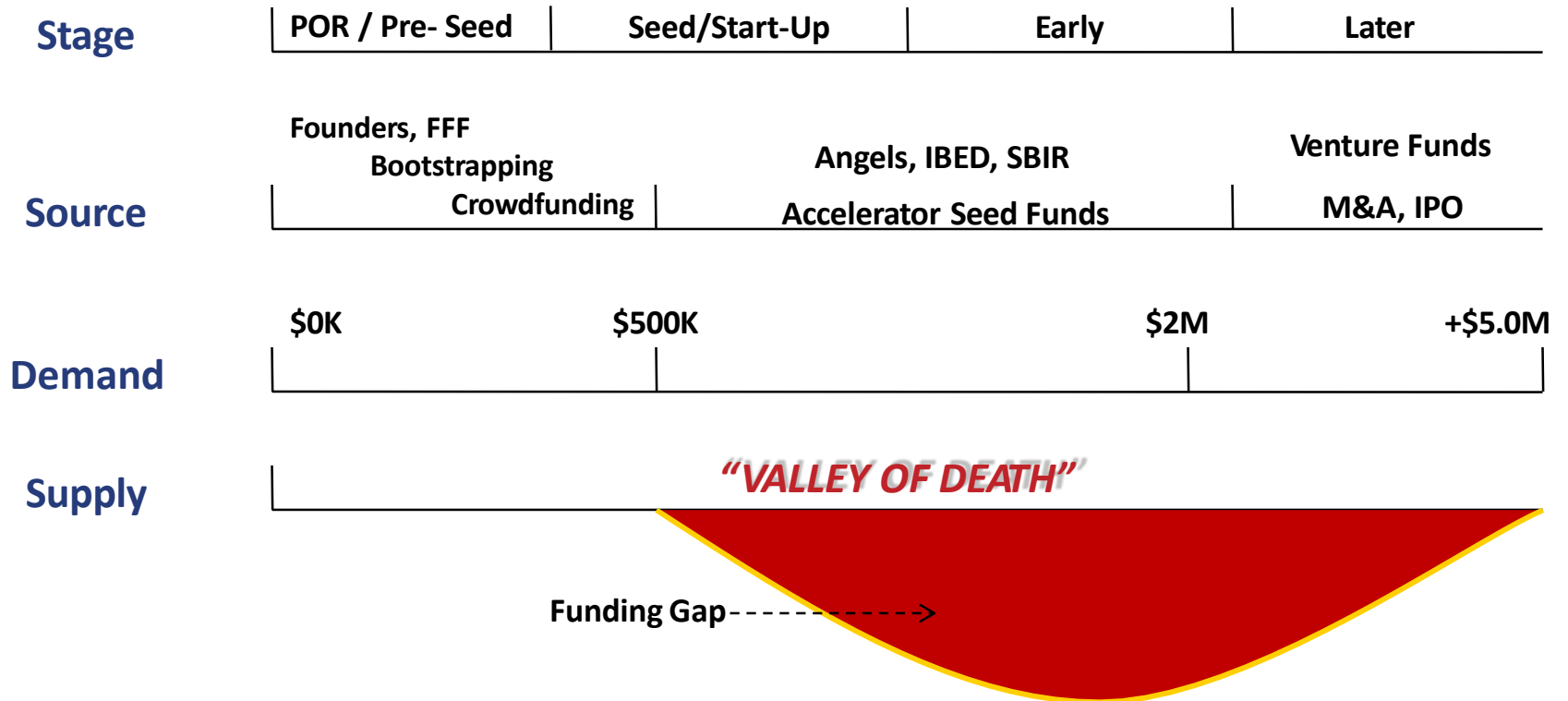


MedImmune/AstraZeneca  
spin-out  
Raised \$250M to date



Innovation Today, Healing Tomorrow.  
Raised \$119M to date

# Innovation Capital **Valley of Death**



# BHI Innovation Capital Map

Pre-Proof of Concept	Translational Research/ Proof of Concept	Proof of Commercial Relevance/Pre-Seed	Seed/ Start-Up	Early Stage	Later Stage
\$25,000 - \$1,500,000 (over 5 yrs)	\$15,000 - \$750,000 (over 3 yrs)	\$15,000 - \$1,500,000	\$50,000 - \$1,500,000	\$200,000 - \$2,500,000	\$2,500,000+
<ul style="list-style-type: none"> <li>NIH R01</li> <li>NIH R03</li> <li>NIH R21</li> <li>Maryland Stem Cell Research Fund (MSCRF)</li> </ul>	<ul style="list-style-type: none"> <li>SBIR/STTR Grant Phase 1</li> <li>NCATS Cures Acceleration Network (CAN)</li> <li>Maryland Stem Cell R Fund (MSCRF) research</li> <li>TEDCO Technology Validation Program - Proof of Concept</li> <li>TEDCO Maryland Innovation Initiative - Phase 1</li> <li>JHU - Coulter Translational Research Partnership</li> <li>UVA - Coulter Translational</li> </ul>	<ul style="list-style-type: none"> <li>Maryland Industrial Partnerships (MIPS @ UMD)</li> <li>SBIR/STTR Phase 2</li> <li>TEDCO Maryland Innovation Initiative - Phase 2</li> <li>Maryland Stem Cell Research Fund (MSCRF) - Pre-Clinical</li> <li>Virginia Bioscience Health Research Corporation</li> </ul>	<ul style="list-style-type: none"> <li>Dingman Center Angels (UMD)</li> <li>Maryland Momentum Fund</li> <li>UVA Seed Fund</li> <li>TEDCO Seed Fund</li> <li>CIT BioSeed Fund</li> <li>Baltimore Angels</li> <li>New Dominion Angels</li> <li>SBIR/STTR Phase 2</li> </ul>	<ul style="list-style-type: none"> <li>VTC Innovation Fund</li> <li>Maryland Venture Fund</li> <li>Abell Venture Fund</li> <li>Camden Partners Exelixis Fund</li> <li>Inova Strategic Investments</li> </ul>	<ul style="list-style-type: none"> <li>Maryland Venture Fund</li> <li>ABS Capital Partners</li> <li>Greenspring Associates</li> <li>Novak Biddle Venture Partners</li> <li>Sterling Venture Partners</li> <li>Harbert Venture Partners</li> <li>JMI Equity</li> <li>New Enterprise Associates (NEA)</li> <li>MMG Ventures LLP</li> <li>TDF</li> </ul>

## Funding Type Key

- Academic
- Federal
- Private Capital
- Economic Development

## Tax Credits

- Maryland Biotechnology Investor Tax Credit
- Virginia Angel Investor Tax Credit
- Montgomery County Biotechnology Investor Tax Credit



**BioHealth Capital Region  
Investment Conference**

OCTOBER 9 + 10, 2018  
One MedImmune Way, Gaithersburg, MD 20878

**TOP 3 BY 2023**

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](mailto:BHI@BioHealthInnovation.org)












Advancing Science. Accelerating Innovation.

# Investment Conference October 9 + 10, 2018


At  **MedImmune**

# BHCR Gap Fund

## Fund Summary:

**Structure:** Delaware Limited Partnership  
**Size:** \$50m with first close at \$25m  
**Term:** 10 years with 2 one-year extension provisions  
**Investment Period:** 3-5 years from final close date  
**Typical Investment:** \$1m-\$5m per company  
**Management Fee:** 2% of committed capital, declining after investment period, payable annually  
**Carried Interest:** 20%

## General Partner:

 **BHI Management, Inc.**

- Equity in 33 companies, including 10 co-founded startups
- Have further supported 78+ early-stage biohealth companies with business strategy and development, customer discovery, and operations
- An experienced team of 6 Entrepreneurs-in-Residence (EIR) and 4 Analysts
- Our EIRs bring 100+ years of cumulative leadership experience and sector expertise to advance startups, mid, and large cap organizations towards significant value inflection points
- Our EIRs are seasoned executives who have advanced organizations from seeds to IPOs
- Our team has connections with operators, funders, and researchers across the biotech and healthcare industries

## Lead Investor:

 ALEXANDRIA

Alexandria Real Estate Equities

## Contact Information:

 **BHI Management, Inc.**

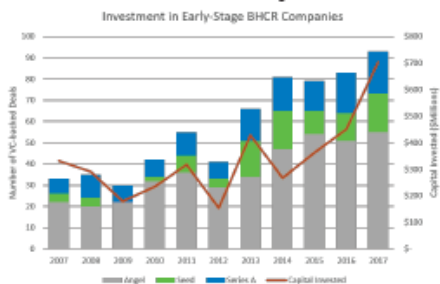
22 Baltimore Rd.  
 Rockville, MD 20850  
 www.biohealthinnovation.org  
 rbendis@biohealthinnovation.org  
 301.637.6439

# BioHealth Capital Region Gap Fund

## Need for Early Stage Capital

The BioHealth Capital Region (BHCR) has healthy flow of **de-risked assets and deals** from universities, labs, and insititutes, but **lacks early-stage funding**.

- ★ **#1 In per capita Federal Research Funding:**  
\$26.4 billion in federal R&D funding each year through universities (#1), national labs, and grants (#1).
- 👉 **High Volume of Translational Funding:**  
\$6.4 billion of federal commercialization funding in addition to \$30 million 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.



- 👉 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 Core IP: Creates potential for **higher probability of investment success**.
- Leveraging research **de-risked 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:



## BHI Management Case Study: BeneVir

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



**PROTENUS**  
AI Privacy Solutions for Healthcare

- BHI provided mentorship & support through DreamIT Health 2014
- Raised \$16m to date
- \$35m valuation at Series B

**MIMETAS**  
the organ-on-a-chip company

- BHI co-founded US subsidiary
- BHI Asso data runs US subsidiary
- Raised \$28.9m+ to date, plus \$2m in grants
- \$58.5m valuation as of Series B

**REDOX**  
Rethinking Healthcare Integration

- BHI provided mentorship & support through DreamIT Health 2014
- Raised \$15m to date
- \$42.5m valuation at Series B

# BHCR Gap Fund (under development)

General Partner:



**BHI Management, Inc.**

Lead Investor:



ALEXANDRIA

Alexandria Real Estate Equities

# BioHealth Capital Regions Serial Entrepreneurs

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**Mark P. Clein**

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



**Rachel King**

- GlycoMimetics
- NEA
- Genetic Therapy, Inc.



**Michael Richman**

- NextCure
- Amplimmune



**James S. Gammie, MD**

- Correx, Inc.
- Harpoon Medical, Inc.



**Ethan D. Leder**

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



**Martine A. Rothblatt Ph.D., J.D.**

- United Therapeutics Corporation
- GeoStar
- SiriusXM Satellite Radio



**Murat V. Kalayoglu**

- Cartesian Therapeutics
- Topokine Therapeutics
- HealthHonors Corporation



**Wendy Perrow**

- AsclepiX Therapeutics
- Alba Therapeutics Corporation



**Steve Turner**

- Protea Biosciences Group, Inc.
- Clinomics BioSciences Inc.
- Quorum Sciences



# University Progress

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- 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



JOHNS HOPKINS  
UNIVERSITY



UNIVERSITY SYSTEM  
*of* MARYLAND



# Regional Initiatives

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- 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

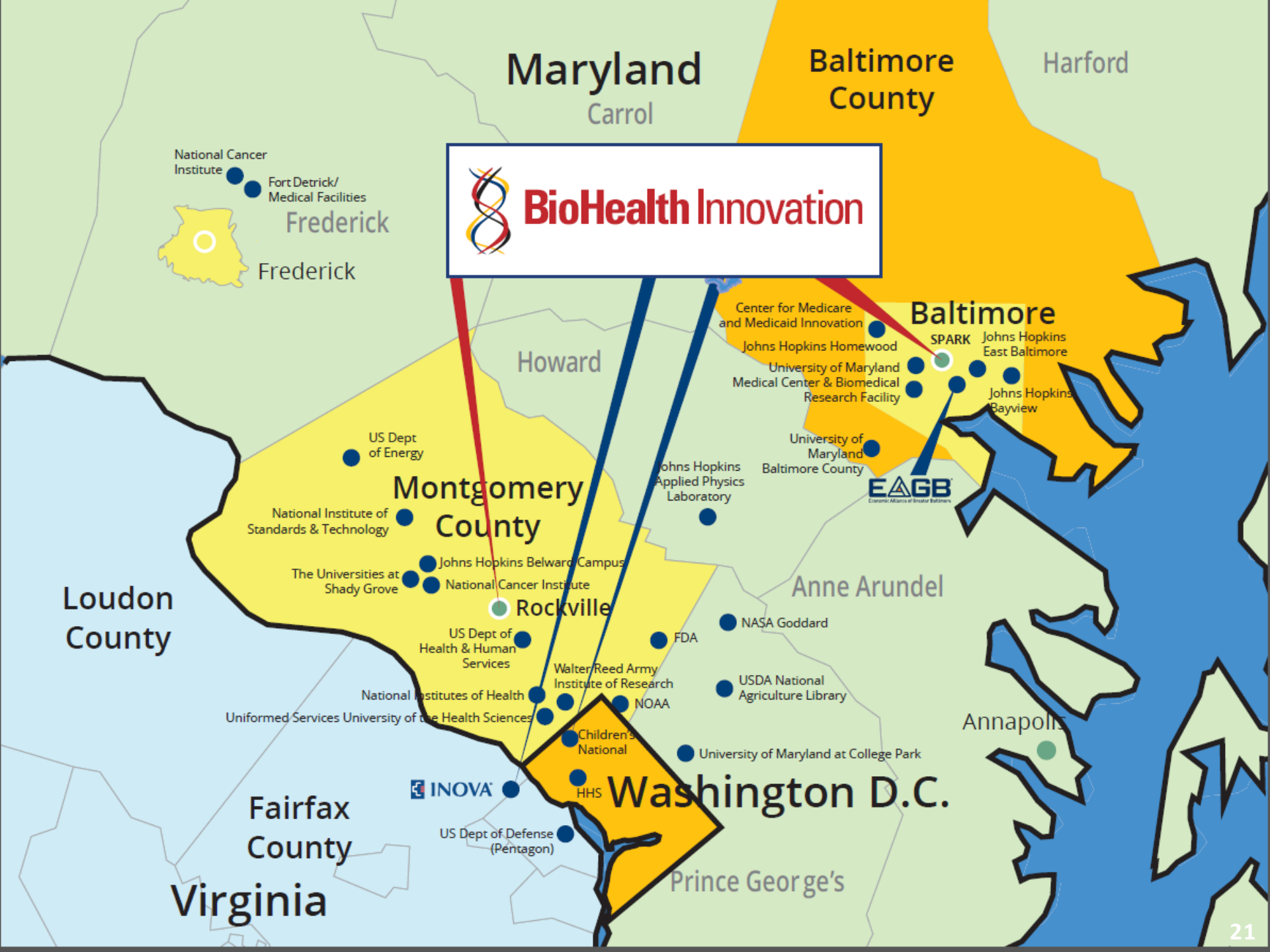
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- **Population: 5.9 million people**
- **59 Federal Laboratories, Centers, & Institutes in Maryland**
- **Maryland Federal R&D investment exceeding \$12 billion annually**

**JHU and USM represent another \$3.5 billion in annual R&D**





## Challenges to Innovation Economy

## BHI Value Proposition

Lack of connection of innovation resources

Connect regional innovation assets

Lack of an entrepreneurial culture and C-level executives

Develop an entrepreneurial talent and support pipeline

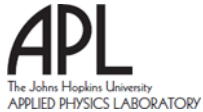
Lack of early-stage funding for commercializing technologies

Attract funding for technology commercialization

Lack of spin-offs from federal and university R&D

Evaluate commercially relevant federal and university technology

# BioHealth Regional Innovation Cluster Assets



# BioHealth Innovation is a Regional Innovation Intermediary

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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

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# Public BioHealth Companies Headquartered in the Region

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# Regional BioHealth Ecosystem Partners

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## 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



## Academia



## Government



## Non-Government



# BHI Board of Directors



**Daniel Abdun-Nabi**  
CEO  
Emergent BioSolutions, Inc.



**William Hearl, Ph.D.**  
Founder and CEO,  
Immunomic Therapeutics, Inc.



**David Mott**  
General Partner  
New Enterprise Associates



**Richard A. Bendis**  
President & CEO  
BioHealth Innovation, Inc.



**Ashish K. Kulkarni, Ph.D**  
EVP & CTO  
Avantor



**Kurt Newman, M.D**  
President & CEO  
Children's National Medical Center



**Jarrod Borkat**  
Vice Chairman  
Partnerships and Collaborations  
MedImmune



**Dave Lemus (Treasurer)**  
COO/CFO  
Proteros Biostructures GmbH



**Lily Qi**  
Assistant Chief Administrative Officer  
Montgomery County Government



**Robert Caret, Ph.D.**  
Chancellor  
University System of Maryland



**Anne S. Lindblad**  
President & CEO  
The Emmes Corporation



**John A. Sackett**  
President  
Shady Grove Adventist Hospital



**Kenneth Carter, Ph.D.**  
Chairman  
Noble Life Sciences



**Douglas Liu (Chair)**  
Senior VP of Global Operations  
Qiagen



**Robert Silverman**  
Head Externalized Drug  
Discovery Partnering, Roche



**Christopher Callaghan**  
Group Vice President,  
Healthcare Banking  
M&T Bank



**Joel Marcus**  
Executive Chairman & Founder  
Alexandria Real Estate  
Equities, Inc.



**Ronald J. Daniels**  
President  
Johns Hopkins University



**Beth Meagher**  
Principal  
Deloitte Consulting LLP



**Jens Eckstein, Ph.D.**  
President  
SR One (GSK)



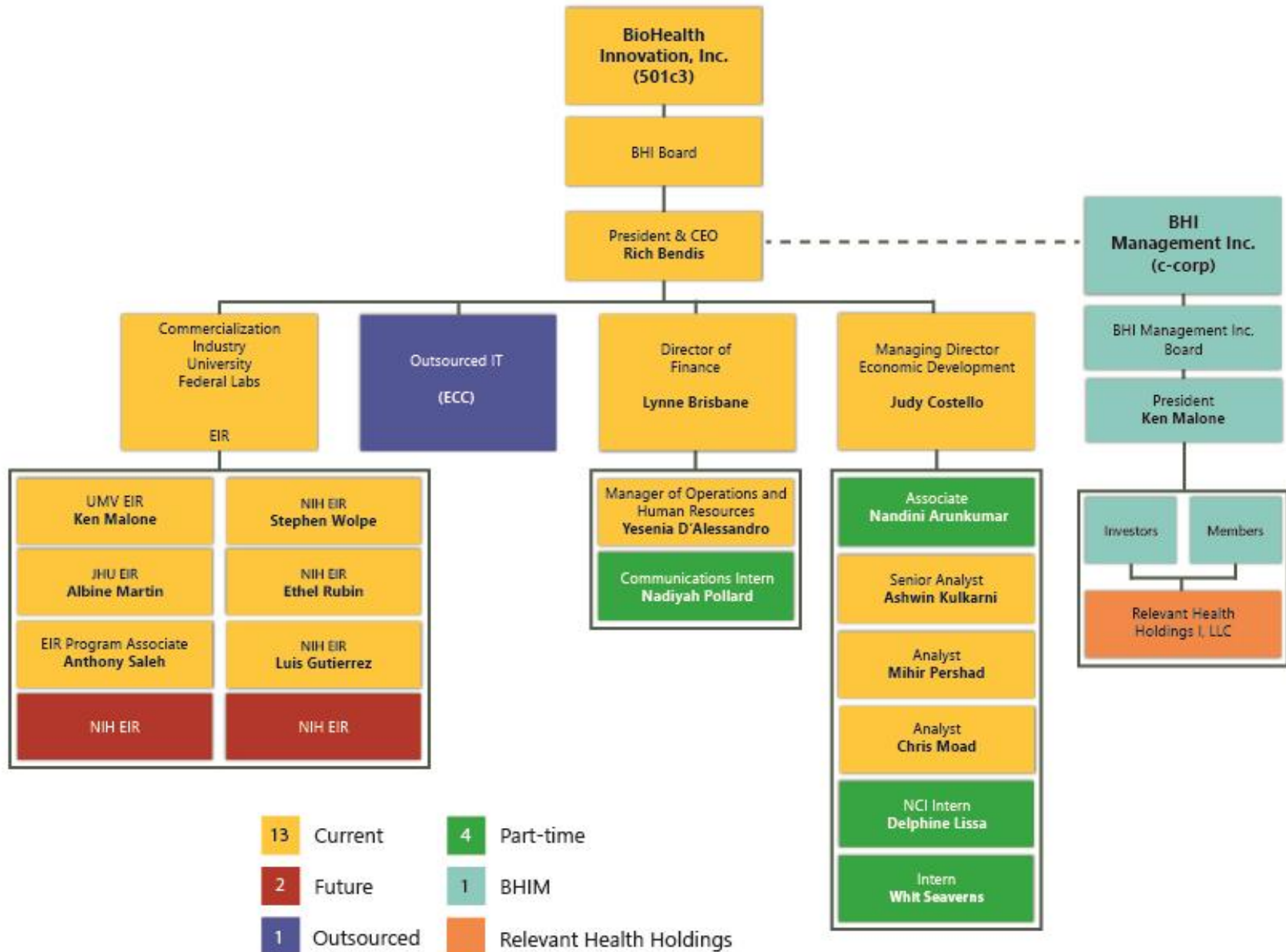
**Charles Morton (Secretary)**  
Partner  
Venable LLP



**Mike Gill (Ex-Officio)**  
Secretary of Business &  
Economic Development,  
Department of Commerce

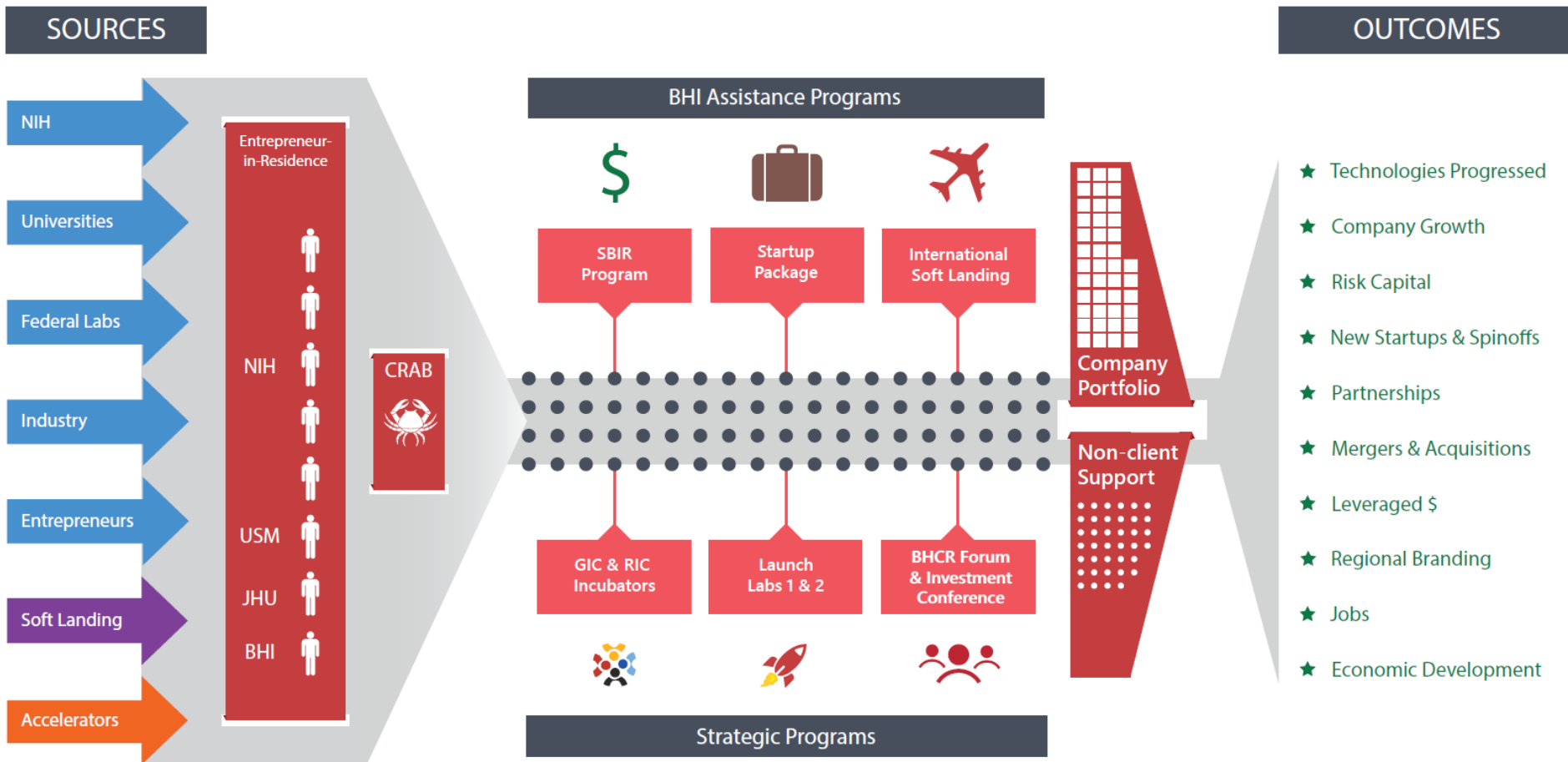
# BHI Organizational Chart

June 2018



# BHI Business Model

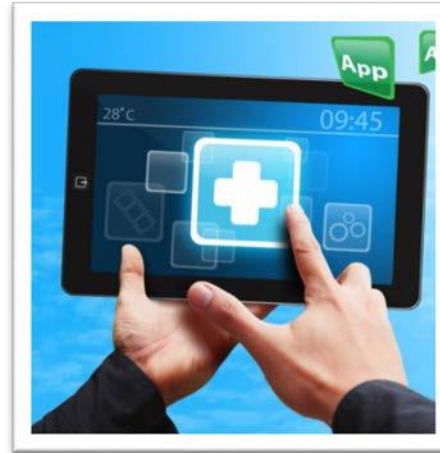
Research and technologies enter into the pipeline from sources shown on the left and are evaluated by the EIR team. Commercially relevant startups are connected to assistance programs on a case-by-case basis. Once a startup becomes a portfolio company, the gain access to partners and resources.



# BHI Technology Focus

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- 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

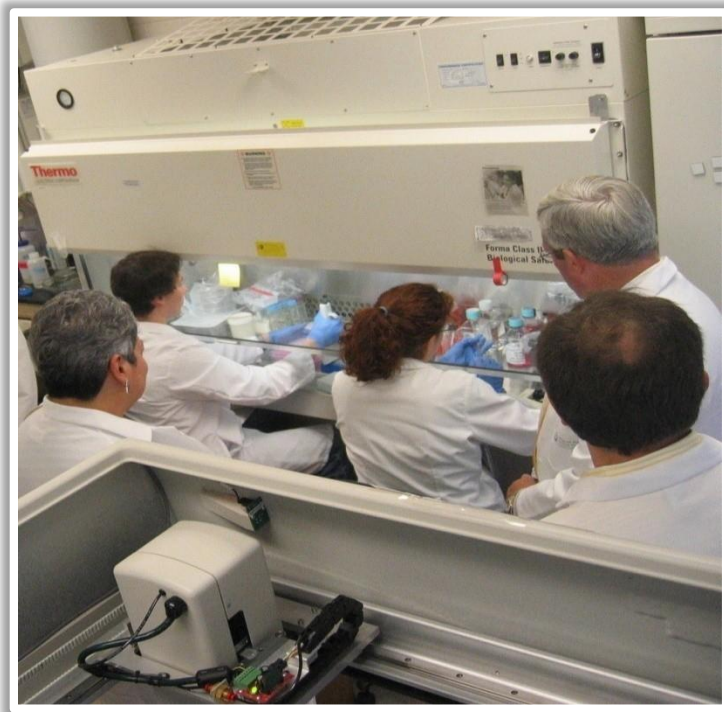
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## PROOF OF CONCEPT

(Technological Feasibility)

Laboratory Push

**“It Works!”**

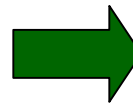


## PROOF OF COMMERCIAL RELEVANCE

(Market Pull)

**“It Works To Solve A Problem”**

**“I’ll Buy It”**



# BHI Commercial Relevance Advisory Board (CRAB)

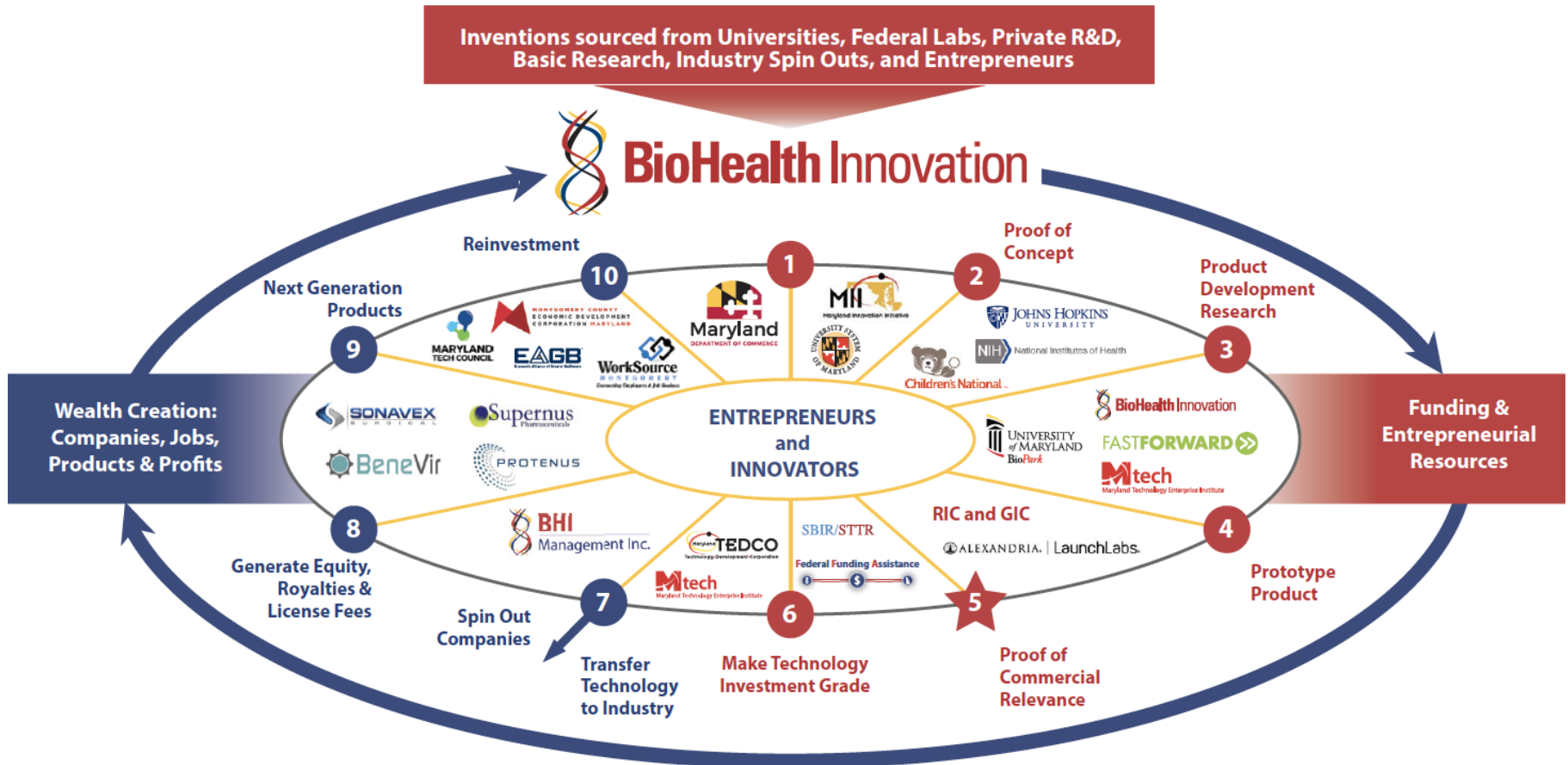
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- A pool of experienced biohealth professionals who have agreed to assist BHI in evaluating market-relevant research and product development opportunities
- The CRAB helps determine the commercial applicability of emerging entrepreneurs, companies 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.

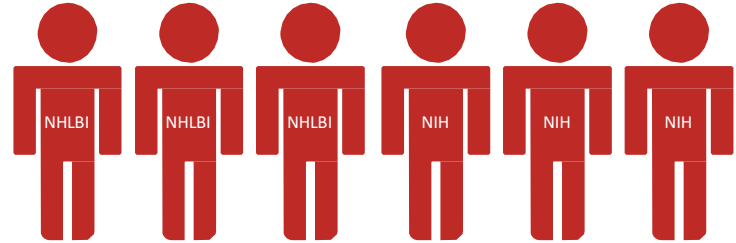


# NIH Partnership Agreements

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**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, & co-founded 13+ university spin-outs  
Marion Laboratories,  
Continental Healthcare Systems,  
Kimberly 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.**

Entrepreneur-in-Residence  
NIH

20+ years industry experience:



**Ethel Rubin, Ph.D.**

Entrepreneur-in-Residence  
NIH

10+ years industry experience:



**Stephen Wolpe, Ph.D.**

Entrepreneur-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



# BHI Company Portfolio

- Therapeutic
- Medical Device
- Dreamt Health
- Health IT / IT
- R&D Tool
- Relevant Health



VIP Therapeutics



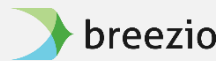
COARE Therapeutics  
Dansar



Avhanahealthr



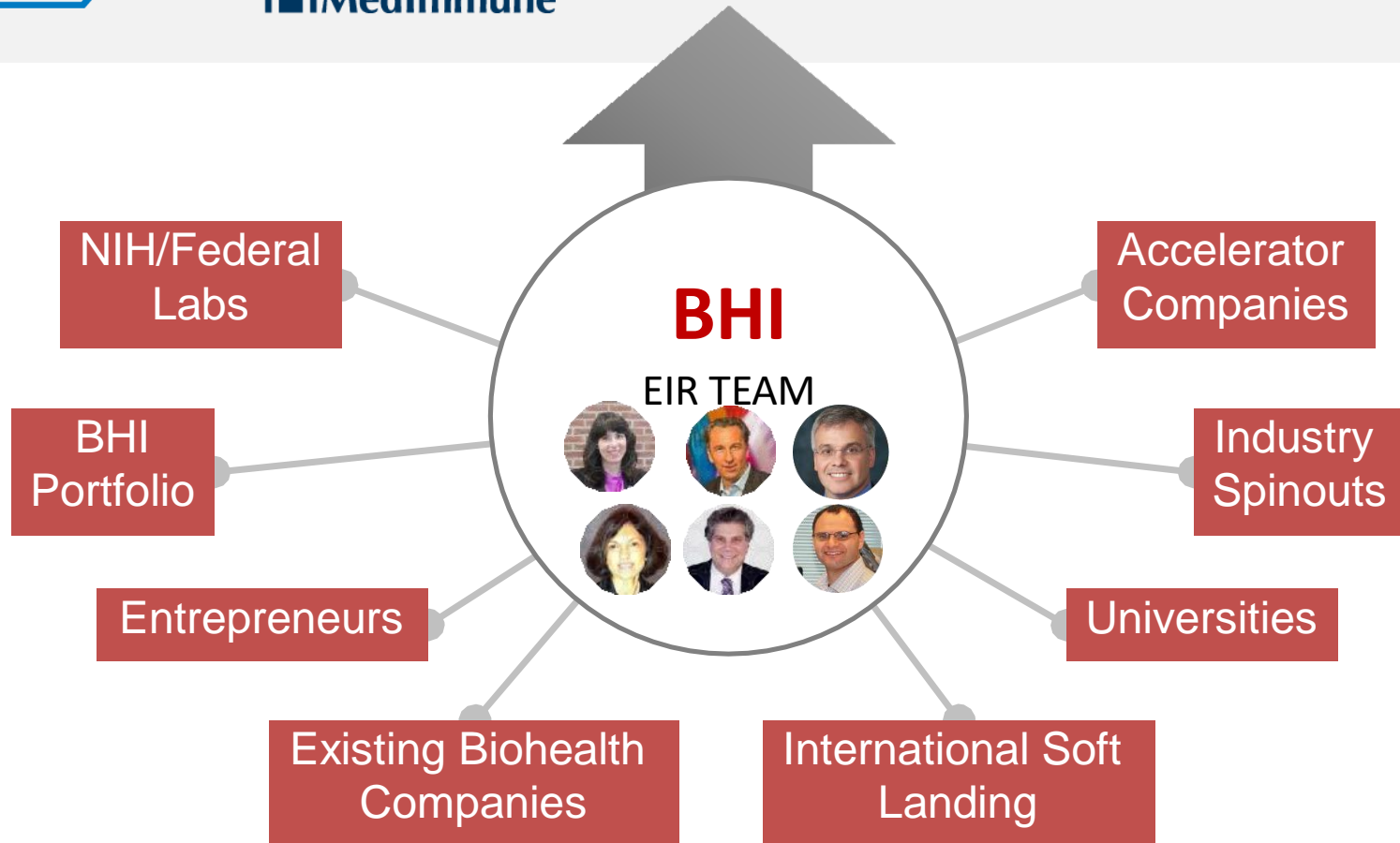
Baton



3DBioWorks



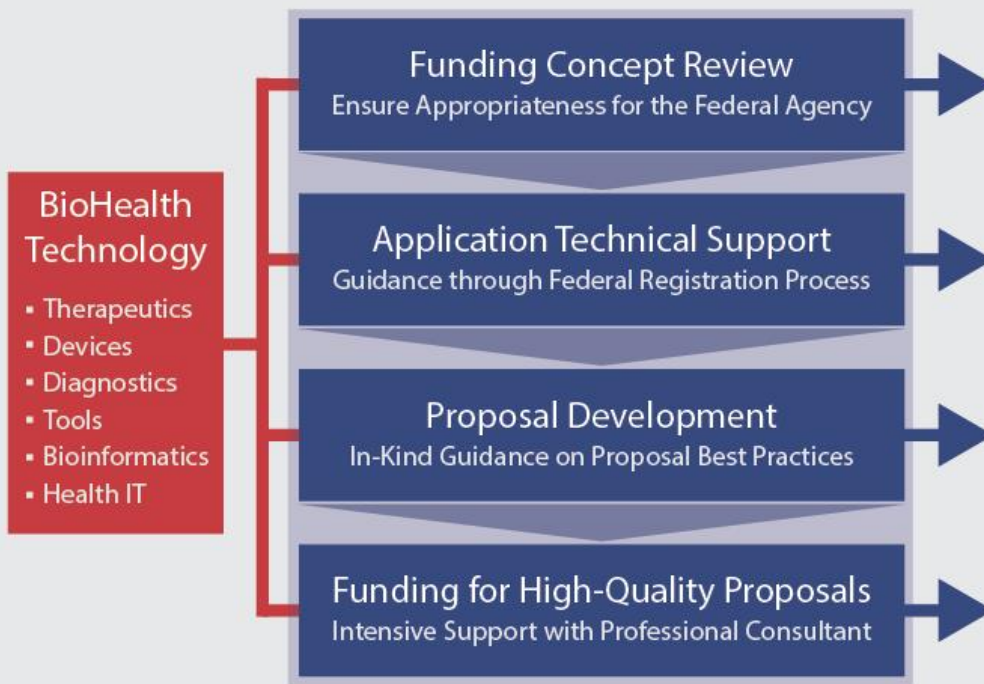
# BHI Scouting



# 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 Agencies



\$23.8 M Funding awarded | 53 wins of 117 submissions since Jan. 2014 | 45% success rate



# BHI Startup Package

## Incubation



## Consulting

**Deloitte.**

## Clinical Services



## Accounting



## Intellectual Property



## Corporate Legal

VENABLE<sup>®</sup>  
LLP

## Preclinical Services



## Banking



## Reimbursement



## Scientific Data Management Services



## Grant Writing



# Alexandria LaunchLabs I & II



## LaunchLab I



## LaunchLab 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.



# RELEVANT HEALTH



- 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  
biometrics

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

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

Ergonometri  
*We've got your worker's back*

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

GastroGirl™

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

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

Neopenda

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

werbie

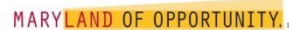
The team at Werbie are developing a mobile and web application focused on the dietary needs of women managing high risk pregnancies.

# Dreamit

Health Baltimore

- 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

## Partners



## Portfolio

D1



D2

Baton

Decisive Health





**155 Gibbs Street, Rockville, MD 20850**

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

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**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

Technology

Technology

Health Tech

Life Sciences

Life Sciences



**ATHENA**  
INFONOMICS



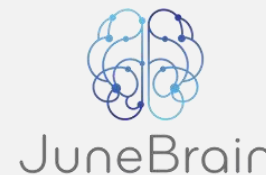
ReveraGen  
BioPharma



Geisinger



Carradora Health



**Victamax**



NE<sup>X</sup>ERCISE



05/29/2018

\*includes Montgomery County GreenBank



**20271 Goldenrod Lane, Germantown, MD 20876**

*Montgomery County Innovation Network Facility*

Managed by **BioHealth Innovation, Inc. (BHI)**

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**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

Therapeutics

Therapeutics

Diagnostics & Research Tools

Health Tech

Technology



Akan Biosciences



epigenomics



Adera Labs



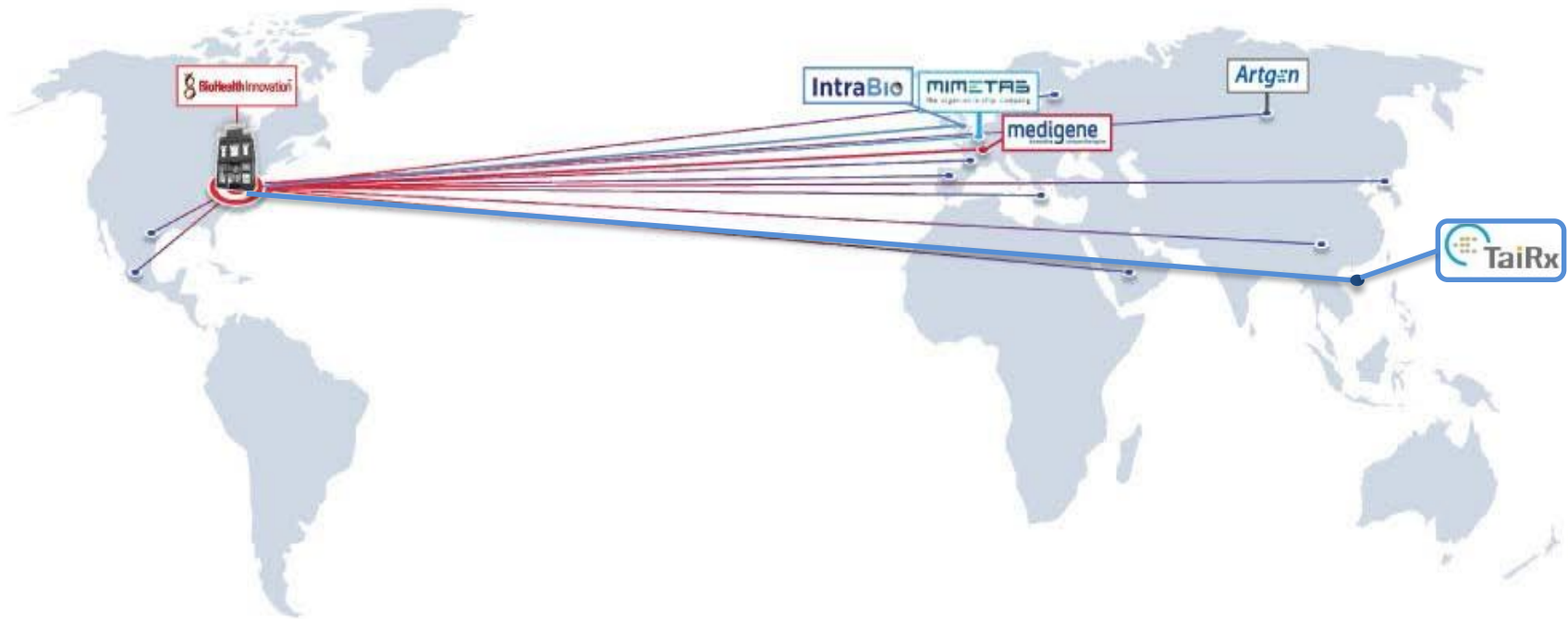
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# BHI International Soft Landing

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China	North America
Estonia	South America
Germany	Spain
Greece	Israel
India	Russia
Korea	Latvia
Netherlands	Japan
Taiwan	

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.



## 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



## I-CORPS



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



National Institutes  
of Health



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.



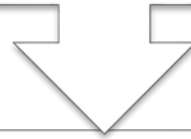
The NCAI Centers are at the Boston Biomedical Innovation Center, the Cleveland Clinic, and the UC-CAI in Los Angeles.

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

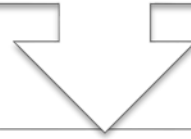
# **BHI:** The Triple Bottom Line

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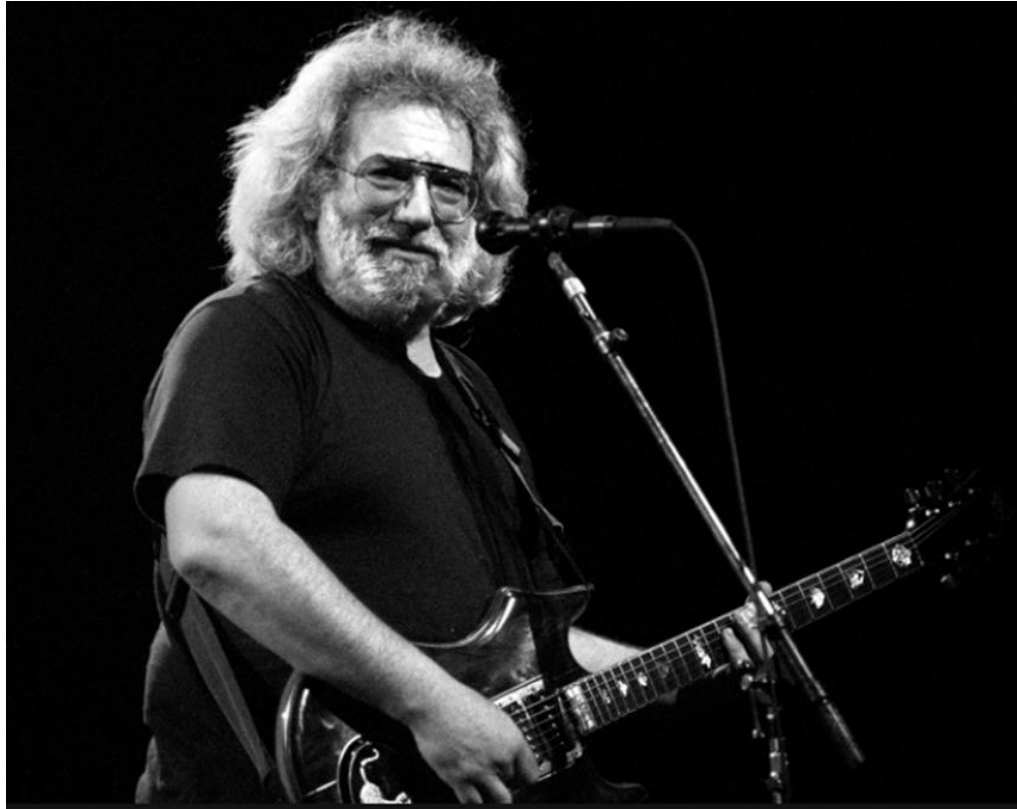
**Grows high-paying jobs and businesses**



**Expands tax base; improves economic vitality**



**...and benefits human health!**



## A Call To Action

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“ 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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**22 Baltimore Road  
Rockville, MD 20850**

**(301) 637-7950**

[info@biohealthinnovation.org](mailto:info@biohealthinnovation.org)

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



New office location, effective July 1, 2018

**1 Church Street, Suite 801  
Rockville, MD 20850**

**(301) 637-7950**

[info@biohealthinnovation.org](mailto:info@biohealthinnovation.org)

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

