

2013
annual report

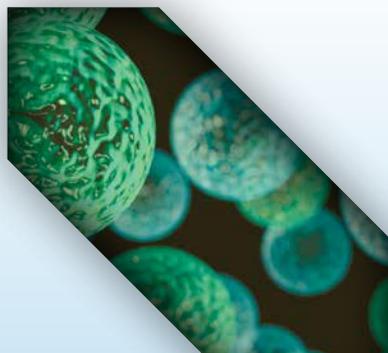
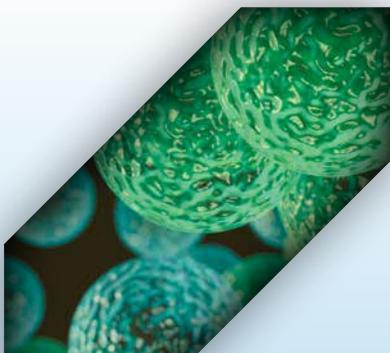
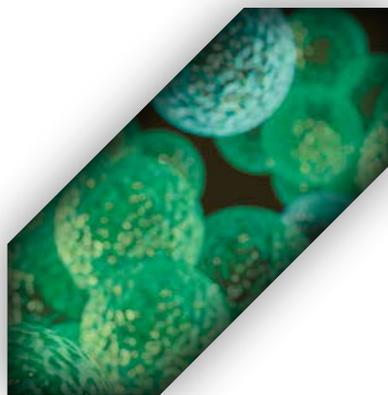
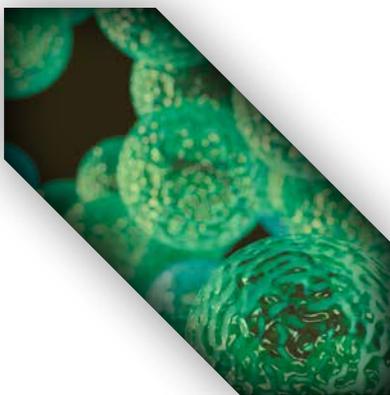


BioCrossroads®

2013 was a transformative year

Indiana's life sciences sector has made great strides forward over the last decade, but 2013 broke the mold for accelerating progress.

Since 2002, BioCrossroads has seen tremendous growth within the life sciences industry; has increased collaboration among industry, research universities, philanthropic organizations and local government; has seen a greater focus on moving research from laboratory to the patient, and has garnered national recognition for leadership in the life sciences – all essential elements for advancing the sector. But in 2013 the momentum reached a new and energetic height with the announcement of the Indiana Biosciences Research Institute (IBRI), the first industry-led collaborative life sciences research institute in the country.



for Indiana's life sciences industry

Catalyzing the best ideas

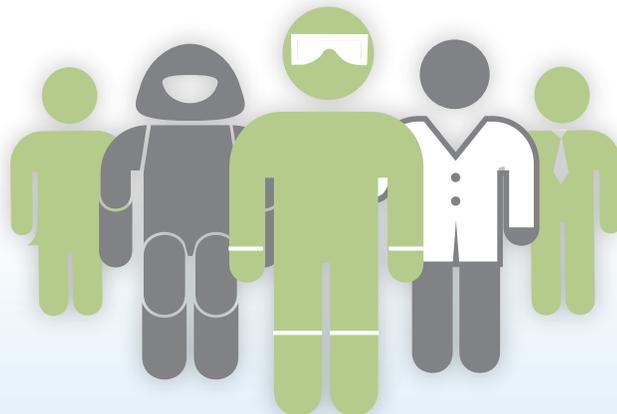
At a major press conference in downtown Indianapolis in May, the Indiana Biosciences Research Institute was announced as a statewide public-private partnership advanced by BioCrossroads and led by Indiana's life sciences industry, research universities and the State of Indiana in an unprecedented collaboration to discover, develop and deliver biosciences innovations focused on the interrelationships of cardiovascular disease, diabetes, obesity and other metabolic disorders, and nutrition. All of these are focal points for promising academic research, urgent commercial application, and pressing public health concerns—starting in Indiana, but extending across the entire United States and beyond. A unique partnership that celebrates the diversity and strength of Indiana's life sciences sector, the IBRI is built upon the leadership of industry executives from Biomet, Cook Medical, Dow AgroSciences, Eli Lilly and

Company, Indiana University Health and Roche Diagnostics, with founding contributions from Governor Mike Pence and the State of Indiana and facilitation by BioCrossroads. Indiana's research institutions, including Indiana University, Purdue University and the University of Notre Dame, have likewise been involved in the development of the IBRI from the ground up.

The momentum for the IBRI was strong and fast, with organizers securing a total of \$50 million in organizational funding commitments in just six months from a broad array of stakeholders including the State of Indiana, Lilly Endowment Inc., Dow AgroSciences, Eli Lilly and Company, Indiana University Health/Indiana University School of Medicine and Roche Diagnostics.

The Institute will serve as the centerpiece project of BioCrossroads' public-private collaboration through its attraction of world-class scientific talent and research dollars to Indiana,

Indiana has
55,257
working in the
life sciences industry



promising to make an outsized contribution to the health of the Hoosier economy and its citizens. Over the years ahead, the Institute will accelerate the process of active development through leadership and talent recruitment, facilities development, fundraising and novel collaborations across industry and academia to deliver on the IBRI's unique potential to secure Indiana on the map as one of America's leading destinations for life sciences research, development and growth.

Another new project that demonstrated fast development and drew ardent support was the Food and Agriculture Innovation Initiative. Indiana's food and agricultural sector is a \$16 billion industry, and is poised to be a center of innovation generating business growth and investment but is also providing solutions to the challenges of a growing world population and a limited amount of natural resources. BioCrossroads announced the new initiative in December, a need identified in its 2012 report "Food and Agricultural Innovation – 21st Century Opportunities for Indiana."

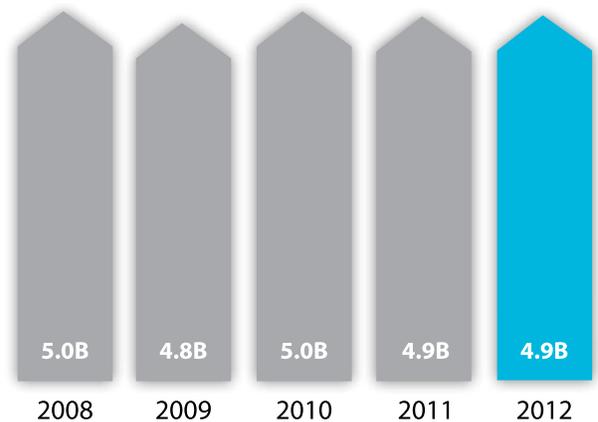
The initiative moved from initial planning at BioCrossroads to development as an independent effort under the umbrella of the Central Indiana Corporate Partnership, an organization dedicated to the region's continued prosperity and growth that houses BioCrossroads, Conexus Indiana, TechPoint, and Energy Systems Network. With the active engagement of Lieutenant Governor Sue Ellspermann, the new initiative will work closely with the Indiana Economic Development Corporation and the Indiana State Department of Agriculture to build upon existing strengths in the industry. In addition, several key industry stakeholders pledged support for the effort including Beck's Hybrids, Clabber Girl, Dow AgroSciences, Elanco, Indiana Soybean Alliance, Indiana Corn Marketing Council, JBS United, Purdue University, and Whiteshire Hamroc.

Indiana ranks
2nd
in worldwide
exports



\$ **9.7** ^B
exports

Indiana
workers
earn nearly
\$5 Billion
in annual wages



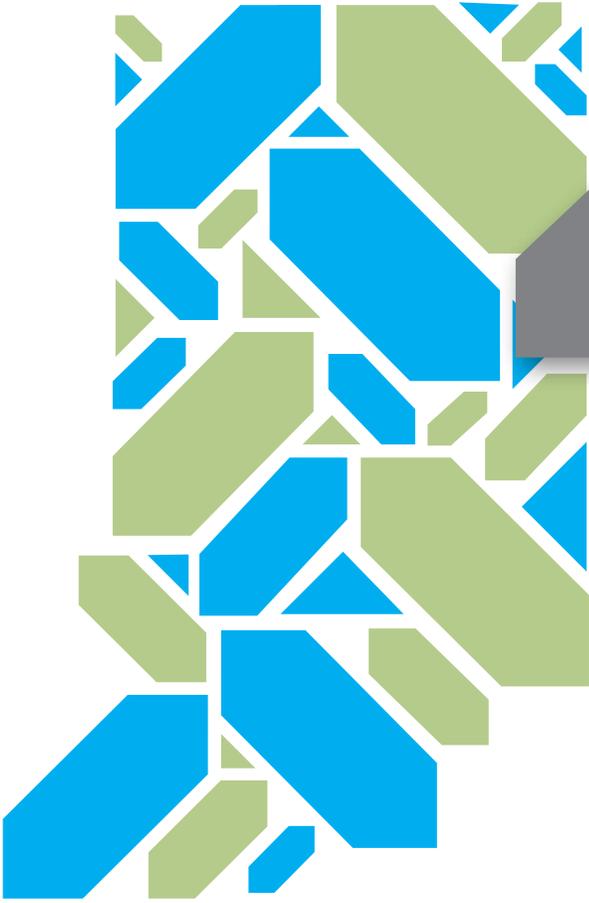
Investing for the next generation

Continuing to spur entrepreneurial activity and make research into a reality, the \$8.25 million Indiana Seed Fund II made investments in three of Indiana's most promising young life sciences companies:

- **ApeX Therapeutics**, an oncology-focused drug discovery and development company located in Indianapolis that has identified a novel therapy for Acute Lymphoblastic Leukemia (ALL), the most frequent cancer of childhood.
- **Assembly Pharmaceuticals**, an early-stage biopharmaceutical company, developing novel and potentially curative therapies for chronic Hepatitis B virus.
- **Diagnotes**, an Indianapolis-based health IT company that uses a comprehensive communications system to reach on-call healthcare providers through a mobile application.

Both Diagnotes and ApeX Technologies participated in the inaugural BioCrossroads' New Venture Competition, which proved to be a valuable discovery process for finding innovative start ups.

In its second year, the Competition stirred up even more of the brightest new talent and ideas. More than 30 start-up companies from 13 cities across the State submitted applications. Taking home top honors and a \$25,000 prize was Spensa Technologies, an agricultural technology company with two products - a software platform that streamlines the pest control monitoring process and a fully automated field system for insect population monitoring. Curvo Labs was second place and Jace Medical was third. Curvo is a cloud-based platform that hospitals use for free by sharing their purchasing data; medical device companies buy access to Curvo and use hospital data to make targeted offers. Jace Medical is an emergent medical device company with a novel cardiac device that will improve surgeon performance and efficiency. In the Pre-Venture category, Emphymab Biotech, a biotechnology company developing a first disease-modifying platform drug for emphysema and other chronic diseases, won the \$10,000 prize.



\$55_B

overall impact on
Indiana's economy

Exchanging knowledge and convening thought leaders

In the ever-changing life sciences marketplace, continuing to gain knowledge, exchange ideas and broaden education are the best ways to keep Indiana's competitive advantage. In 2013, BioCrossroads launched www.biointellex.com, a new educational Web site which houses substantial educational offerings, including life sciences information and intelligence for Indiana, reports, educational sessions and conferences.

Four new reports and analyses described the dynamic healthcare and life sciences environment, and provided opportunistic strategies and ideas for Indiana.

- **Indiana's Life Sciences Employers by Legislative District (February)**
- **Profiling Independent Biosciences Research Institutes in the U.S. (March)**
- **Healthcare Driven Innovation: An assessment of opportunities in Central Indiana (August)**
- **The Economic Impacts of Indiana's Public and Private Hospitals and Outpatient Care Centers (October)**

96 products approved



648 corporate patent filings



Seven Framework sessions were dotted across the 2013 calendar with timely and relevant topics from health information technology to healthcare innovation to our new Indiana Biosciences Research Institute to the new Food and Agriculture Innovation Initiative.

- **Driving Innovation and Collaboration in Healthcare IT – Advancing meaningful use in the delivery of healthcare (March)**
- **Emerging Opportunities for Hospital and Health System Engagement in Medical Technology Innovation (April)**
- **Indiana Biosciences Research Institute: Laying the framework for discovery, development and delivery (June)**
- **Indiana’s Clinical Translational Sciences Institute: Unlocking a new era of scientific and medical innovation through collaboration (August)**
- **Real World Evidence: Helping to shift healthcare delivery from actions to outcomes (September)**
- **Indiana Food and Agriculture Innovation Initiative – A new strategic effort to advance Indiana (December)**

In addition, we celebrated our friends at the Indiana Health Information Exchange on their decade of leading the country with the most advanced and largest health information exchange. The 2013 Indiana Life Sciences Summit was the most successful to date bringing together a record number of life sciences executives, venture capitalists, researchers, and academics to discuss the future of our industry and how to continue to accelerate and collaborate innovation.



BioCrossroads®

2013

Board of Directors

New BioCrossroads Chairman **Leonard J. Betley**, chairman, president and CEO of the Richard M. Fairbanks Foundation and Chairman of the Regenstrief Foundation and Walther Cancer Foundation, began his role in August, following the retirement of Craig Brater as dean of the Indiana University School of Medicine and as Chairman of BioCrossroads.

Dr. D. Craig Brater
Retired
Indiana University School of Medicine

Dr. Richard Buckius
Purdue University

Dr. Thomas Burish
University of Notre Dame

Wayne Burris
Roche Diagnostics Corporation

Darren Carroll
Eli Lilly and Company

Daniel Evans
Indiana University Health

Antonio Galindez
Dow AgroSciences

Dan Hasler
Purdue Research Foundation

Dr. Jay Hess
Indiana University School of Medicine

David Johnson
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Dr. Jan Lundberg
Eli Lilly and Company

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Dr. Samuel Nussbaum
WellPoint, Inc.

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William Ringo
Sofinnova Ventures

Charles Schalliol
Faegre Baker Daniels

Stephen Schlegel
WellPoint

Jon Serbousek
Biomet Orthopedics

Dr. Ryan Streeter
State of Indiana

Sidney Taurel
Retired
Eli Lilly and Company



BioCrossroads[®]
where ideas find **LIFE**

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The most recent statistical data is from 2012.

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 we connect

 we invest

 we educate