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The Institute for Life Sciences Collaboration's Mission:

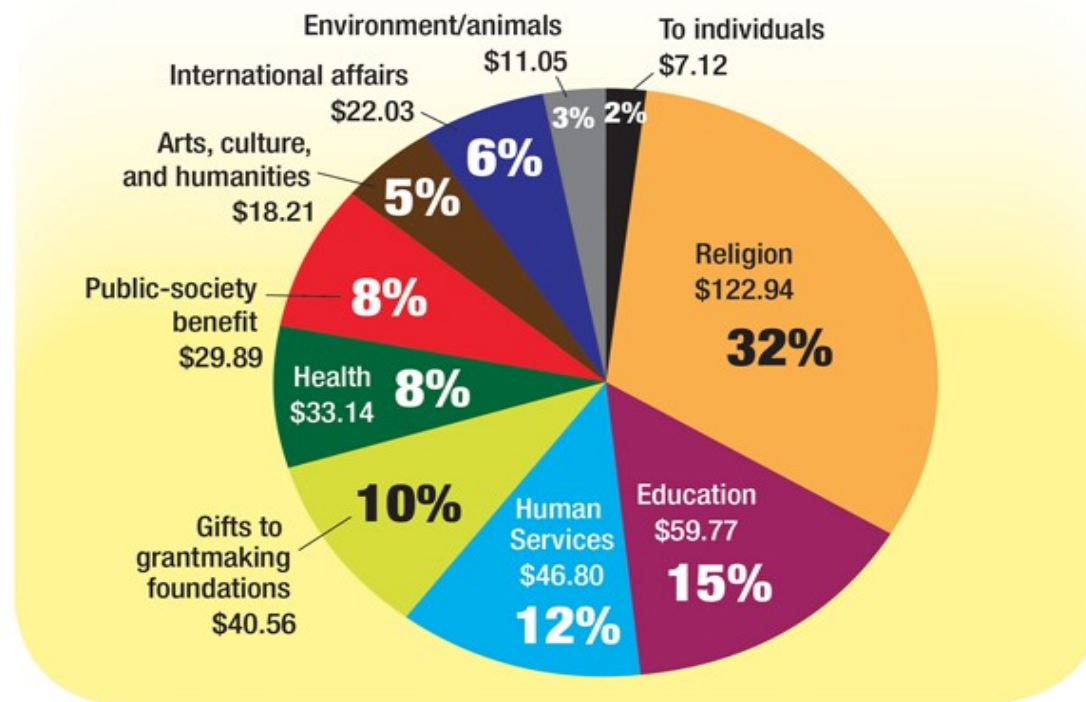
At the Institute for Life Sciences Collaboration (ILSC) (a 501(c)3 organization), we believe that collaboration and innovation are the best ways to tackle the world's most pressing health challenges. As a result, we strive to encourage and enhance the development of innovative initiatives and collaborative approaches. To achieve our mission, we have formed strong partnerships with leading experts, academic institutions, organizations, and key stakeholders, including United Nations Association of the USA (UNA-USA) and other NGOs. Through our collaborations, we aim to make meaningful and measurable improvements in the global healthcare landscape and civil society.

Today's Topic:

Funding and Focus for R&D and
Applications – Public and Private

Non-Profit Funding: Donations

2016 contributions: \$390.05 billion by type of recipient organization (in billions of dollars – all figures are rounded)



National Institute of Health

Invests approximately \$32-35B over the last several years:

- Awards go to 50,000 competitive grants
- 300,000 Researchers
- 2500 Universities, etc.

Schools that routinely receive over \$100M

- Johns Hopkins – 347M
- Harvard (all) – 160M
- New York University – 100M
- Columbia – 185M
- Ohio State – 100M
- Stanford – 235M
- University of North Carolina, Chapel Hil – 194M
- University of Alabama – 125M
- UCLA – 180M
- UCSD – 225M
- UCSF – 245M
- University of Pennsylvania – 248M
- University of Pittsburgh – 255M
- University of Washington – 208M
- Vanderbilt – 107M
- Washington University – 219M
- Yale University – 214M

Investing in BioTech

- S&P BioTech Index has declined 50% from its peak in July 2015
- Currently down 25% from peak

Some reasons for the downturn:

- Call for tighter drug pricing controls
- Unclear direction of healthcare law
- Unclear pricing policies for pharmaceuticals
- Tax policy (overseas money)
- Terrible “brand” identification in the public eye

All lead to better opportunities for investors

Where does Pharma place in the Fortune 500?

- Johnson & Johnson - ranks 35th – revenues of \$72B – profit of \$16.5B
- Pfizer - ranks 54th – revenues of \$53B – profit of \$7.2B
- Merck - ranks 69th – revenues of \$40B – profit of \$3.9B

Comparison: Healthcare/Pharmacies

- CVS – ranks 7th – revenues \$177B – profit \$5.3B
- Express Scripts – ranks 22nd – revenues \$100 B – profit \$3.4B

Venture Capital Investments First Quarter 2017:


- Top: Internet - \$5.8B
- Healthcare - \$3.7B

In the next five years, the “hot investments” will be Artificial Intelligence and Machine Learning


How to prepare for a pitch

From Canaan Partners, Entrepreneur Pitchbook

ENTREPRENEUR PITCHBOOK
Workbook

 KEY OBJECTIVE

Intro	Define the company, business, service or product in a single sentence.
Team	Identify a core group of talent that can execute on the next set of milestones.
Opportunity	Establish the need for your company's solution and the size of the market.
Solution	Demonstrate how you will solve the problem and validate your differentiation.
Competition	Identify your competitors, validate your differentiator.
Biz Model	Explain how you will generate revenue, show us what you've accomplished to date and make future forecasts.
The Ask	Ask for the order and outline what you need from us to make your business a success.

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Thank you!

Rick Flath