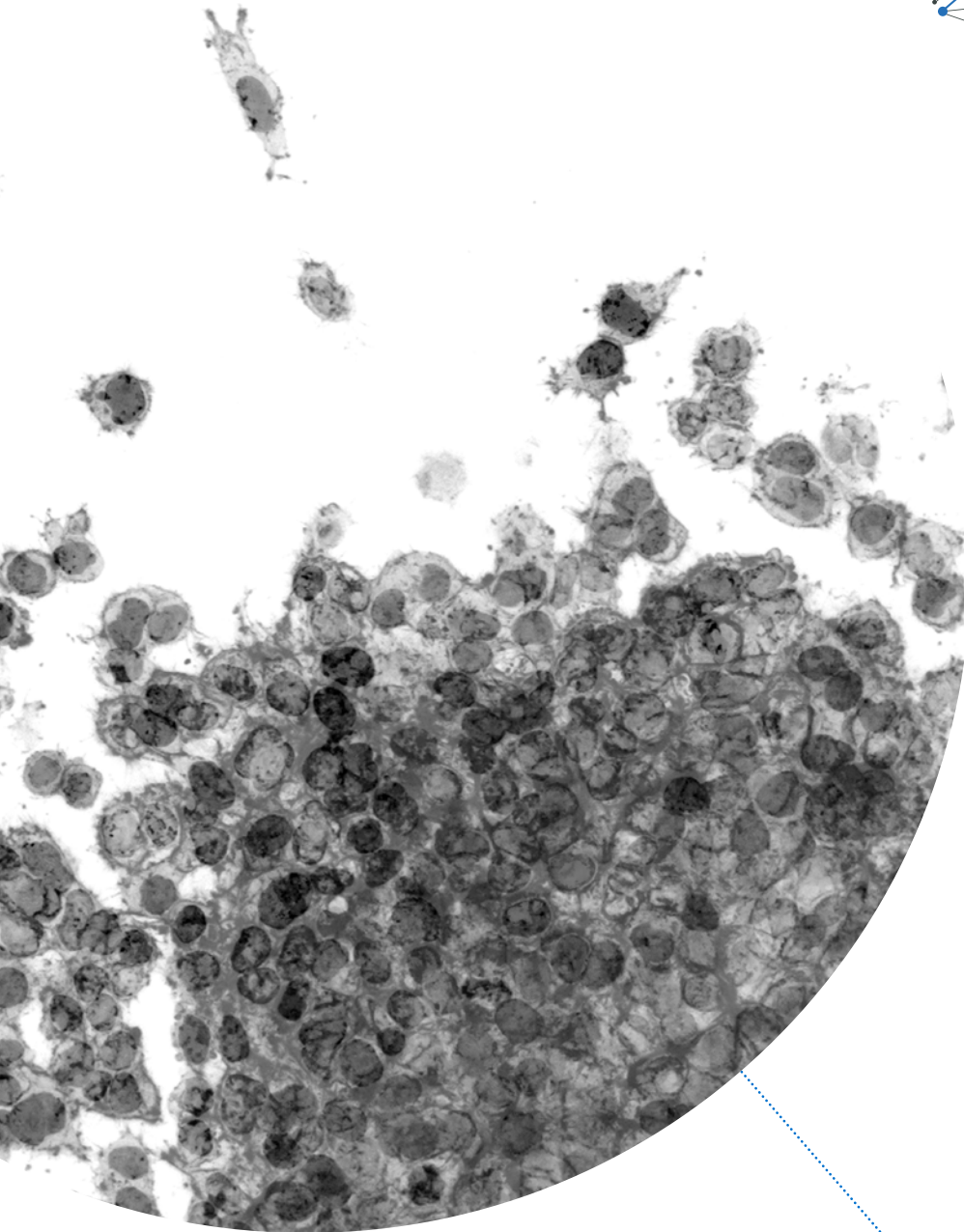




Ohio Life Sciences



Q2-2024

# Member Investor Portfolio Report



# A letter from the president & CEO

Fellow Life Sciences Supporter,

Building upon our well-received inaugural edition focusing on Q1 2024 activity, I welcome you to our second Member Investor Portfolio Report—highlighting Q2 activity. New investors from outside Ohio continued to invest in innovative technologies throughout the state.

In addition, the report also highlights 19 life science companies for their milestone achievements including fundraising, FDA approvals, clinical study completion, and business development expansion. Thank you to our members who provided additional information to support this report. Please continue to provide your updates on your progress to us!

I'm sure you're as excited as I am to witness the ongoing strength of the Ohio life sciences ecosystem and the remarkable advancements these companies continue to make. Feel free to share these success stories within your networks to highlight the growth and potential of Ohio life science companies.

Best regards,



**Eddie Pauline**

President & CEO, Ohio Life Sciences

# National Trends

## Partnership Growth

Licensing partnerships with upfront payments are gaining ground as sources of financing in the first half of 2024 with \$76.3 billion in BioPharma deals (\$4.5 billion upfront) and \$1.8 Billion in Medtech with \$100m upfront.<sup>1</sup> BIO 2024 was the place to be in June, hosting 61,000 partner meetings among the 19,500 attendees from 70 countries for the annual convention in San Diego.

## Artificial Intelligence

The potential of AI continues to fuel new technology and partnerships across the industry and across applications.

“...companies will need to harness the power of innovation and leverage the potential of AI and GenAI to demystify complex disease biology, expedite drug discovery, cut study timelines, revitalize the clinical trial experience, and improve regulatory success.”

VICKY LEVY

Global Life Sciences & Healthcare Industry Leader, Deloitte

## Therapeutic FDA Approvals

The FDA approved a 21<sup>st</sup> century record number of novel therapeutics in 2023—64—and another 17 through May of this year. Small companies represent 76% of the clinical pipeline while 80% are in Phase 1 & 2 trials.<sup>2</sup>

## Private Equity in CDMOs

CDMOs saw an 85% spike in M&A deal value for over \$28 billion across CRO and CDMO suppliers in 2023, with another \$10 billion of PE investments made in CDMOs.<sup>3</sup>

# Ohio Trends

CinRx Pharma added \$73 million in funding, bringing the total capital raised to \$176 million for its “hub-and-spoke” business model of building a portfolio of lean drug startups for cardiovascular, metabolic and gastrointestinal diseases.<sup>4</sup> Their blood pressure drug company, CinCor Pharma, went public in 2022 and was acquired by AstraZeneca in 2023 for \$1.76 billion.

Ohio’s competitive advantage is our people, as recognized by CBRE, a global commercial real estate firm whose recent report celebrated the workforce and talent pools in Cleveland and Cincinnati for med-tech, and Columbus for research and development.<sup>5</sup>

Amgen Ohio opened the company’s most advanced facility to date to deliver safe, reliable medicines for “every patient, every time”. The nearly 300,000 square foot facility will employ 400 full time staff with open workspaces and meets the highest environmental sustainability standards.<sup>6</sup>

# \$10.3B

INVESTED ACROSS  
382 DEALS

▲  
“Pitchbook | Venture Monitor” Pitchbook  
Data, Inc., 2024.

# \$177M

ACROSS 21 LIFE  
SCIENCE COMPANIES

# \$128M

IN THERAPEUTICS

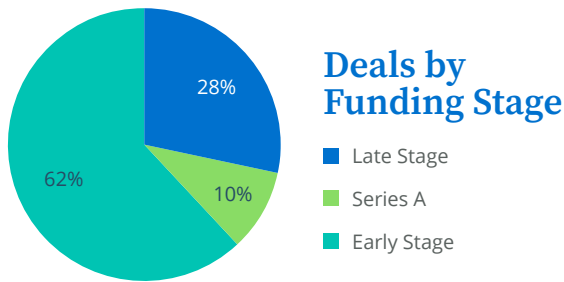
# \$38M

IN HEALTHCARE BUSINESS  
& SOFTWARE

# \$11M

IN DEVICES

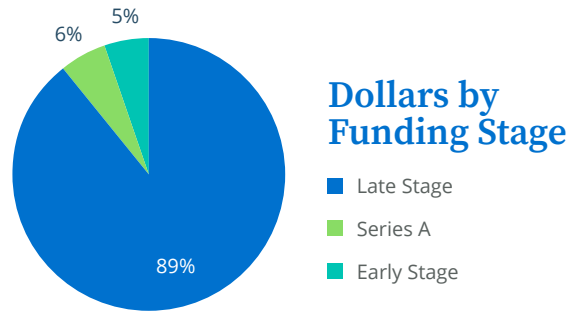
# Deal Dashboard, Q2



**Deals by Funding Stage**

- Late Stage
- Series A
- Early Stage

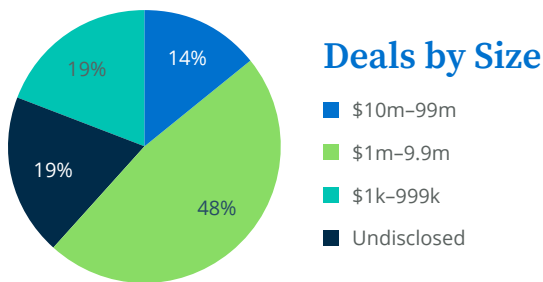
When it comes to dealcount, it is good to see 62% of deals at early stage. We need to support these companies—not all of them will make it to later stages.



**Dollars by Funding Stage**

- Late Stage
- Series A
- Early Stage

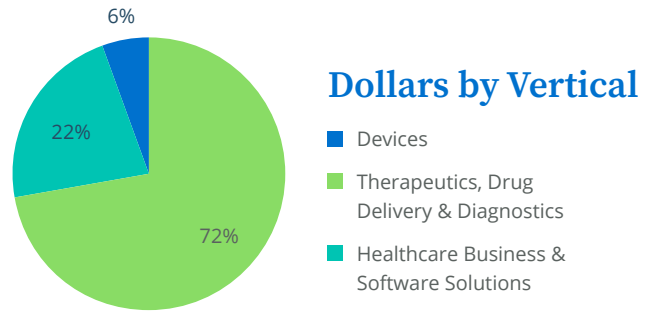
As expected, late stage companies consume the largest amount of capital at 89% of all venture funds raised.



**Deals by Size**

- \$10m-99m
- \$1m-9.9m
- \$1k-999k
- Undisclosed

48% of the deals were in the \$1m-9m range with 10. Another 3 companies raised over \$10m and 4 companies raised under \$1m.



**Dollars by Vertical**

- Devices
- Therapeutics, Drug Delivery & Diagnostics
- Healthcare Business & Software Solutions

Therapeutics & Diagnostics dominated the dollars in Q2 with 72%, and Healthcare Business & Software Solutions coming in at 22%.

## Funding Trends

The flow of venture capital investments has grown for two consecutive quarters now, but in larger rounds to fewer companies. Early stage companies are encouraged as funding for this group increased significantly in Q2 for both dollars invested and number of deals. IPOs are increasing with 20 Life Science companies completing deals in 1H24 compared to 25 for all of 2023, and the average deal size more than doubled.<sup>7</sup>

While many expect interest rate decreases starting in Q3, analysts are signaling cautious optimism in light of recent stock market turbulence while Goldman Sachs raised their odds of a U.S. recession from 15 to 25%. Ongoing geopolitical factors, inflation and the upcoming election will impact future capital allocation decisions and exit activities.

For venture funded startups, the good news is that VC funds are likely to deploy over \$300 billion of “Dry Powder” in the next 2-5 years. We expect continued downward pressure on valuations and more extensive due diligence, but LPs expect these funds to be deployed and put to work in the most promising innovative startups.

**\$300B**

**DRY POWDER IN 2-5 YEARS**

▲  
 “Pitchbook | Venture Monitor” Pitchbook Data, Inc., 2024.

# Ohio's Class of 2024, Q2

21 LIFE SCIENCE COMPANIES,  
**\$177M Raised**

## Late Stage Companies

COMPANY	AMOUNT RAISED	HQ LOCATION	DEAL TYPE
CinRx Pharma	\$73,000,000	Cincinnati	Series B
CinDome Pharma	\$40,000,000	Cincinnati	PE Growth
Beam Benefits	\$29,760,000	Columbus	Series F1
Alphyn Biologics	\$7,000,000	Cincinnati	Series B
Eyas Medical Imaging	\$4,880,000	Cincinnati	Series B+
Checkpoint Surgical	\$4,000,000	Independence	Series C+
<b>Total</b>	<b>\$158,640,000</b>		

## Series A Companies

COMPANY	AMOUNT RAISED	HQ LOCATION	DEAL TYPE
Orange Grove Bio	\$5,079,995	Cincinnati	Series A+
Prescribe FIT	\$4,800,000	Columbus	Series A
<b>Total</b>	<b>\$9,879,995</b>		

## Early Stage Companies

COMPANY	AMOUNT RAISED	HQ LOCATION	DEAL TYPE
Advancing Eco Agriculture	\$2,540,000	Middlefield	Equity Crowdfunding
Healthcare Navigation Solutions	\$1,702,883	Cleveland	Seed
TandemStride	\$1,500,000	Lima	Seed
Apricity Robotics	\$1,300,000	Dublin	Seed
Clarence Health	\$1,000,000	Columbus	Seed
DASI Simulations	\$450,000	Dublin	Seed
RenovoDerm	\$250,000	Dublin	Pre-Seed, Angel & Convertible Notes
Protokinetix	\$131,000	Marietta	Seed
Healthcare Owner Holdings	\$20,000	Columbus	Seed
CARDIO AI	UND	Dublin	Seed
Futureheal	UND	Cincinnati	Seed
Blomso	UND	Columbus	Accelerator, Incubator or Non-Equity Assistance
Orthomod	UND	Dayton	Accelerator, Incubator or Non-Equity Assistance
<b>Total</b>	<b>\$8,893,883</b>		

# OLS Company Highlights, Q2



INVESTORS NOT DISCLOSED

**\$73M** SERIES B FINANCING  
May 30, 2024

**\$176M** TOTAL FINANCING  
May 30, 2024

Biotechnology company intended to address substantial unmet medical needs across diverse disease indications.



INVESTORS



**\$40M** SERIES B FINANCING  
May 16, 2024

**\$59M** TOTAL FINANCING  
May 16, 2024

Provider of drugs for treating gastrointestinal diseases.



INVESTORS

MERCATO

**\$29.7M** SERIES F1 FINANCING  
May 15, 2024

**\$243M** TOTAL FINANCING  
May 15, 2024

A digital-first provider of dental, vision & life insurance that simplifies the process from quote to implementation.



PRIOR INVESTORS



**\$5M** SERIES A+ FINANCING  
April 24, 2024

**\$23.7M** TOTAL FINANCING  
April 24, 2024

A pre-clinical drug development & investment platform.





PRIOR INVESTORS



**\$4.88M** SERIES B1 FINANCING  
May 10, 2024

**\$25.5M** TOTAL FINANCING  
May 10, 2024

Provides precise, in-NICU imaging with a 3T magnet, enhancing diagnostics and treatment for infants.



PRIOR INVESTORS



**\$4M** SERIES C FINANCING  
June 13, 2024

**\$50M** TOTAL FINANCING  
June 13, 2024

Developer of surgical devices designed to locate, evaluate and protect nerves & muscles in surgical procedures.



INVESTORS



**\$7M** SERIES B FINANCING  
April 4, 2024

**\$18.1M** TOTAL FINANCING  
April 4, 2024

Alphyn Biologics is a life science company that develops proprietary drug therapy for treating skin diseases.



INVESTORS



**\$4.8M** SERIES A FINANCING  
June 7, 2024

**\$13.5M** TOTAL FINANCING  
June 7, 2024

Provider of remote patient monitoring (RPM) technology and lifestyle health coaching solutions.

INDIVIDUAL INVESTORS

Matt Scantland, Adolph Lombardi Jr, David Dickerson, Jim Grote, Keith Berend, MD, Mark Malinowski, Michael Kaufmann, Tom DiMarco, Tom Feeney, Mark Shary, Annie Upper, Brett Kaufman & Matt Scantland



**\$2.5M** EQUITY CROWDFUNDING  
April 1, 2024

**\$7.2M** TOTAL FINANCING  
April 1, 2024

Provider of biological farming products to reduce the need for pesticides and fertilizers that inhibit natural growing systems.

INVESTORS



**\$1.7M** SEED FINANCING  
April 23, 2024

**\$7.2M** TOTAL FINANCING  
April 23, 2024

Improves patient outcomes by empowering patient navigators through efficient patient navigation automation.

PRIOR INVESTORS



**\$1.3M** SEED FINANCING  
April 17, 2024

Developer of semi-autonomous robots to aid and assist both patients and healthcare staff.

INVESTORS



**\$1.5M** SEED FINANCING  
April 15, 2024

Tandem Stride is a platform connecting & enabling its peer support for those navigating life-altering injuries.

INVESTORS





# Company Highlights, Cont.



- Published in Journal of Thoracic & Cardiovascular Surgery with Northwestern Mutual Hospital, a Top 10 US cardiovascular program
- Awarded the ASME Edward Groot Interdisciplinary Team Science Medal at the SB3C Engineering Conference in April 2024



- Published QUEST Study results, randomized controlled pivotal study of 180 patients with chronic post amputation pain, meeting primary efficacy and safety endpoints. Results included 32% reduction in daily average pain scores, 56% decrease in opioid use, 39% improvement in quality of life
- Expanded commercialization team to support launch



- Announced FDA clearance for the new Viewpoint Catheter, a game-changer for reducing radiation exposure during crucial procedures
- Joined ORSIF (Organization for Occupational Radiation Safety in Interventional Fluoroscopy) to “raise awareness of technology options to improve safety in the work environment where fluoroscopic x-ray radiation is used in medical procedures.”



- Raised \$700k non-dilutive from Ohio Third Frontier



- Opened new lab in Xenia, Ohio & hired lab technician
- Interviewed on Midwest Momentum podcast with Heidi Coia, Director of Tissue Engineering & Product Development



- Several new patents awarded
- Launched two clinical studies



- 9 presentations at American Society of Gene & Cell Therapy<sup>8</sup>
- ILAP Designation in the UK (Innovation Passport)<sup>9</sup>

- Kathryn McDonough, Skip Kelly, “Biopharma and medtech venture investments rise in Q2” J.P. Morgan, July 2024.
- Chad Wessel, “The State of Emerging Biotech Companies: Investment, Deal, and Pipeline Trends” BIO, June 2024.
- Vicky Levy, “2024 Global Life Sciences Sector Outlook” Deloitte, May 2024.
- Gwendolyn Wu, “CinCor’s ‘hub-and-spoke’ parent nabs new funding to build its next biotechs” BioPharma Dive, May 2024.
- “U.S. Life Sciences Talent Trends 2024” CBRE, June 2024.
- “Agmen Opens State-of-the-Art Biomanufacturing Site in Central Ohio” Agmen, February 2024.
- Eli Silverman, “The Silver Lining: IPO Trends in Technology and Life Sciences in 2024” EisnerAmper, August 2024.
- “Forge Biologics Announces Nine Presentations at the American Society of Gene and Cell Therapy (ASGCT) 27th Annual Meeting” Forge Biologics, April 2024.
- “Forge Biologics’ Novel AAV Gene Therapy FBX-101 for Patients with Krabbe Disease is Granted UK’s Innovation Passport Designation” Forge Biologics, March 2024.

Information in this report was compiled primarily from publicly available information, reports, press releases and/or company representatives.

Please email any additions or corrections to [data@SmartMoneyVentures.com](mailto:data@SmartMoneyVentures.com).

## EDITOR

SmartMoneyVentures, LLC

## DESIGN

SPOKE.




The mission of Ohio Life Sciences is to align the life sciences ecosystem in the State of Ohio, building collaborative partnerships and advocating for policies and funding that will help to accelerate life science priorities and drive sustainable economic growth.



Ohio Life Sciences

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 OHIO LIFE SCIENCES

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