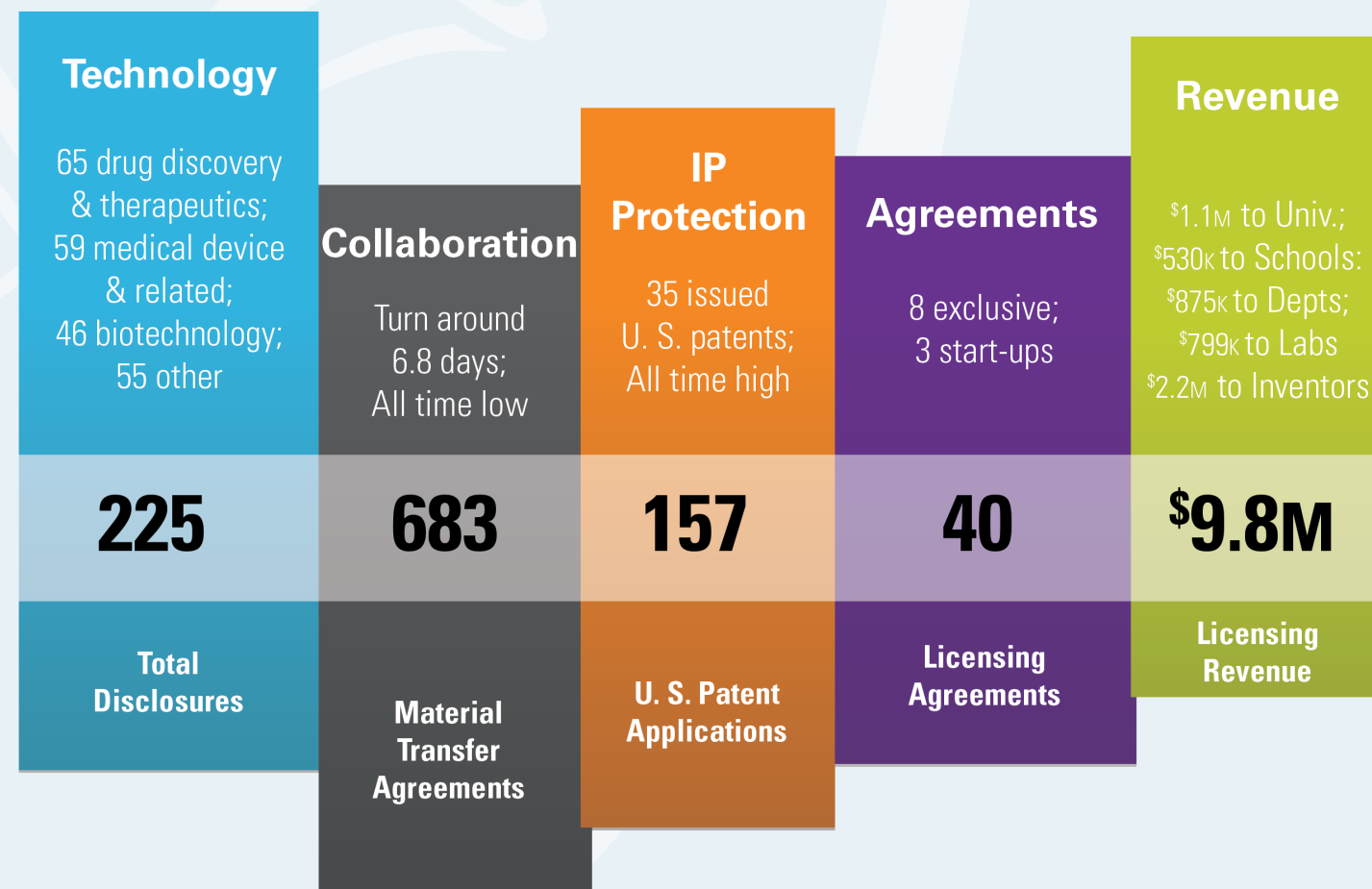


By The Numbers

OTT Fiscal Year 2014



Director's Office

Todd Sherer, PhD
Associate VP for Research,
Executive Director

Linda Kesselring, MBA
Operations Director

Licensing

J. Cale Lennon, III, PhD, MBA
Director, Licensing

Cliff Michaels, PhD
Senior Licensing Associate

Philip Semprevio, II, JD
Senior Licensing Associate

Emory Patent Group

Randi Isaacs, JD
Patent Counsel

Administration & Finance

Lauran Fechte
Senior Financial Analyst

Laura Fahey Fritts, JD
Director, License &
Patent Strategy

Connie Newsome
Senior Program Associate,
Executive Assistant

Panya Taysavang, MBA
Senior Licensing Associate

Lisa Matragrano, PhD
Licensing Associate

Jim Mason, MS, JD
Patent Counsel

Maritta Allison
Senior Accountant

Kevin Lei, MS, MBA
Director, Faculty &
Start-up Services

Quentin Thomas
Marketing Associate

Carol Lowenhaupt
Compliance Associate

Contract Specialist

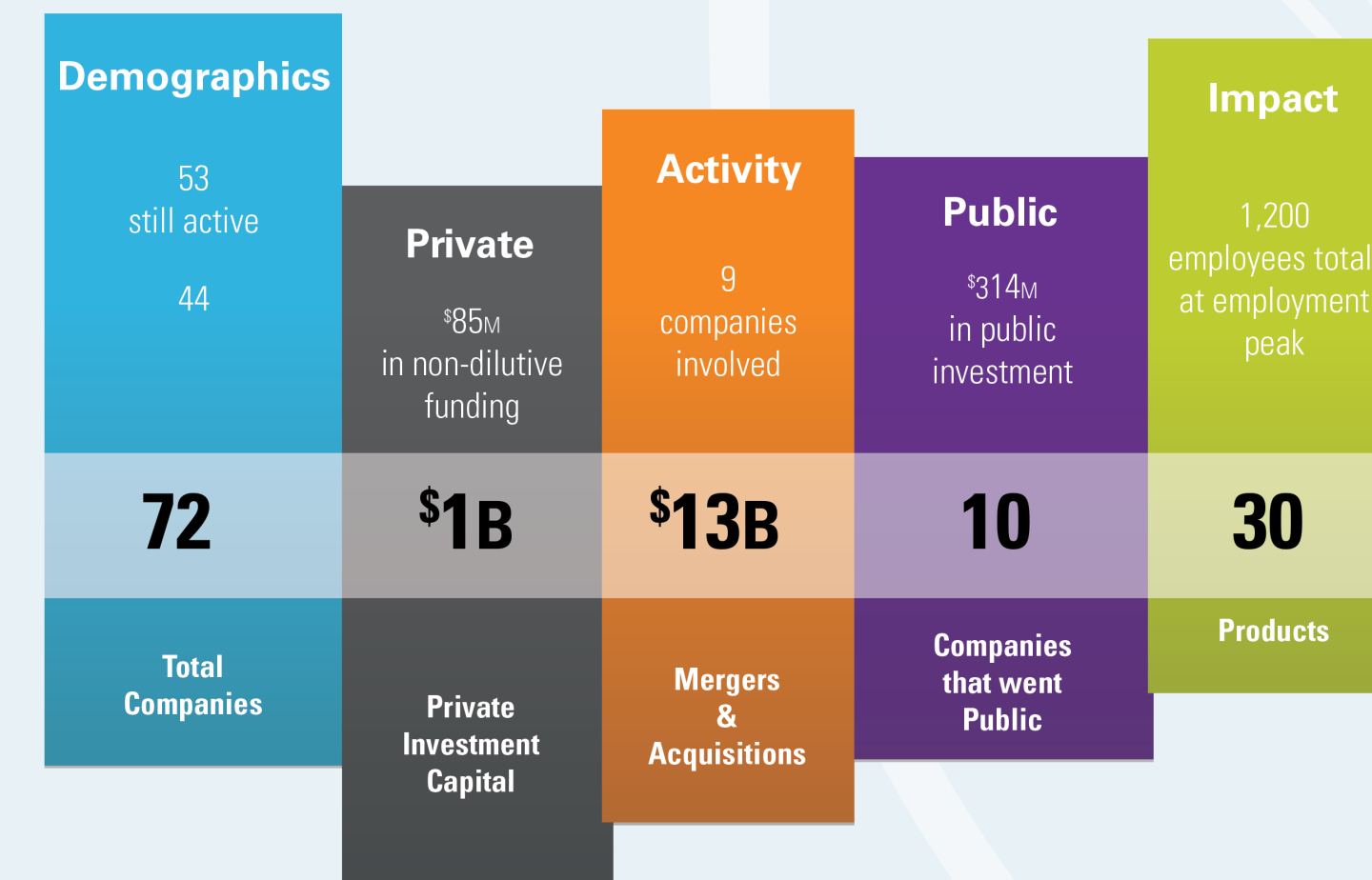
Winsome Dunn, MBA
Patent Manager

Annual Report 2014



Technology Transfer

Start-up Snapshot



Start-up Highlights - 30 Years of Supporting Innovation



Todd Sherer, PhD
Assoc. VP for Research,
Executive Director

Start-ups a Success

Results from the first comprehensive survey of Emory University's 72 start-up companies are in. This survey was several years in the making and is the most complete report to date on Emory's start-ups and their economic and societal impact.

We are pleased to report that these start-ups have been very successful, from attracting funding and going public, to getting products to market, and creating jobs in Atlanta and elsewhere.

Emory OTT spins out an average of three to six companies per year and approximately 80 percent of the total 72 companies were created since 2000.

Emory's 1st start-up, in 1985, was with CytRx which is focused on oncology and still in business.

Virtually Better, Inc.

is an Emory/GA Tech start-up, founded in 1998, that develops virtual reality treatments for anxiety disorders such as public speaking, fear of flying, fear of heights, and post-traumatic stress disorder (PTSD). The virtually reality treatment consists of simulated environments where patients are exposed to a virtual environment containing the feared situation rather than taking the patient into the actual environment or having the patient imagine the stimulus. The Emory inventor is Barbara Rothbaum, PhD, psychiatry.



Velocity Medical Solutions

was an Emory start-up, founded in 2007, that developed an advanced multi-modality imaging platform built for radiation treatment planning. VelocityAI™ is a suite of oncology-focused products combining multi-modality image management and advanced visualization to facilitate oncology or other clinical specialty workflow. It received FDA 510K approval in 2008. The company received funding from the Georgia Research Alliance (GRA) and was acquired by Varian Medical Systems in 2014. The Emory inventors are Tim Fox, MD & Ian Crocker, MD, radiation oncology.



QUE Oncology

is a start-up formed in 2013 through a collaboration between Emory University and, UniQuest, the University of Queensland's research commercialization company. The company's focus is on drug discovery through developing novel drug candidates to treat cancer and the side-effects of cancer treatment. The lead project is a technology licensed from Emory, for hot flashes that result in women with breast cancer receiving anti-estrogen treatments, and is currently in Phase I clinical trials. The company has received funding from the Georgia Research Alliance (GRA). The Emory inventor is Dennis Liotta, PhD, chemistry.



Cambium Medical Technologies

was founded, in 2014, with a proprietary method to manufacture a standardized allogeneic platelet lysate. The company is developing novel blood-derived therapeutics that augment the body's natural regenerative capacity. Cambium's lead product is a topical solution for ophthalmologic indications associated with corneal disease, in particular Keratoconjunctivitis sicca (KCS) or dry eye syndrome. The company's preclinical FDA mandated *in vivo* animal testing has been funded by its Pacific Rim partner, Gwoweit Technology, and the Georgia Research Alliance (GRA). The Emory inventors are Ian Copland, PhD, radiation oncology; Jacques Galipeau, MD, and Edmund Waller, MD, PhD, hematology oncology; and John Roback, MD, PhD, pathology.



Triangle Pharmaceuticals

licensed FTC (emtricitabine) from Emory in 1996 and was purchased by Gilead Sciences in 2002 for \$464 million. Gilead currently has six drugs on the market which contain FTC, five of which are combo therapies. In 2006 the FDA approved Atripla®, a combo therapy, as the first once-a-day, single tablet regimen for HIV. In 2012 the FDA approved the use of Truvada®, a combo therapy, by uninfected people at high risk for the AIDS virus as a prophylactic, becoming the first HIV drug to be approved for preventative use. The Emory inventors are Dennis Liotta, PhD, chemistry & Raymond Schinazi, PhD, pediatrics.



Neuronetics

is an Emory start-up, founded in 2001, which developed the NeuroStar® system for the treatment of depression. It is the only company to have an FDA approved, non-invasive treatment for depression in patients who have not benefited from prior antidepressant treatment. FDA approval was received in 2008. The NeuroStar® system uses transcranial magnetic stimulation (TMS) therapy, a non-invasive form of neuro-modulation. The company has received venture capital funding of more than \$128M. The Emory inventor is Charles Epstein, MD, neurology.



Clearside Biomedical

is an Emory/GA Tech start-up, founded in 2012, focused on the improved delivery of ophthalmic therapeutics into distinct compartments of the eye via tissue targeted micro-injections. The company has received funding from the Georgia Research Alliance (GRA) as well as over \$28M in venture capital funding. Their lead product is in Phase III clinical trials. The Emory inventor is Henry Edelhauser, PhD, ophthalmology.



Centripital, Inc.

is a not-for-profit corporation, formed in 2013, whose mission is to train hospital professionals to work together in high-functioning and patient-centered teams. Centripital's care model, ACU-SBIR™, has been associated with decreased hospital mortality and length of stay, and increased patient satisfaction. The company licenses out its training materials and know-how to healthcare systems and third parties who provide teamwork training and support to hospitals, physicians, nurses, and trainees. The Emory inventor is Jason Stein, MD, hospital medicine.



Emory's most recent start-up is SynP4 which is focused on traumatic brain injury.

Universities are under increasing political pressure to assert, measure, and improve their impact on national well-being, with attention primarily on economic growth, job creation, and competitiveness. Policymakers also want universities to be more responsive to market forces, more entrepreneurial, and more attuned to the needs of industry.

From discovering natural anti-tumor compounds, to developing new drugs to treat hepatitis C, tuberculosis, or Parkinson's disease, to creating safe and effective HIV vaccines, to inventing devices to improve heart surgery, Emory start-ups demonstrate daily the impact of academic research on our lives.

There is often the perception that conflict of interest rules for academics are so restrictive that faculty inventions and university start-ups can no longer be successful. A key take-away from this report is that that's just not true.

As more emphasis is placed on return on research investment, university start-ups continue to be an efficient, effective way to get promising innovations out there for the world to benefit.

We hope you join us in celebrating our start-up success and enjoy reading about our future promise.