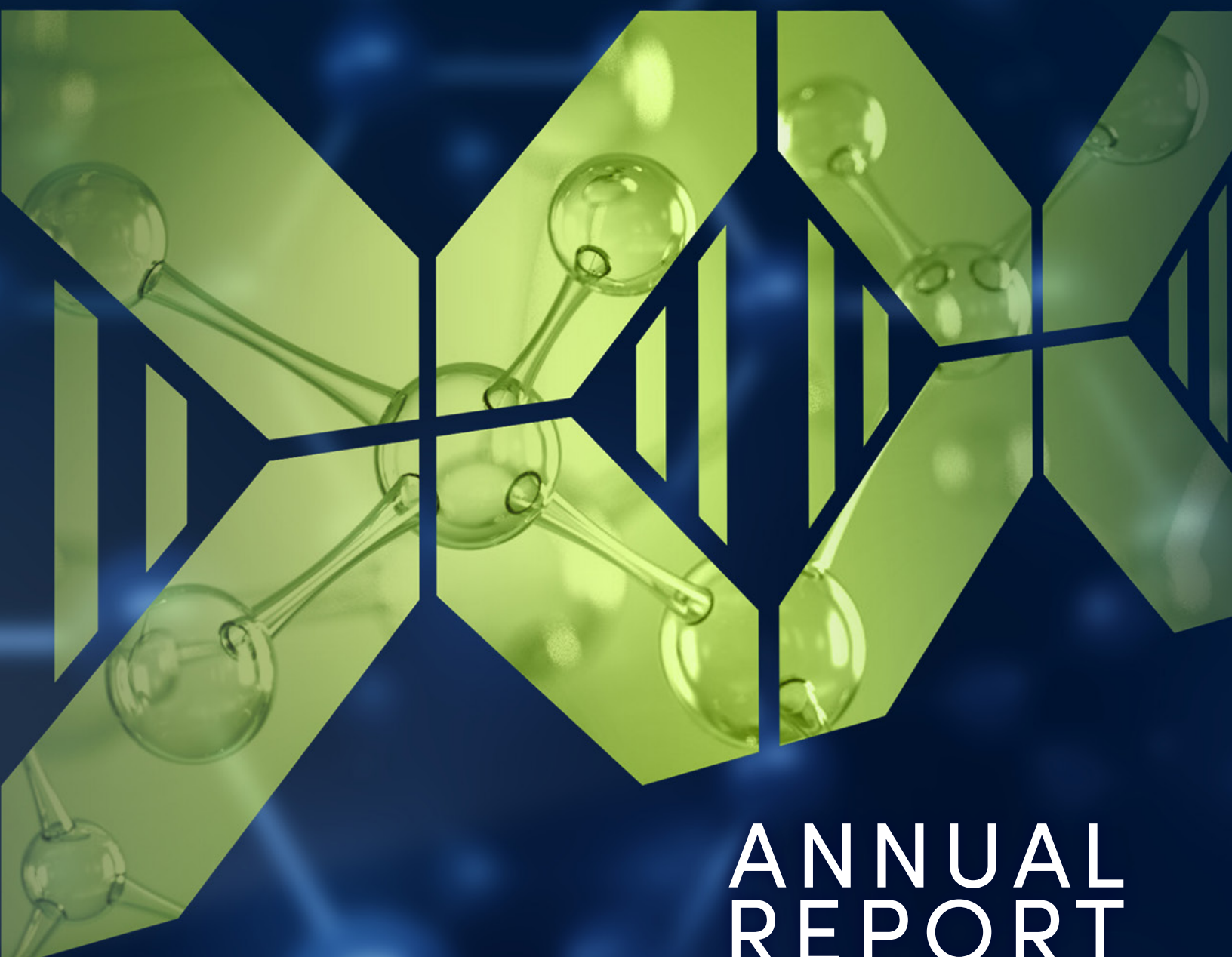




2022



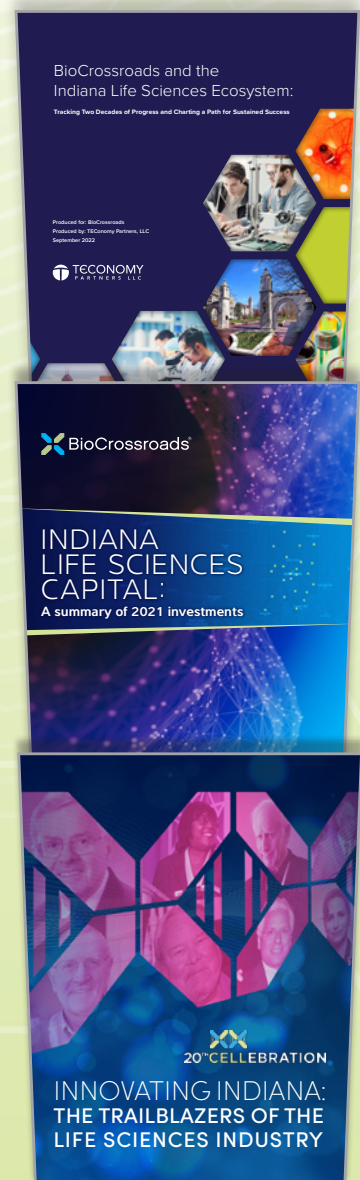
ANNUAL
REPORT

MASSIVE MARKET KNOWLEDGE

BioCrossroads undertook an ambitious year of coordinating and releasing capital and economic impact reports; profiles of innovators and change makers; and tracking the organization's two decades of work – publishing ten reports in all.

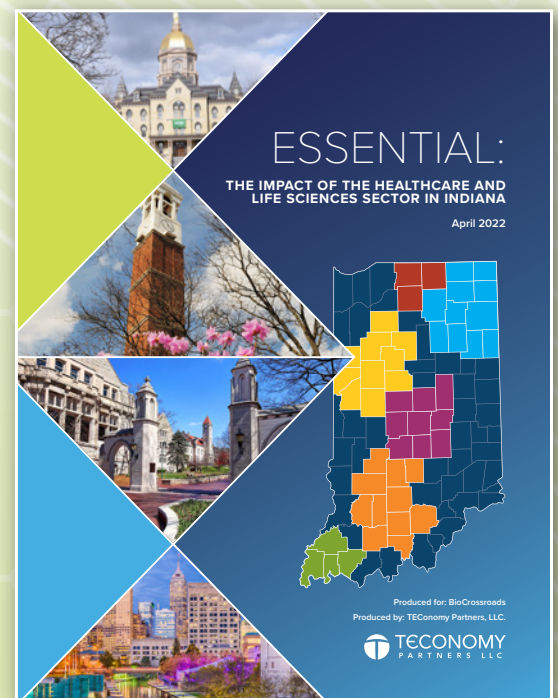
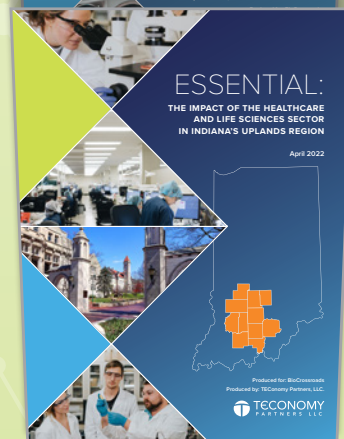
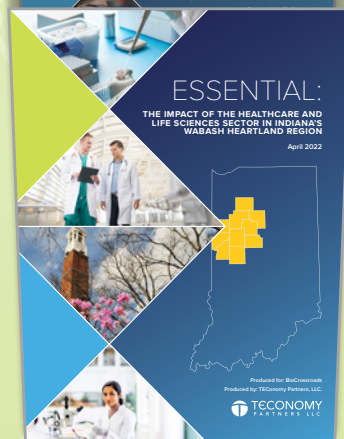
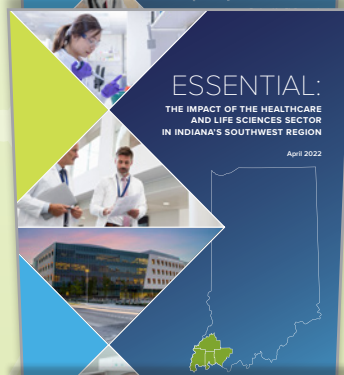
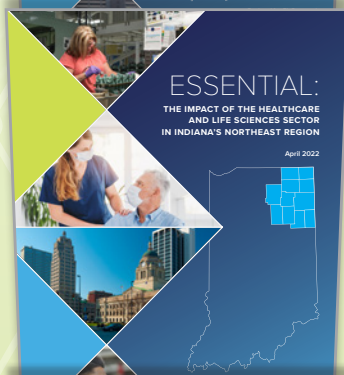
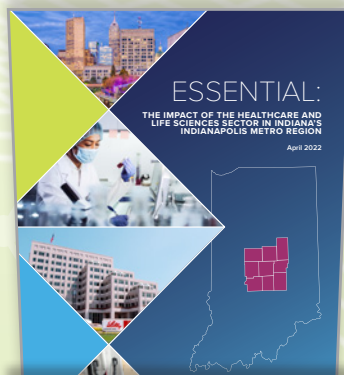
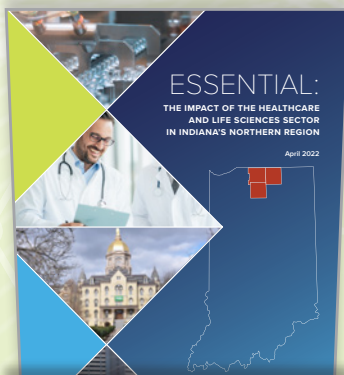
A focus on the economic impact of the life sciences in six regions of Indiana, including Northern (South Bend–Elkhart), Northeast, Central, Wabash Heartland (Lafayette–West Lafayette), Upland (Bloomington), and Southwest, showed that the healthcare and life sciences ecosystem is larger than traditional research and development, underscoring the importance of continued investment in the sector according to TEconomy Partners. In addition, a study of the entire state, ***ESSENTIAL: The impact of healthcare and life sciences sector in Indiana***, examined the influence of decades of investments as well as how the sector benefits Indiana's other industries such as manufacturing, technology and retail. Importantly, Indiana's healthcare and life sciences sector has a \$150 billion annual economic impact; directly employs one in every ten jobs in the state (more than 383,000 people); and has a substantial presence in the corporate and university sectors.

Celebrating its 20th year, BioCrossroads decided to reflect on its accomplishments as well as the progress of Indiana's life sciences sector. ***BioCrossroads and the Indiana Life Sciences Ecosystem: Tracking Two Decades of Progress and Charting a Path for Sustained Success*** highlighted statistics that include the life sciences sector's outperformance of other sectors of Indiana's economy since 2001 and outsized portion of total new jobs in the state for those years. The report points out that "over the course of the next decade, it is expected that the life sciences will remain a key strategic driver of economic development in Indiana."





2022 was a year for celebration for BioCrossroads, not only because the life sciences sector continued strong growth and success, but because it was the organization's 20th anniversary which marked a time to not only reflect on past accomplishments and achievements, but to also look forward to the future of the industry and the next generation of talent.



TOUTING TALENT



23
PAIR
AWARD

and properly convey her
ideas to others.
a tremendous me
students.



People are one of the most critical components of Indiana's life sciences industry. To honor the next generation of life sciences leaders, BioCrossroads developed the **23 PAIR (Promising Achievers in Innovation and Research)** recognition program.

With positions ranging from scientific research to laboratory techs and marketing, working at start-ups, major corporations and academic

institutions, the first "class" of award winners have exhibited significant industry or academic impact and success and are in the early stages of their careers.

BioCrossroads will maintain engagement with the winners and their nominators through various activities including events and "life sciences ambassadorship" coaching.

2022

Nora Doherty



AUGUST M. WATANABE
LIFE SCIENCES
CHAMPION
OF THE YEAR

Innovators in Indiana – Trailblazers of the Life Sciences Industry profiled and celebrated Watanabe Life Sciences Champions of the Year. These 14 innovators have changed the world for the better through discovery, invention, therapies, new companies, jobs and more. Former Executive Vice President of Strategy and Managing Director of the Indiana Seed Funds, Nora Doherty was presented with the prestigious Watanabe award for 2022 for her meaningful and impressive contributions to Indiana's life sciences industry.



In August, BioCrossroads, in partnership with Ascend Indiana, convened leaders from pharmaceutical manufacturers, representatives of postsecondary education institutions, and state officials to determine the most effective steps for developing a robust talent pipeline capable of supporting Indiana's continued growth in this sector.

The Biopharma Manufacturing Talent Summit was designed to:

- ▶ explore the talent needs of pharmaceutical manufacturing,
- ▶ identify barriers to recruiting and retaining talent,
- ▶ discuss practical, actionable strategies to support talent pipelines at all levels.

Looking forward, there is an opportunity for collaborative, industry-wide initiatives to take action across the strategies elevated at the Talent Summit and others that will continue to be developed by industry stakeholders. BioCrossroads and Ascend will be strategizing specific actions for 2023.

COUNTING THE CAPITAL

For the third straight year, venture capital investments in Indiana had a record-breaking year. In 2022, 37 companies raised more than \$620 million, an increase of \$200 million over 2021 with seven companies garnering more than \$40 million in investments.

The annual capital report, Indiana Life Sciences Capital 2022, provided details on the funding events from a variety of sources in 2021 including Small Business Innovation Research (SBIR) and Small Business Technology Transfer (STTR) awards, venture capital, initial public offerings and related public offerings, and mergers and acquisitions.

Indiana Seed Fund III fully invested its final funds with a secondary investment in MBX Biosciences.

37 ^{companies raised} >\$620M

\$200M ^{increase over 2021}



ENGAGING THROUGH EVENTS

With more than 100 events developed and hosted over the last two decades, BioCrossroads took advantage of the celebratory year to put a spin on their annual Indiana Life Sciences Summit and created a CELLebration event which highlighted the impact and importance of Indiana's life sciences industry on the people who benefit from their innovations. Cook Medical and the United Way discussed the unique partnership that they've built with their manufacturing facility on Indianapolis' east side and the training and wrap-around services that they're providing to this underserved community. A Roche Diagnostics' manager discussed his cancer diagnosis and the impact that working on the product that detected it had on his life. And, SonarMed showed how babies' lives can be saved through the use of their product, which was invented at Purdue University more than 15 years ago.



FrameWORX

To deliver relevant and unique content to online and in-person audiences, BioCrossroads developed five FrameWORX sessions:

- ▶ Social Determinants of Health: How can we make collective impact in Indiana?
- ▶ Indianapolis Motor Speedway & Indiana Life Sciences: A legacy of innovation
- ▶ Careers IN Life Sciences
- ▶ Impact of Healthcare and Life Sciences in the Upland Region
- ▶ Cancer Diagnostics

DIVING INTO THE DATA

IMPACT IN

3RD

highest
in U.S.

\$13B

life sciences
exports

\$77B

economic
output

#1

pharmaceutical
exports

WORK IN

2,714

companies

~63.3K

jobs

\$108.8K

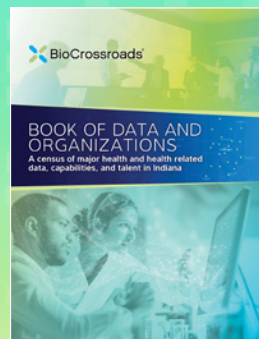
average
wage

\$6.9B

total
wages

analytiXIN

The AnalytiXIN Health Data Asset, which is managed by BioCrossroads, made substantial progress in 2022 to provide de-identified, linked, clinical-genomic data to industry and academic researchers. Through increased collaboration among Eli Lilly and Company, IU Health, IU School of Medicine, Indiana Health Information Exchange, the Broad Institute (a collaboration between MIT and Harvard), and BioCrossroads, the progress in 2022 will allow for a functional platform with new clinical-genomic data to be made available to Indiana researchers in 2023.



In addition, the sixth edition of BioCrossroads' *Book of Data and Organizations (BODAO)* – a directory of Indiana enterprises in the health-data intersection now includes snapshots of more than 50

organizations and initiatives. BioCrossroads partnered with graduate students from the Indiana University Data Science in Practice class to develop a digital version of BODAO. This version was “soft launched” at <http://indianabookofdata.com/>, and will be formally rolled out in the first quarter of 2023.

BOARD OF DIRECTORS

BioCrossroads Board of Directors members represent the state's industry, academic, philanthropic, and government sectors. The senior leaders on the Board are essential to BioCrossroads' success, and they are united in their commitment to find even more ways to collaborate, sustain investments and build upon the existing energy and assets of Indiana.

Dan Peterson is the Board Chair.

Dr. D. Craig Brater

Retired Dean

Indiana University School of Medicine

Adrienne Brown

Vice President, US Diabetes and

Connected Care

Eli Lilly and Company

Dr. Richard DiMarchi

Chief Scientific Officer

MBX Biosciences

Claire Fiddian-Green

President and CEO

Richard M. Fairbanks Foundation, Inc.

Dr. Ruth Gimeno

Vice President, Diabetes Research

and Clinical Investigation

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Dean

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Indianapolis Site Lead

Covance Clinical Trials Testing Solutions

William Stephan

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IU Health

Bryony Winn

President

Anthem Health Solutions

Dr. Ramarao (Ram) Yeleli

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Officer Chief Physician Executive

Community Health Network



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*Data used in graphics are the most recent available and were compiled by the Indiana Business Research Center at the Indiana University Kelley School of Business and BioCrossroads.

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