

## Clinical Research and Venture Capital

### Life sciences firms see some fundraising success but need massive sums

At Apexian Pharmaceuticals, a young biotech firm that has been working for 10 years on new drugs to treat cancer, the script seems nearly perfect.

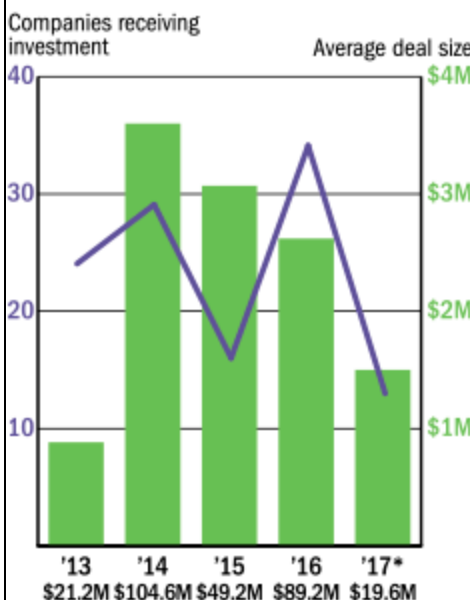
The Indianapolis company won approval last year from the Food and Drug Administration to test its first drug in patients with solid tumors. Oncologists at three sites in Indiana, Michigan and Texas are ready to begin clinical trials this year. Apexian has ordered 15,000 doses of the drug and has them ready for shipping, 30 coated tablets to a bottle.

But CEO Steve Carchedi has a problem. He needs money—a lot more money.

Apexian has raised about \$5.5 million so far, but has spent much of it to get the drug to this point. It needs roughly another \$5 million to pay for early-stage trials, an 18-month process to test the drug for safety. After that, the company will need another \$25 million or so more to get it through middle- and late-stage trials to show the drug actually works, which could take another five or six years.

### Shrinking venture funds

The average amount of venture funding won by Indiana life sciences firms has been declining since 2014. BioCrossroads says a single large deal can skew results, and that the number of companies receiving investment "is just as important as the actual funding amount."



\*to date

Source: BioCrossroads, based on public filings and press releases

Last year, the average amount of venture capital raised by an Indiana life sciences company was \$2.6 million, according to BioCrossroads, an Indianapolis group that promotes and invests in the life sciences sector. In all, 29 companies landed a total of \$89.3 million in venture capital.

### Landing the money

While many Indiana-related life sciences companies struggle to raise funds, some have raised large sums of venture capital. Here's a look at companies that have raised at least \$5 million since January 2016.

	VC raised	Headquarters	Technology
<b>Chondrial Therapeutics</b>	\$22.5M	Bala Cynwyd, Pa. (using technology invented at IU School of Medicine)	treatment of rare mitochondrial diseases
<b>LifeOmic</b>	\$20 million	Indianapolis	cloud-based solutions for long-term storage, analysis and clinical use of genomic information
<b>NICO Corp.</b>	\$15.1 million	Indianapolis	low-invasive technology for brain surgery
<b>On-Target Labs</b>	\$5 million	West Lafayette	cancer imaging technology
<b>WishBone Medical</b>	\$5 million	Warsaw	pediatric orthopedic implants and instruments

Sources: BioCrossroads, company filings, press releases

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