

ANNUAL REPORT DATA

I. DISCLOSURE ACTIVITY	FY11	FY12	FY13	FY14	FY15
Intellectual Property Disclosures Reported					
Germplasm Not Patented	0	9	2	13	11
AFA Varieties/Patented	4	0	3	9	7
Bio-Life & Ag	53	35	35	39	36
Chemistry-Chem. Engineering	24	29	28	25	42
Consumer Products	2	0	0	0	0
Physical Sciences-Eng.	23	29	30	27	34
Total Disclosures Received	106	102	98	113	130
Total Disclosures in Portfolio	516	537	518	532	536
Disclosures Received by Source of Funding					
Federal	60	58	40	53	82
State	11	2	6	3	6
Industry	18	15	11	13	6
Commodity	21	12	5	29	26
Foundation	10	8	6	5	5
No External Funding	19	22	40	38	33
II. PATENT ACTIVITY	FY11	FY12	FY13	FY14	FY15
Patent Prosecution					
U.S Provisional Patent Application Filings	42	29	20	28	34
U.S. Non-Provisional Patent Application Filings (1)					
Plant Germplasm	0	0	0	0	0
Bio-Life Sciences & Ag.	13	16	14	14	11
Chemistry-Chem. Engineering	20	20	14	12	13
Consumer Products	0	0	0	0	0
Physical Sciences-Eng.	14	20	11	13	13
Total US Non-Provisional Patent Applications Filed	47	56	39	39	37
Total US Patent Applications Filed	89	85	59	67	71
Patent Applications - First Filings (2)					
Provisional	42	29	20	28	33
Utility	32	39	28	8	31
PCT	1	0	0	1	3
Total First Filings	75	68	48	37	67
Patent Applications - Secondary Filings					
Provisional	0	0	0	0	0
Non-Provisional US (excluding PCTs)	10	18	11	23	3
PCT	11	10	6	9	2
Total Secondary Filings	21	28	17	32	5
U.S. Patents Issued					
Plant Germplasm	0	0	0	0	0
Bio-Life Sciences & Ag.	11	6	7	12	8
Chemistry-Chem. Engineering	7	2	9	4	11
Consumer Products	0	0	0	0	0
Physical Sciences-Eng.	7	8	8	17	12
Total US Patents Issued	25	16	24	33	31
US Patent Application Portfolio	134	145	149	123	100
Total U.S. Patent Portfolio	407	389	347	322	296
Total U.S. Patent Portfolio Ever Licensed/Optioned	n/a	n/a	185	161	139

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III. LICENSING ACTIVITY (3)	FY11	FY12	FY13	FY14	FY15
Startups	2	0	2	3	4
License Agreements					
Plant Germplasm/Not Patented	21	30	51	32	63
AFA Soybean Varieties/Patented Technology	14	2	10	3	15
Technology	12	9	16	9	18
Option Agreements	2	9	2	15	12
Total Commercial Agreements	49	50	79	59	108
Total Commercial Agreements to IA Companies	19	19	38	19	61
Other Agreements related to Licensing Activities:					
Germplasm MTA's	0	17	26	18	14
Technology MTA's	0	29	21	18	41
Total Material Transfer Agreements	42	46	47	36	55
CDA's	29	31	24	28	27
Plant germplasm R & D Agts	17	11	15	12	7
Administrative Agreements (4)	7	3	4	1	1
Miscellaneous Agreements (5)	17	10	14	15	24
Technologies Licensed/Optioned First Time					
Germplasm Not Patented	0	8	1	7	9
AFA Varieties/Patented	0	0	1	7	3
Bio-Life Sciences & Ag.	1	7	4	11	9
Chemistry-Chem. Engineering	3	11	2	4	0
Consumer Products	0	0	0	0	0
Physical Sciences-Eng.	2	7	4	1	12
Total Technologies	6	33	12	30	33
Technology Agreements with Income: (6)					
Over \$1M / FY	1	1	1	1	1
\$100K - \$1M / FY	7	6	6	7	6
\$10K - \$100K / FY	42	30	33	34	26
< \$10K / FY	59	69	62	55	52
Total Technology Agreements with Income	109	106	102	97	85
Total Agreements with Income (Technology & Germplasm) (6)					
Over \$1M / FY	1	1	1	1	1
\$100K - \$1M / FY	7	6	6	7	6
\$10K - \$100K / FY	49	34	41	40	33
< \$10K / FY	141	147	125	128	117
Total Agreements with Income	198	188	173	176	157
Portfolio of Active Licenses					
Plant Germplasm/Not Patented	156	150	198	133	168
AFA Soybean Varieties/Patented Technology	57	31	40	23	35
Technology	156	147	141	102	110
Option Agreements	6	12	10	20	26
Total Active License and Option Portfolio	375	340	389	278	339
IV. AWARDS AND SALES	FY11	FY12	FY13	FY14	FY15
ISU Specialty Soybean Germplasm					
Bushels Planted & Royalty, Iowa Companies					
Bushels Planted	17,980	10,440	9,900	8,640	5,609
Royalty	\$ 61,784	\$ 34,508	\$ 52,167	\$ 29,909	\$ 23,801
Calendar Year Sales of ISU Technologies (3)	CY10	CY11	CY12	CY13	CY14
IA Companies	\$ 85,577,000	\$ 101,073,000	\$ 45,396,000	\$ 21,004,000	\$ 8,094,000
Non-IA Companies	\$ 541,073,000	\$ 585,408,000	\$ 601,751,000	\$ 440,801,000	\$ 228,884,000
Total	\$ 626,650,000	\$ 686,481,000	\$ 647,146,000	\$ 461,805,000	\$ 236,978,000
% IA to total	14%	15%	7%	5%	3%

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V. INCOME AND EXPENSES	FY11	FY12	FY13	FY14	FY15
Income Related to Licensing Activity (7)					
Germplasm Income					
Plant Germplasm/Not Patented	\$ 243,000	\$ 165,000	\$ 153,000	\$ 134,000	\$ 249,000
AFA Soybean Varieties Patented	\$ 45,000	\$ 29,000	\$ 77,000	\$ 41,000	\$ 23,000
Total Germplasm Income	\$ 288,000	\$ 194,000	\$ 230,000	\$ 175,000	\$ 272,000
Flexible Solutions B&C Income	n/a	n/a	n/a	n/a	\$ 276,000
Technology Income					
Technology Licenses	\$ 11,234,000	\$ 9,849,000	\$ 9,102,000	\$ 4,461,000	\$ 2,625,000
Jointly Owned Technology Licenses	\$ 169,000	\$ 64,000	\$ 188,000	\$ 394,000	\$ 357,000
Option Agreements	\$ 150,000	\$ 31,000	\$ 61,000	\$ 59,000	\$ 64,000
Total Technology Income	\$ 11,553,000	\$ 9,944,000	\$ 9,351,000	\$ 4,915,000	\$ 3,047,000
Total for All Licensing Activity	\$ 11,841,000	\$ 10,138,000	\$ 9,581,000	\$ 5,090,000	\$ 3,595,000
Technology Income & Expenses					
Income from Licensing Activity					
Royalty Income	\$ 11,308,000	\$ 9,902,000	\$ 9,102,000	\$ 4,584,000	\$ 3,217,000
Expense Reimbursement	\$ 534,000	\$ 236,000	\$ 479,000	\$ 507,000	\$ 378,000
Research Income	\$ -	\$ -	\$ -	\$ -	\$ -
Total for All Licensing Activity	\$ 11,842,000	\$ 10,138,000	\$ 9,581,000	\$ 5,090,000	\$ 3,595,000
Expenses from Invention & Licensing Activity					
Patent Prosecution & Maintenance Expense	\$ 1,118,000	\$ 1,028,000	\$ 1,002,000	\$ 1,121,000	\$ 1,012,000
Licensing	\$ 5,000	\$ 18,000	\$ 24,000	\$ 3,000	\$ 17,000
Infringement/Litigation	\$ 78,000	\$ 99,000	\$ 11,000	\$ 72,000	\$ 26,000
General Legal	\$ 5,000	\$ 34,000	\$ 17,000	\$ 6,000	\$ 14,000
Royalty Sharing to ISU Parties	\$ 4,180,000	\$ 5,190,000	\$ 4,376,000	\$ 2,870,000	\$ 1,770,000
Royalty Sharing to Others	\$ 2,888,000	\$ 308,000	\$ 1,646,000	\$ 395,000	\$ 35,000
Research Support - ISU	\$ -	\$ -	\$ -	\$ -	\$ -
Total Expenses from Invention & Licensing Activity	\$ 8,274,000	\$ 6,677,000	\$ 7,076,000	\$ 4,467,000	\$ 2,874,000
Net Income	\$ 3,568,000	\$ 3,461,000	\$ 2,505,000	\$ 623,000	\$ 721,000
% of Patent Prosecution & License Expense Reimbursed	48%	23%	48%	45%	37%
Royalty Sharing with Academic Units (8)					
Agriculture/Exp. Station	\$ 462,670	\$ 465,539	\$ 437,611	\$ 632,360	\$ 619,956
Engineering	\$ 22,462	\$ 24,704	\$ 50,098	\$ 3,805	\$ 11,216
Veterinary Medicine	\$ 38,000	\$ 49,075	\$ 62,609	\$ 155,714	\$ 101,223
Liberal Arts & Sciences	\$ 17,195	\$ 13,266	\$ 26,287	\$ 4,877	\$ 15,303
IPRT	\$ 3,207	\$ 9,259	\$ 2,771	\$ 1,159	\$ 8,950
Ames Lab	\$ 1,103,662	\$ 1,813,266	\$ 1,707,483	\$ 979,281	\$ 46,645
Provost and Extension	\$ 7,060	\$ 2,416	\$ 1,472	\$ -	\$ -
All Units Total	\$ 1,654,256	\$ 2,377,525	\$ 2,288,331	\$ 1,777,196	\$ 803,293
Income Statement					
Operating Revenues	\$ 11,852,000	\$ 10,149,000	\$ 9,588,000	\$ 5,319,000	\$ 3,595,000
*Investment Income (realized and unrealized)	\$ 4,174,000	\$ (190,000)	\$ 2,781,000	\$ 4,515,000	\$ 786,000
Total Income	\$ 16,026,000	\$ 9,959,000	\$ 12,369,000	\$ 9,834,000	\$ 4,381,000
Operating Expense	\$ 8,906,000	\$ 7,453,000	\$ 8,683,000	\$ 6,271,000	\$ 4,795,000
Grant Expense	\$ 970,000	\$ 1,134,000	\$ -	\$ -	\$ -
Total Expense	\$ 9,876,000	\$ 8,587,000	\$ 8,683,000	\$ 6,271,000	\$ 4,795,000
Increase or (Decrease) in Net Assets	\$ 6,150,000	\$ 1,372,000	\$ 3,686,000	\$ 3,563,000	\$ (414,000)
Balance Sheet					
Investments: Marketable Securities	\$ 27,151,000	\$ 28,979,000	\$ 28,686,000	\$ 32,995,000	\$ 32,687,000
Other Assets	\$ 8,572,000	\$ 7,079,000	\$ 10,513,000	\$ 6,501,000	\$ 3,561,000
Total Assets	\$ 35,723,000	\$ 36,058,000	\$ 39,199,000	\$ 39,496,000	\$ 36,248,000
Total Liabilities	\$ 9,803,000	\$ 8,767,000	\$ 8,222,000	\$ 4,955,000	\$ 2,122,000
Net Assets	\$ 25,920,000	\$ 27,291,000	\$ 30,977,000	\$ 34,541,000	\$ 34,126,000
Total Liabilities and Net Assets	\$ 35,723,000	\$ 36,058,000	\$ 39,199,000	\$ 39,496,000	\$ 36,248,000
Investments					
Amortized Cost(Book Value)	\$ 26,557,603	\$ 29,724,212	\$ 27,133,107	\$ 27,357,792	\$ 27,191,869
Market Value	\$ 27,150,536	\$ 28,979,451	\$ 28,686,279	\$ 32,995,172	\$ 32,687,023

FOOTNOTES

- (1)** Includes PCTs which are the first non-provisional filing
- (2)** Patent Applications which are the first filing of the patentable subject matter
- (3)** Technology refers to IP other than unpatented germplasm.
- (4)** Administrative agreements include agreements amending existing licenses/options which add additional inventions or agreements addressing royalty-sharing, joint ownership, inventorship and/or management rights.
- (5)** Includes in-licensed technology and amendments to existing agreements which do not fall under the above footnote.
- (6)** Includes Licenses, Options, and Administrative Agreements. Figures include license fees, royalties on sales and guaranteed minimums, research support leveraged through licensing activities, proprietary seed transfer fees, and expense reimbursement.
- (7)** Figures include license/option fees, earned royalties on sales and guaranteed minimums, research support leveraged through licensing, proprietary seed transfer fees, material transfer agreements, and patent expense reimbursement.
- (8)** Units receiving less than \$1,000 total are not listed. Total royalty sharing may not match figures in "Detailed Financial Statements" due to "accrual" vs. "cash" accounting methods.