

## ANNUAL REPORT DATA

| I. DISCLOSURE ACTIVITY  | FY15 | FY16 | FY17 | FY18 | FY19 |
|---|------|------|------|------|------|
| Intellectual Property Disclosures Reported                          |      |      |      |      |      |
| Germplasm   | 18   | 4    | 1    | 0    | 24   |
| Bio-Life & Ag   | 36   | 36   | 36   | 27   | 29   |
| Chemistry-Chem. Engineering   | 42   | 54   | 55   | 69   | 43   |
| Consumer Products   | 0    | 0    | 0    | 0    | 0    |
| Physical Sciences-Eng.  | 34   | 50   | 38   | 45   | 43   |
| <b>Germplasm &amp; Technology Disclosures Received, No Datasets</b> | 130  | 144  | 130  | 141  | 139  |
| <b>Dataset Disclosures Received</b>                                 |      |      |      | 4    | 26   |
| <b>Total Disclosures Received</b>                                   | 130  | 144  | 130  | 145  | 165  |
| <b>Total Disclosures in Portfolio</b>                               | 536  | 610  | 629  | 648  | 708  |
| Disclosures Received by Source of Funding                           |      |      |      |      |      |
| Federal   | 82   | 52   | 67   | 74   | 65   |
| State   | 6    | 5    | 3    | 5    | 4    |
| Industry  | 6    | 31   | 10   | 5    | 13   |
| Commodity   | 26   | 8    | 7    | 9    | 29   |
| Foundation  | 5    | 9    | 1    | 1    | 8    |
| No External Funding   | 33   | 44   | 49   | 53   | 47   |
|   |      |      |      |      |      |
| II. PATENT ACTIVITY   | FY15 | FY16 | FY17 | FY18 | FY19 |
| Patent Prosecution  |      |      |      |      |      |
| U.S. Provisional Patent Application Filings                         | 34   | 53   | 67   | 47   | 42   |
| U.S. Non-Provisional Patent Application Filings (1)                 |      |      |      |      |      |
| Plant Germplasm   | 0    | 0    | 0    | 0    | 0    |
| Bio-Life Sciences & Ag.   | 11   | 21   | 5    | 27   | 13   |
| Chemistry-Chem. Engineering   | 13   | 18   | 33   | 44   | 34   |
| Consumer Products   | 0    | 0    | 0    | 0    | 0    |
| Physical Sciences-Eng.  | 13   | 10   | 12   | 18   | 9    |
| <b>Total US Non-Provisional Patent Applications Filed</b>           | 37   | 49   | 50   | 89   | 56   |
| <b>Total US Patent Applications Filed</b>                           | 71   | 102  | 117  | 136  | 98   |
| Patent Applications - First Filings (2)                             |      |      |      |      |      |
| Provisional   | 33   | 53   | 67   | 47   | 42   |
| Utility   | 31   | 7    | 3    | 3    | 2    |
| PCT   | 3    | 0    | 1    | 1    | 0    |
| <b>Total First Filings</b>  | 67   | 60   | 71   | 51   | 44   |
| Patent Applications - Secondary Filings                             |      |      |      |      |      |
| Provisional   | 0    | 0    | 0    | 0    | 0    |
| Non-Provisional US (excluding PCTs)                                 | 3    | 37   | 44   | 74   | 49   |
| PCT   | 2    | 8    | 7    | 20   | 8    |
| <b>Total Secondary Filings</b>                                      | 5    | 45   | 51   | 94   | 57   |
| U.S. Patents Issued   |      |      |      |      |      |
| Plant Germplasm   | 0    | 0    | 0    | 0    | 0    |
| Bio-Life Sciences & Ag.   | 8    | 3    | 9    | 16   | 9    |
| Chemistry-Chem. Engineering   | 11   | 6    | 10   | 16   | 13   |
| Consumer Products   | 0    | 0    | 0    | 0    | 0    |
| Physical Sciences-Eng.  | 12   | 6    | 8    | 10   | 10   |
| <b>Total US Patents Issued</b>                                      | 31   | 15   | 27   | 42   | 32   |
|   |      |      |      |      |      |
| <b>US Patent Application Portfolio</b>                              | 100  | 118  | 121  | 153  | 161  |
| <b>Total U.S. Patent Portfolio</b>                                  | 296  | 270  | 255  | 257  | 263  |
| <b>Total U.S. Patent Portfolio Ever Licensed/Optioned</b>           | 139  | 141  | 126  | 125  | 124  |

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| III. LICENSING ACTIVITY (3)                               | FY15          | FY16          | FY17          | FY18           | FY19          |
|---|---------------|---------------|---------------|----------------|---------------|
| Startups, Total   | 4             | 6             | 10            | 2              | 4             |
| Startups, Iowa  | 4             | 5             | 9             | 2              | 4             |
| License Agreements  |               |               |               |                |               |
| Germplasm   | 78            | 60            | 44            | 23             | 27            |
| Technology  | 18            | 12            | 18            | 14             | 12            |
| Option Agreements   | 12            | 12            | 23            | 18             | 7             |
| <b>Total Commercial Agreements</b>                        | 108           | 84            | 85            | 55             | 46            |
| <b>Total Commercial Agreements to IA Companies</b>        | 61            | 45            | 39            | 22             | 25            |
| Other Agreements related to Licensing Activities:         |               |               |               |                |               |
| Technology CDA's  | 27            | 40            | 37            | 54             | 52            |
| Technology MTA's  | 41            | 27            | 35            | 45             | 24            |
| Plant germplasm R&D And MTA Agts                          | 21            | 9             | 6             | discontinued   | discontinued  |
| Administrative Agreements (4)                             | 1             | 10            | 7             | 5              | 8             |
| Miscellaneous Agreements (5)                              | 24            | 6             | 0             | 2              | 2             |
| Technologies Licensed/Optioned First Time                 |               |               |               |                |               |
| Germplasm   | 12            | 0             | 1             | 0              | 0             |
| Bio-Life Sciences & Ag.                                   | 9             | 3             | 10            | 5              | 1             |
| Chemistry-Chem. Engineering                               | 0             | 7             | 9             | 10             | 7             |
| Physical Sciences-Eng.                                    | 12            | 8             | 17            | 10             | 4             |
| <b>Total Technologies</b>                                 | 33            | 18            | 37            | 25             | 12            |
| Technology Agreements with Income: (6)                    |               |               |               |                |               |
| Over \$1M / FY  | 1             | 1             | 1             | 1              | 0             |
| \$100K - \$1M / FY  | 6             | 5             | 6             | 8              | 5             |
| \$10K - \$100K / FY                                       | 26            | 28            | 25            | 24             | 25            |
| < \$10K / FY  | 52            | 38            | 58            | 56             | 43            |
| <b>Total Technology Agreements with Income</b>            | 85            | 72            | 90            | 89             | 73            |
| Total Agreements with Income (Technology & Germplasm) (6) |               |               |               |                |               |
| Over \$1M / FY  | 1             | 1             | 1             | 1              | 0             |
| \$100K - \$1M / FY  | 6             | 5             | 6             | 8              | 5             |
| \$10K - \$100K / FY                                       | 33            | 35            | 40            | 38             | 37            |
| < \$10K / FY  | 117           | 106           | 152           | 138            | 113           |
| <b>Total Agreements with Income</b>                       | 157           | 147           | 199           | 185            | 155           |
| Portfolio of Active Licenses                              |               |               |               |                |               |
| Germplasm   | 203           | 227           | 229           | 209            | 215           |
| Technology  | 110           | 108           | 116           | 123            | 124           |
| Option Agreements   | 26            | 26            | 32            | 36             | 15            |
| <b>Total Active License and Option Portfolio</b>          | 339           | 361           | 377           | 368            | 354           |
| IV. AWARDS AND SALES                                      | FY15          | FY16          | FY17          | FY18           | FY19          |
| ISU Specialty Germplasm (7)                               |               |               |               |                |               |
| Bushels Planted & Royalty (Thru FY17 Iowa only companies) |               |               |               |                |               |
| Bushels Planted   | 5,609         | 23,540        | 18,415        | 117,868        | 102,694       |
| Royalty   | \$ 23,801     | \$ 84,777     | \$ 89,196     | \$ 430,331     | \$ 382,452    |
| Calendar Year Sales of ISU Technologies (3)               | CY14          | CY15          | CY16          | CY17           | CY18          |
| IA Companies  | \$ 8,094,000  | \$ 5,726,000  | \$ 9,861,000  | \$ 36,891,000  | \$ 8,270,000  |
| Non-IA Companies  | \$ 74,611,000 | \$ 78,624,000 | \$ 85,114,000 | \$ 84,033,000  | \$ 80,065,000 |
| <b>Total</b>  | \$ 82,705,000 | \$ 84,351,000 | \$ 94,975,000 | \$ 120,924,000 | \$ 88,334,000 |
| <b>% IA to total</b>                                      | 10%           | 7%            | 10%           | 31%            | 9%            |

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| <b>V. INCOME AND EXPENSES</b>  | <b>FY15</b>   | <b>FY16</b>    | <b>FY17</b>   | <b>FY18</b>   | <b>FY19</b>   |
|--|---------------|----------------|---------------|---------------|---------------|
| Income Related to Licensing Activity (8)                                 |               |                |               |               |               |
| <b>Germplasm Income</b>  |               |                |               |               |               |
| Plant Germplasm/Not Patented   | \$ 249,000    | \$ 317,000     | \$ 364,000    | \$ 433,000    | \$ 382,000    |
| AFA Soybean Varieties Patented   | \$ 23,000     | \$ 13,000      | \$ 6,000      | \$ -          | \$ -          |
| <b>Total Germplasm Income</b>  | \$ 272,000    | \$ 331,000     | \$ 370,000    | \$ 433,000    | \$ 382,000    |
| <b>Flexible Solutions B&amp;C Income &amp; Ed. Mat Technology Income</b> | \$ 276,000    | \$ 235,000     | \$ 135,000    | \$ 396,000    | \$ 164,000    |
| Technology Licenses  | \$ 2,625,000  | \$ 2,757,000   | \$ 3,654,000  | \$ 3,776,000  | \$ 2,346,000  |
| Jointly Owned Technology Licenses  | \$ 357,000    | \$ 547,000     | \$ 367,000    | \$ 343,000    | \$ 269,000    |
| Option Agreements  | \$ 64,000     | \$ 74,000      | \$ 132,000    | \$ 85,000     | \$ 80,000     |
| <b>Total Technology Income</b>   | \$ 3,047,000  | \$ 3,378,000   | \$ 4,152,000  | \$ 4,204,000  | \$ 2,695,000  |
| <b>Total for All Licensing Activity</b>                                  | \$ 3,595,000  | \$ 3,943,000   | \$ 4,657,000  | \$ 5,032,000  | \$ 3,242,000  |
| Technology Income & Expenses   |               |                |               |               |               |
| Income from Licensing Activity   |               |                |               |               |               |
| Technology Royalty Income  | \$ 3,217,000  | \$ 3,583,000   | \$ 4,021,000  | \$ 4,396,000  | \$ 2,902,000  |
| Expense Reimbursement  | \$ 378,000    | \$ 360,000     | \$ 636,000    | \$ 636,000    | \$ 340,000    |
| Research Income  | \$ -          | \$ -           | \$ -          | \$ -          | \$ -          |
| <b>Total for All Licensing Activity</b>                                  | \$ 3,595,000  | \$ 3,943,000   | \$ 4,657,000  | \$ 5,032,000  | \$ 3,242,000  |
| Expenses from Invention & Licensing Activity                             |               |                |               |               |               |
| Patent Prosecution & Maintenance Expense                                 | \$ 1,012,000  | \$ 1,247,000   | \$ 1,396,000  | \$ 1,472,000  | \$ 1,123,000  |
| Licensing  | \$ 17,000     | \$ 11,000      | \$ 28,000     | \$ 9,000      | \$ 12,000     |
| Infringement/Litigation  | \$ 26,000     | \$ 45,000      | \$ 26,000     | \$ -          | \$ 5,000      |
| General Legal  | \$ 14,000     | \$ 11,000      | \$ 1,000      | \$ 1,000      | \$ 5,000      |
| Royalty Sharing to ISU Parties   | \$ 1,770,000  | \$ 1,894,000   | \$ 2,166,000  | \$ 2,655,000  | \$ 1,648,000  |
| Royalty Sharing to Others  | \$ 35,000     | \$ 144,000     | \$ 87,000     | \$ 94,000     | \$ 92,000     |
| Research Support - ISU   | \$ -          | \$ -           | \$ -          | \$ -          | \$ -          |
| <b>Total Expenses from Invention &amp; Licensing Activity</b>            | \$ 2,874,000  | \$ 3,352,000   | \$ 3,704,000  | \$ 4,231,000  | \$ 2,885,000  |
| <b>Net Income</b>  | \$ 721,000    | \$ 591,000     | \$ 953,000    | \$ 801,000    | \$ 357,000    |
| <b>% of Patent Prosecution &amp; License Expense Reimbursed</b>          | 37%           | 29%            | 46%           | 43%           | 30%           |
| Royalty Sharing with Academic Units (9)                                  |               |                |               |               |               |
| Agriculture/Exp. Station   | \$ 620,000    | \$ 696,000     | \$ 733,000    | \$ 869,000    | \$ 563,000    |
| Engineering  | \$ 11,000     | \$ 7,000       | \$ 15,000     | \$ 11,000     | \$ 10,000     |
| Veterinary Medicine  | \$ 101,000    | \$ 134,000     | \$ 103,000    | \$ 216,000    | \$ 140,000    |
| Liberal Arts & Sciences  | \$ 15,000     | \$ 3,000       | \$ 5,000      | \$ 5,000      | \$ -          |
| IPRT   | \$ 9,000      | \$ 6,000       | \$ 16,000     | \$ 4,000      | \$ 3,000      |
| Ames Lab   | \$ 47,000     | \$ 22,000      | \$ 135,000    | \$ 24,000     | \$ 38,000     |
| Provost and Extension  | \$ -          | \$ -           | \$ -          | \$ 3,000      | \$ -          |
| <b>All Units Total</b>   | \$ 803,000    | \$ 867,000     | \$ 1,007,000  | \$ 1,132,000  | \$ 755,000    |
| Income Statement   |               |                |               |               |               |
| Operating Revenues   | \$ 3,595,000  | \$ 3,943,000   | \$ 4,657,000  | \$ 5,032,000  | \$ 3,242,000  |
| *Investment Income (realized and unrealized)                             | \$ 786,000    | \$ (80,000)    | \$ 4,213,000  | \$ 2,646,000  | \$ 1,721,000  |
| <b>Total Income</b>  | \$ 4,381,000  | \$ 3,863,000   | \$ 8,870,000  | \$ 7,678,000  | \$ 4,963,000  |
| Operating Expense  | \$ 4,795,000  | \$ 5,091,000   | \$ 5,711,000  | \$ 6,260,000  | \$ 5,005,000  |
| Grant Expense  | \$ -          | \$ -           | \$ -          | \$ -          | \$ -          |
| <b>Total Expense</b>   | \$ 4,795,000  | \$ 5,091,000   | \$ 5,711,000  | \$ 6,260,000  | \$ 5,005,000  |
| <b>Increase or (Decrease) in Net Assets</b>                              | \$ (414,000)  | \$ (1,228,000) | \$ 3,159,000  | \$ 1,418,000  | \$ (42,000)   |
| Balance Sheet  |               |                |               |               |               |
| Investments: Marketable Securities                                       | \$ 32,687,000 | \$ 31,177,000  | \$ 33,862,000 | \$ 35,027,000 | \$ 35,696,000 |
| Other Assets   | \$ 3,561,000  | \$ 3,942,000   | \$ 4,812,000  | \$ 5,334,000  | \$ 3,800,000  |
| <b>Total Assets</b>  | \$ 36,248,000 | \$ 35,119,000  | \$ 38,674,000 | \$ 40,361,000 | \$ 39,496,000 |
| Total Liabilities  | \$ 2,122,000  | \$ 2,222,000   | \$ 2,618,000  | \$ 2,887,000  | \$ 2,063,000  |
| <b>Net Assets</b>  | \$ 34,126,000 | \$ 32,897,000  | \$ 36,056,000 | \$ 37,474,000 | \$ 37,433,000 |
| <b>Total Liabilities and Net Assets</b>                                  | \$ 36,248,000 | \$ 35,119,000  | \$ 38,674,000 | \$ 40,361,000 | \$ 39,496,000 |
| Investments  |               |                |               |               |               |
| Amortized Cost(Book Value)   | \$ 27,192,000 | \$ 26,332,000  | \$ 25,800,000 | \$ 27,617,000 | \$ 28,335,000 |
| Market Value   | \$ 32,687,000 | \$ 31,177,000  | \$ 33,862,000 | \$ 35,027,000 | \$ 35,696,000 |