

## Otonomy Inc

### COMPANY AND PIPELINE OVERVIEW REPORT

A comprehensive coverage of the company and a summary of the drug pipeline portfolio.

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## ABOUT COMPANY AND PIPELINE OVERVIEW REPORT

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## GLOSSARY

### Number of Drugs in Active Development

Number of drugs associated with the company or subsidiary that are currently in active development, i.e. the development status for the drug(s) is one of the following: Discovery, Clinical, Phase I, Phase II, Phase III, Pre-registration, Registered, Launched, or Suspended.

### Number of Inactive Drugs

Number of drugs associated with the company or subsidiary that are currently classified as inactive, i.e. where the development status for the drug(s) is one of the following: No Development Reported, Discontinued, or Withdrawn.

### Number of Patents as Owner

Number of patents associated with the company where the company is listed as owner; i.e. the relationship type (or way the patent refers to the company) is: Patent Assignee/Owner, Patent owner (not assignee), Licensee for development and marketing, Licensee – marketing only (Distributor), Patent assignee of family member, Inferred assignee.

### Number of Patents as Third Party

Number of patents associated with the company where the company is listed as third party; i.e. the relationship type (or way the patent refers to the company) is: Patent assignee (not owner), Ex-Licensee for development and marketing, Ex-Licensee marketing only (Distributor), Customer of technology, Ex-Customer of technology, Patent opponent or infringer, Affiliate organization of inventor, Owner of underlying technology.

### Patents summary table

This table represents a summary of the core patent coverage for this company covering Therapeutic EP, US and WO patents since 1990 only.

### Number of Deals

A count of deals where the company or one of its subsidiaries is the primary company.

### Key Indications

Displays top ten key indications for the company and its subsidiaries based on frequency (indications occurring with high and identical frequency are always included, and this may result in more than ten Key Indications being listed). Includes both indications associated with patents where the company is patent owner and indications associated with drugs in active development. A drug is classified as 'active' if it features on a row (or rows) in the current development status table where the status is one of the following: Discovery, Clinical, Phase I, Phase II, Phase III, Pre-registration, Registered, Launched, or Suspended.

### Key Target-based Actions

Displays top ten key target-based actions for the company and its subsidiaries based on frequency (actions occurring with high and identical frequency are always included, and this may result in more than ten Key Target-based Actions being listed). Includes both target-based actions associated with patents where the company patent owner and target-based actions associated with drugs in active development. A drug is classified as 'active' if it features on a row (or rows) in the current development status table where the status is one of the following: Discovery, Clinical, Phase I, Phase II, Phase III, Pre-registration, Registered, Launched, or Suspended. A target-based action is one that is associated with a target.

### Key Technologies

Displays top ten key technologies for the company and its subsidiaries based on frequency (technologies occurring with high and identical frequency are always included, and this may result in more than ten Key Technologies being listed). Includes both key technologies associated with patents where the company relationship is patent owner and key technologies associated with drugs in active development. A drug is classified as 'active' if it features on a row (or rows) in the current development status table where the status is one of the following: Discovery, Clinical, Phase I, Phase II, Phase III, Pre-registration, Registered, Launched, or Suspended.

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**PLEASE NOTE:** the financials section where present in the report includes: Share Information, Stock Performance chart (including the consensus recommendation), and Major Shareholders. Financial Performance presents graphical and tabular data on Worldwide Sales, Operating Income and Net Income over time, together with a Quarterly earnings update. Balance Sheet lists Assets, Liabilities and Stockholders Equity, and Forecasts includes: EPS Forecast and Other Forecasts. The data reported in all sections (except share information and major stock holders) are correct as of the publication date of the report (and not the download date). For share information and major stock holders the data is correct for the date shown with these sections

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# Otonomy Inc

## COMPANY OVERVIEW

<b>Company Name</b>	Otonomy Inc
<b>Parent Company Name</b>	Otonomy Inc
<b>Website</b>	<a href="http://www.otonomy.com/">http://www.otonomy.com/</a>
<b>Country</b>	US
<b>Number of Drugs in Active Development</b>	3
<b>Number of Inactive Drugs</b>	0
<b>Number of Patents as Owner</b>	12
<b>Number of Patents as Third Party</b>	0
<b>Number of Deals</b>	2
<b>Key Indications</b>	Ear disease, Meniere disease, Tinnitus, Otitis media, Hearing disorder, Chronic sinusitis, Fungal infection, Hearing loss, Nasal polyps, Epistaxis, Inner ear disease, Nasopharyngeal carcinoma, Nose disease, Presbycusis, Sensorineural hearing loss, Vertigo
<b>Key Target-based Actions</b>	Glucocorticoid agonist, DNA gyrase inhibitor, Topoisomerase IV inhibitor, Metabotropic glutamate receptor 1 modulator, Metabotropic glutamate receptor 5 modulator, Metabotropic glutamate receptor modulator, NMDA receptor antagonist
<b>Key Technologies</b>	Otic gel formulation, Small molecule therapeutic, Sustained release formulation, Otic formulation, Injectable controlled release formulation, Steroid, Antibiotic, Injectable formulation, Parenteral formulation unspecified, Liquid-based formulation technology

## COMPANY PROFILE

### SUMMARY

Otonomy, founded in 2008, is a spin-off from the UC San Diego. It is an emerging biopharmaceutical company dedicated to developing and marketing therapeutics designed specifically for the middle and inner ear.

### FINANCIAL

In January 2015, the company priced its follow-on public offering of 2,550,000 shares of its common stock at \$29.25 each, for total gross proceeds of approximately \$75 million. The offering was expected to close on January 28, 2015. The underwriters were granted a 30-day option to purchase up to an additional 382,500 shares of common stock. A registration statement relating to securities had been filed with the SEC and became effective on January 22, 2015; Later that month, the offering was closed, with total gross proceeds of approximately \$86 million.

In January 2015, the company filed a registration statement on Form S-1 for the proposed follow-on public offering of \$75 million of its common stock. At that time, the company planned to grant the underwriters a 30-day option to purchase up to an additional \$11.25 million of its common stock. Later that month, the follow-on public offering was launched.

In October 2014, Otonomy was added to the Russell 2000 Index.

In July 2014, the company filed a registration statement on Form S-1 for the proposed initial public offering. In August 2014, the company priced its initial public offering of 6,250,000 shares of common stock, at \$16 each. The underwriters were granted a 30-day option to purchase up to an additional 937,500 shares of common stock. At that time, the shares began trading on NASDAQ global select market under the symbol "OTIC". In September 2014, the underwriters purchased the additional 937,500 shares at \$16 each. The company raised \$104 million through the offering.

In April 2014, the company raised \$49 million from an oversubscribed series D financing round.

In September 2013, Otonomy raised \$45.9 million in a series C financing round.

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In August 2010, the company raised \$38.5 million from a series B financing round.

In June 2010, the company raised \$10 million from a series A financing round.

## COMPANY FINANCIALS

### SHARE INFORMATION

Close Price (USD)	31.52
Change (USD)	-1.09 (-3.34%)
Previous Close Price (USD)	32.61
Volume	90,268
52-Week High (USD)	40.45
52-Week Low (USD)	15.19
Date	06-Feb-2015
Exchange	NASDAQ(COMPOSITE)
Current Number of Shares Outstanding	21,172,221
Current Market Capitalization	667,348,406
EPS (Date Reported)	-0.43104

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## STOCK PERFORMANCE



## MAJOR SHAREHOLDERS

Shareholder	Type	Country	Shares held	% of shares held	Change in holding	% changes in shares held	Date
OrbiMed Advisors, LLC	Investment Advisor/Hedge Fund	United States	2,256,398	9.51	0	0	30-Jan-2015
iShares Russell 2000 Growth ETF	Mutual Fund	United States	46,690	0.2	-750	-0.02	31-Jan-2015
iShares Micro-Cap ETF	Mutual Fund	United States	17,433	0.07	-1,184	-0.06	31-Jan-2015
iShares Russell 2000 Value ETF	Mutual Fund	United States	6,401	0.03	65	0.01	31-Jan-2015
iShares Russell 3000 ETF	Mutual Fund	United States	2,008	0.01	38	0.02	31-Jan-2015
DB Platinum Advisors	Investment Advisor	Luxembourg	1,569	0.01	0	0	31-Jan-2015
Guggenheim Investments	Investment Advisor/Hedge Fund	United States	1,549	0.01	0	0	31-Jan-2015

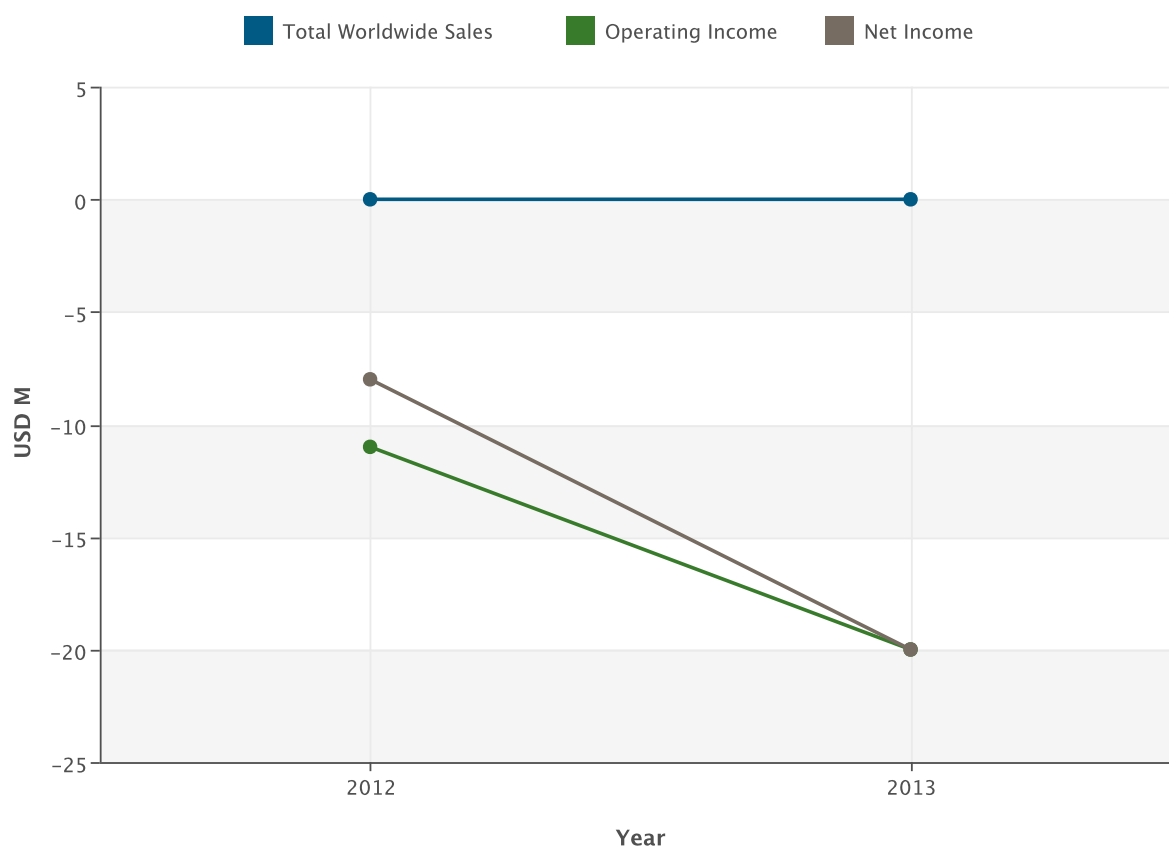
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ProFund Advisors LLC	Investment Advisor	United States	1,541	0.01	0	0	31-Jan-2015
Fidelity MSCI Health Care Index ETF	Mutual Fund	United States	1,415	0.01	653	0.86	31-Jan-2015
Nuveen Asset Management, LLC	Investment Advisor/Hedge Fund	United States	578	0	0	0	31-Jan-2015
iShares Russell 3000 Growth ETF	Mutual Fund	United States	308	0	-80	-0.21	31-Jan-2015
iShares Russell 3000 Value ETF	Mutual Fund	United States	83	0	-3	-0.03	31-Jan-2015
ProShares Hedge Replication ETF	Mutual Fund	United States	8	0	0	0	31-Jan-2015

## FINANCIAL PERFORMANCE

### Sales and Income



	2013	2012		
<b>Sales (USD M)</b>	0	0		
<b>Operating Income (USD M)</b>	-19.85	-10.931		

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	2013	2012			
<b>Net Income (USD M)</b>	-19.559	-7.569			

#### Quarterly earnings update

Period	Sales (USD M)	Operating Income (USD M)	Net Income (USD M)
2014 Q3	0	-9.401	-12.038
2014 Q2	0	-9.828	-10.246
2014 Q1	0	-10.556	-10.834
2013 Q3	0	-4.355	-5.777
2013 Q2	0	-3.809	-3.865
2013 Q1	0	-3.818	-2.686

#### BALANCE SHEET

##### Assets (USD M)

	2012	2013			
<b>Cash &amp; Short Term Investments</b>	4.713	37.359			
<b>Inventories - Total</b>	0	0			
<b>Current Assets - Total</b>	5.41	39.013			
<b>Property, Plant And Equipment - Net</b>	0.439	0.683			
<b>Other Assets - Total</b>	0.055	0.061			
<b>Total Assets</b>	5.904	39.757			

##### Liabilities (USD M)

	2012	2013			
<b>Accounts Payable</b>	1.134	2.014			
<b>Short Term Debt &amp; Current Portion Of Long Term Debt</b>	0	0			
<b>Current Liabilities - Total</b>	1.684	2.715			
<b>Long Term Debt</b>	7.065	0			
<b>Deferred Taxes</b>	0	0			
<b>Other Liabilities</b>	3.175	0.866			
<b>Total Liabilities</b>	11.924	3.581			

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## Stockholders Equity (USD M)

	2012	2013			
Minority Interest	0	0			
Preferred Stock	33.047	95.153			
Common Stock	0	0			
Treasury Stock	0	0			
Total Liabilities & Shareholders' Equity	5.904	39.757			

## FORECASTS

### EPS Forecast

Year ending	Current Forecast	1 month ago	3 months ago
31-Dec-2015	-2.87	-2.89	-2.87
31-Dec-2016	-3.31	-3.31	-3.31
31-Dec-2017	-2.93	-2.95	-2.93

### Other Forecasts

Year ending	DPS	CPS	Pretax	Sales
31-Dec-2015	0	-2.86	-64.9	0
31-Dec-2016			-86.1	10.57
31-Dec-2017			-80.9	36.2

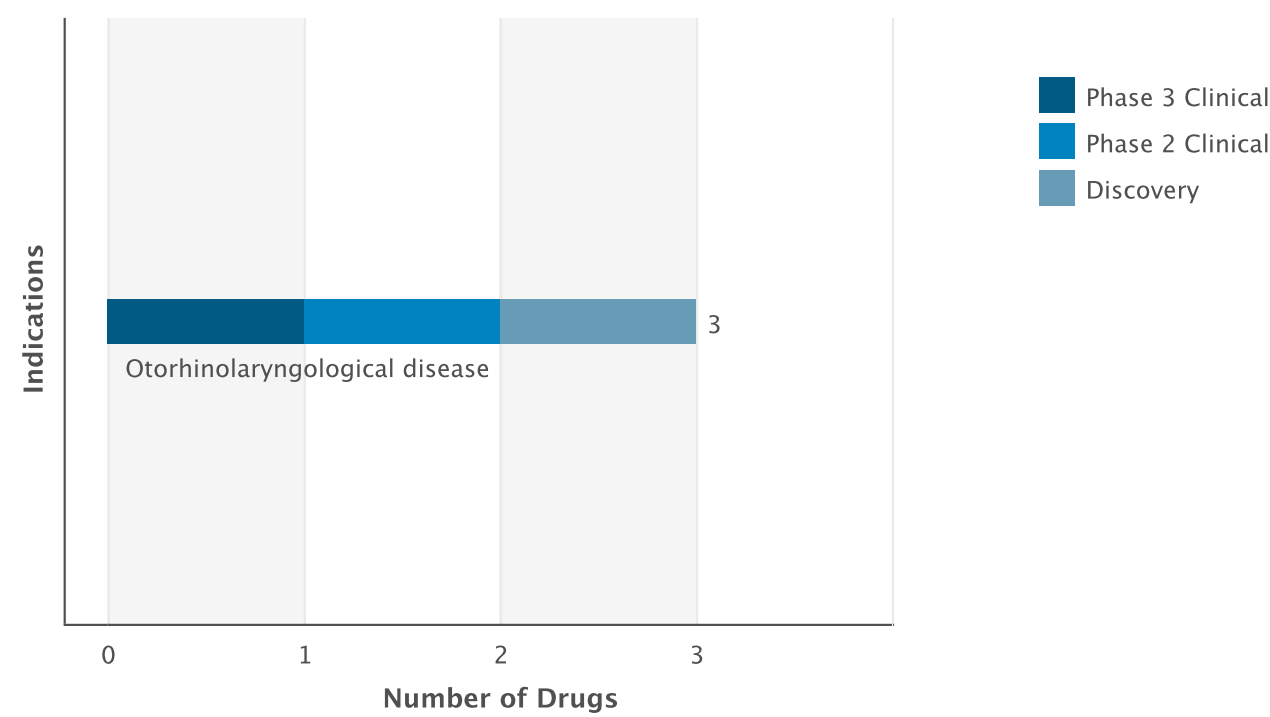
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PRODUCT PORTFOLIO SUMMARY

DRUGS

Drugs by Indication

Active Drugs by Indication Chart



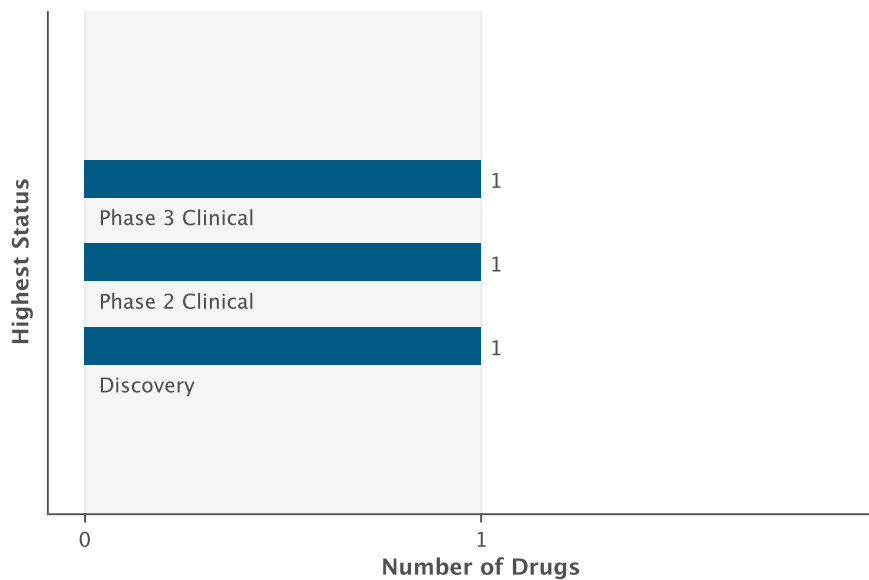
Drugs by Indication Table

Indication	Active	Inactive	Total
Otorhinolaryngological disease	3	0	3

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## Drugs by Highest Status

Active Drugs by Highest Status Chart



Drugs by Highest Status Table

Development Status	Number of Drugs
Phase 3 Clinical	1
Phase 2 Clinical	1
Discovery	1

## DEALS

Deal Type	Principal		Partner		Total
	Active	Inactive	Active	Inactive	
Drug - Asset Divestment	0	0	1	0	1
Drug - Early Research/Development	0	0	1	0	1

## CLINICAL TRIALS

Trials by Condition Studied

Condition Studied	Ongoing	All
Otorhinolaryngological disease	2	6

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## Trials by Phase

Phase	Ongoing	All
Phase 3	0	2
Phase 2	2	2
Phase 1	0	2

## Phase Definitions

### Phase 3 Clinical

Includes Phase 3, Phase 3b, Phase 3a, Phase 2/3 (where enrolment count is 300 or over)

### Phase 2 Clinical

Includes Phase 2, Phase 2a, Phase 2b, Phase 1/2 (where enrolment count is 100 or over), Phase 2/3 (where enrolment count is under 300 or not specified)

### Phase 1 Clinical

Includes Phase 1, Phase 1a, Phase 1, Phase 1/2 (where enrolment count is under 100 or not specified), Phase 0

## PATENTS \*

Indication	As Owner	As Third Party	Total
Cardiovascular disease	1	0	1
Immune disorder	1	0	1
Neoplasm	1	0	1
Mouth disease	1	0	1
Neurological disease	4	0	4
Respiratory disease	1	0	1
Infectious disease	1	0	1
Injury	1	0	1
Inflammatory disease	1	0	1
Otorhinolaryngological disease	8	0	8

\* This table represents a summary of the core patent coverage for this company covering Therapeutic EP, US and WO patents since 1990 only.

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## PRODUCT PORTFOLIO DRUGS

**PLEASE NOTE:** Highest status refers to highest development of that drug for one of the active companies

### ciprofloxacin (intratympanic sustained release gel, otitis media), Otonomy

<b>Drug Name</b>	ciprofloxacin (intratympanic sustained release gel, otitis media), Otonomy
<b>Key Synonyms</b>	AuriPro, ciprofloxacin
<b>Originator Company</b>	Otonomy Inc
<b>Active Companies</b>	Otonomy Inc
<b>Inactive Companies</b>	
<b>Highest Status</b>	Phase 3 Clinical
<b>Active Indications</b>	Otitis media
<b>Target-based Actions</b>	Topoisomerase IV inhibitor, DNA gyrase inhibitor
<b>Other Actions</b>	Bacterial nucleic acid synthesis inhibitor, Antibacterial
<b>Technologies</b>	Sustained release formulation, Injectable formulation, Antibiotic, Small molecule therapeutic, Parenteral formulation unspecified, Otic gel formulation
<b>Last Change Date</b>	09-Jan-2015

### dexamethasone (sustained release/intratympanic injection, ear disorders), Otonomy

<b>Drug Name</b>	dexamethasone (sustained release/intratympanic injection, ear disorders), Otonomy
<b>Key Synonyms</b>	dexamethasone
<b>Originator Company</b>	Otonomy Inc
<b>Active Companies</b>	Otonomy Inc
<b>Inactive Companies</b>	
<b>Highest Status</b>	Phase 2 Clinical
<b>Active Indications</b>	Meniere disease, Ear disease
<b>Target-based Actions</b>	Glucocorticoid agonist
<b>Other Actions</b>	Steroidal anti-inflammatory
<b>Technologies</b>	Injectable controlled release formulation, Otic formulation, Small molecule therapeutic, Otic gel formulation, Steroid
<b>Last Change Date</b>	09-Jan-2015

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## OTO-311

<b>Drug Name</b>	OTO-311
<b>Key Synonyms</b>	gacyclidine
<b>Originator Company</b>	DURECT Corp
<b>Active Companies</b>	Otonomy Inc
<b>Inactive Companies</b>	NeuroSystem Corp, DURECT Corp
<b>Highest Status</b>	Discovery
<b>Active Indications</b>	Tinnitus
<b>Target-based Actions</b>	NMDA receptor antagonist
<b>Other Actions</b>	Analgesic
<b>Technologies</b>	Injectable controlled release formulation, Drug implant, Sustained release formulation, Nanoparticle formulation injectable, Otic formulation, Small molecule therapeutic, Local formulation unspecified
<b>Last Change Date</b>	09-Jan-2015

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