

Otonomy Inc

COMPANY AND PIPELINE OVERVIEW REPORT

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

Publication Date: 07-Mar-2015

THOMSON REUTERS

3 Times Square
New York, New York 10036
United States

Tel: +1 646 223 4000

thomsonreuters.com

[Return to Table of Contents](#)



ABOUT COMPANY AND PIPELINE OVERVIEW REPORT

Thomson Reuters provides the knowledge, tools, and expertise to help support drug discovery and development activities, IP portfolio optimization, identification of licensing and partnering opportunities, delivery of successful regulatory submissions, and the ability to keep current with the rapidly-changing pharmaceutical and chemical markets, supporting informed, early decisions.

This report was created by Thomson Reuters, using information from *Thomson Reuters Cortellis™ for Competitive Intelligence*; a comprehensive, proven intelligence solution that leverages the most accurate, complete, and widely respected drug pipeline information. From drug discovery and development activities to patent reports, the latest deals, and partnering opportunities, *Cortellis* can provide the confidence to make the most informed business decisions, faster. *Cortellis for Competitive Intelligence* provides accurate and validated information on pharmaceutical and biotechnology companies globally, their drug pipelines, deals, patents, and clinical trials, plus breaking industry news and conference coverage. All contained in one simple, highly intuitive research platform.

Cortellis Company and Pipeline Overview reports are the first in a series of reports that track pharmaceutical and biotechnology companies worldwide. Further report offerings planned to follow include: Company Detailed Pipeline and Company Competitive Landscape reports. All *Cortellis for Competitive Intelligence* content is subject to the most comprehensive editorial review process available, conducted by scientists, pharma professionals, regulatory experts, and generics specialists. Featuring timely drug pipeline information expertly uncovered and integrated from a significant number of global meetings each year, you'll always be on top of the latest developments.

Chosen by leading life sciences companies, their executives and investors, *Cortellis for Competitive Intelligence* accelerates your deal-making and gives you timely insights on the development landscape.

Discover undiscovered opportunities in drug development and licensing faster with *Thomson Reuters Cortellis™ for Competitive Intelligence*

DISCLAIMER

The information contained in this report is based on sources believed to be correct but Thomson Reuters does not guarantee the accuracy, timeliness, or completeness of this information. Opinions, if any, are those held by the author of any individual report or article at the time of initial publication and do not necessarily reflect the views of Thomson Reuters.

Information in this report on companies is intended for reference use only, and does not constitute a recommendation to buy or sell any particular security or other investment and does not constitute an offer to buy from or sell to any particular investor. Any company or securities mentioned in this report may not be suitable for any particular investor, depending on that investor's financial position and needs.

[Return to Table of Contents](#)



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.

[Return to Table of Contents](#)



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

[Return to Table of Contents](#)



TABLE OF CONTENTS

Company Overview..... 7

Company Profile..... 7

Company Financials..... 8

Product Portfolio Summary..... 13

Product Portfolio Drugs..... 15

[Return to Table of Contents](#)

Otonomy Inc

COMPANY OVERVIEW

Company Name	Otonomy Inc
Parent Company Name	Otonomy Inc
Website	http://www.otonomy.com/
Country	US
Number of Drugs in Active Development	3
Number of Inactive Drugs	0
Number of Patents as Owner	12
Number of Patents as Third Party	0
Number of Deals	2
Key Indications	Ear disease, Meniere disease, Tinnitus, Otitis media, Hearing disorder, Chronic sinusitis, Fungal infection, Hearing loss, Nasal polyps, Bacterial infection, Epistaxis, Infectious disease, Inner ear disease, Nasopharyngeal carcinoma, Nose disease, Otitis, Presbycusis, Sensorineural hearing loss, Vertigo
Key Target-based Actions	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
Key Technologies	Otic gel formulation, Small molecule therapeutic, Sustained release formulation, Otic formulation, Injectable controlled release formulation, Steroid, Antibiotic, Parenteral formulation unspecified, Liquid-based formulation technology, Gel formulation, Microparticle formulation, Nasal gel

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.

[Return to Table of Contents](#)



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)	36.33
Change (USD)	0.20 (0.55%)
Previous Close Price (USD)	36.13
Volume	141,700
52-Week High (USD)	40.45
52-Week Low (USD)	15.19
Date	06-Mar-2015
Exchange	NASDAQ(COMPOSITE)
Current Number of Shares Outstanding	24,104,721
Current Market Capitalization	893,803,055
EPS (Date Reported)	-0.43104

[Return to Table of Contents](#)

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	9.36	0	0	30-Jan-2015
Prudential Jennison Health Sciences Fund	Mutual Fund	United States	889,099	3.69	0	0	31-Jan-2015
Prudential Jennison Small Company Fund, Inc.	Mutual Fund	United States	229,883	0.95	206,747	8.94	31-Jan-2015
Fidelity OTC Portfolio	Mutual Fund	United States	208,938	0.87	0	0	31-Jan-2015
Hartford Healthcare Fund	Mutual Fund	United States	173,999	0.72	122,431	2.37	31-Jan-2015
iShares Russell 2000 ETF	Mutual Fund	United States	128,036	0.53	4,345	0.04	28-Feb-2015
Vanguard Total Stock Market Index Fund	Mutual Fund	United States	142,790	0.59	25,000	0.21	31-Jan-2015
Vanguard Extended Market Index Fund	Mutual Fund	United States	142,739	0.59	48,401	0.51	31-Jan-2015

[Return to Table of Contents](#)



Hartford Small Company Fund	Mutual Fund	United States	93,719	0.39	93,719	1	31-Jan-2015
Principal SmallCap Growth Fund I	Mutual Fund	United States	81,145	0.34	-1,430	-0.02	31-Jan-2015
iShares Russell 2000 Growth ETF	Mutual Fund	United States	57,152	0.24	9,712	0.2	28-Feb-2015
John Hancock VIT - Small Cap Growth Trust	Mutual Fund	United States	56,739	0.24	56,739	1	31-Jan-2015
Fidelity Spartan Extended Market Index Fund	Mutual Fund	United States	48,849	0.2	0	0	31-Jan-2015
Russell U.S. Small Cap Equity Fund	Mutual Fund	United States	37,385	0.16	5,130	0.16	31-Jan-2015
AQR Diversified Arbitrage Fund	Mutual Fund	United States	35,760	0.15	35,760	1	31-Jan-2015
Met Inv. Ser. Trust Blackrock Large-Cap Core Portf	Mutual Fund	United States	34,939	0.14	2,939	0.09	31-Jan-2015
USAA Science & Technology Fund	Mutual Fund	United States	31,320	0.13	21,100	2.06	31-Jan-2015
SEI Institutional Investments - Small/Mid Cap Equity Fund	Mutual Fund	United States	27,618	0.11	-1,060	-0.04	31-Jan-2015
John Hancock Funds II Small Cap Growth Fund	Mutual Fund	United States	27,384	0.11	27,384	1	31-Jan-2015
iShares Micro-Cap ETF	Mutual Fund	United States	19,442	0.08	825	0.04	28-Feb-2015

[Return to Table of Contents](#)

FINANCIAL PERFORMANCE

Sales and Income



	2013	2012		
Sales (USD M)	0	0		
Operating Income (USD M)	-19.85	-10.931		
Net Income (USD M)	-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

[Return to Table of Contents](#)

BALANCE SHEET

Assets (USD M)

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

Liabilities (USD M)

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

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

[Return to Table of Contents](#)

EPS Forecast

Year ending	Current Forecast	1 month ago	3 months ago
31-Dec-2015	-2.9	-3.01	-2.87
31-Dec-2016	-3.35	-3.19	-3.31
31-Dec-2017	-2.96	-2.54	-2.93

Other Forecasts

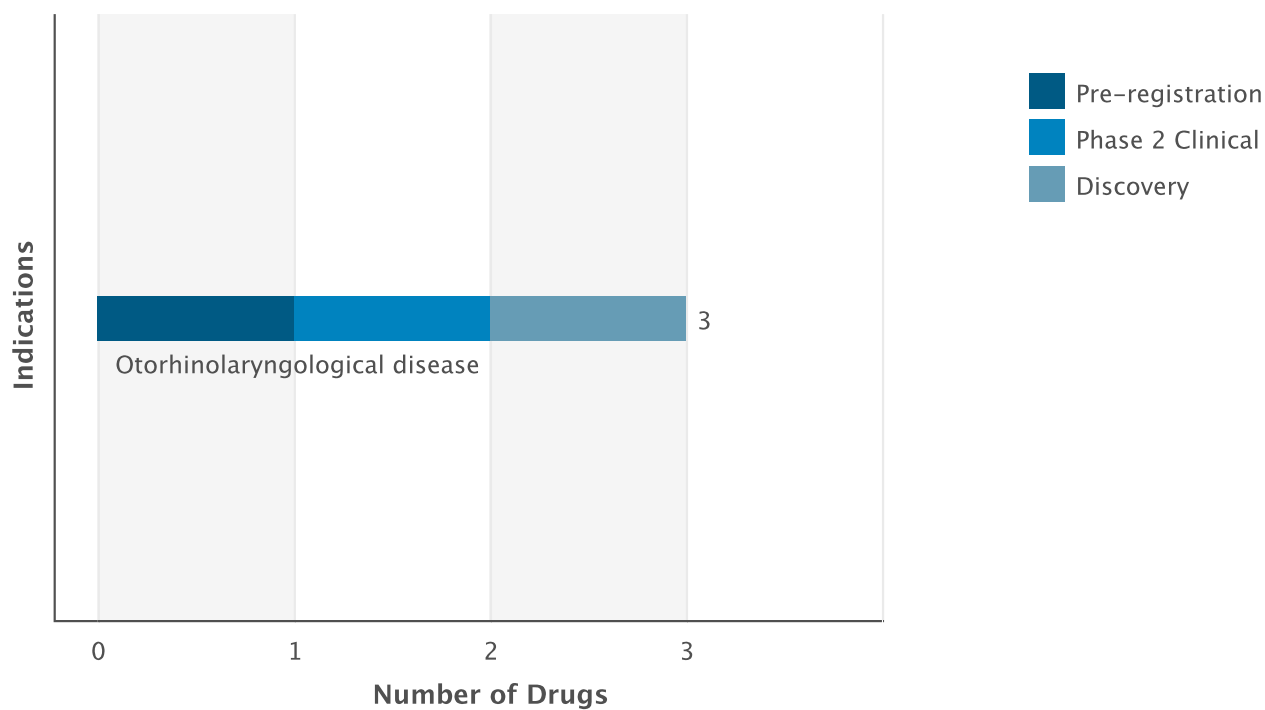
Year ending	DPS	CPS	Pretax	Sales
31-Dec-2015	0	-2.86	-65.92	0
31-Dec-2016			-80.73	10.74
31-Dec-2017			-75.6	43.18

PRODUCT PORTFOLIO SUMMARY

DRUGS

Drugs by Indication

Active Drugs by Indication Chart



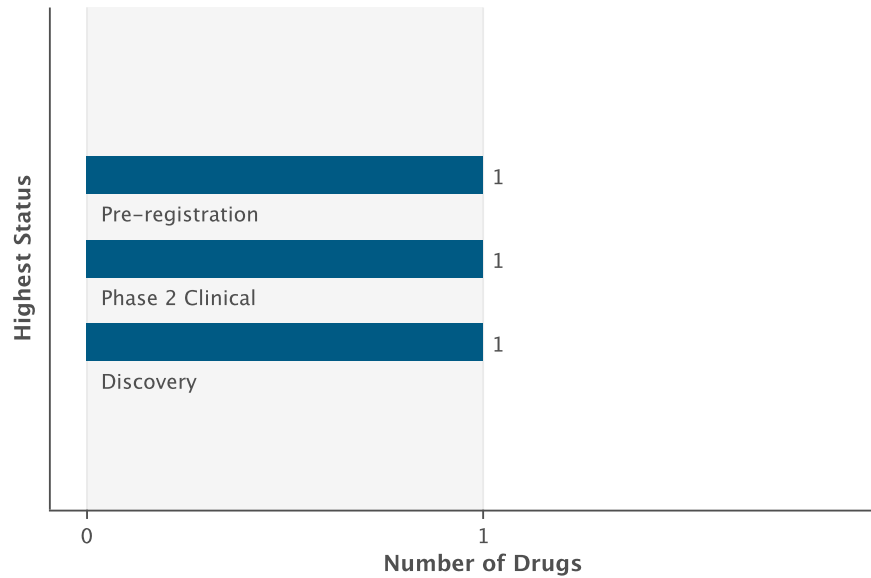
[Return to Table of Contents](#)

Drugs by Indication Table

Indication	Active	Inactive	Total
Otorhinolaryngological disease	3	0	3

Drugs by Highest Status

Active Drugs by Highest Status Chart



Drugs by Highest Status Table

Development Status	Number of Drugs
Pre-registration	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
-------------------	---------	-----

[Return to Table of Contents](#)



Trials by Condition Studied

Condition Studied	Ongoing	All
Otorhinolaryngological disease	3	7

Trials by Phase

Phase	Ongoing	All
Phase 3	1	3
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	2	0	2
Injury	1	0	1
Inflammatory disease	1	0	1
Otorhinolaryngological disease	9	0	9

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

[Return to Table of Contents](#)



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

Drug Name	ciprofloxacin (intratympanic sustained release gel, otitis media), Otonomy
Key Synonyms	AuriPro, ciprofloxacin
Originator Company	Otonomy Inc
Active Companies	Otonomy Inc
Inactive Companies	
Highest Status	Pre-registration
Active Indications	Otitis media
Target-based Actions	Topoisomerase IV inhibitor, DNA gyrase inhibitor
Other Actions	Bacterial nucleic acid synthesis inhibitor, Antibacterial
Technologies	Sustained release formulation, Antibiotic, Small molecule therapeutic, Parenteral formulation unspecified, Otic gel formulation
Last Change Date	27-Feb-2015

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

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

[Return to Table of Contents](#)



OTO-311

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

[Return to Table of Contents](#)



This report was created by Thomson Reuters, using information from *Thomson Reuters Cortellis™ for Competitive Intelligence*; a comprehensive, proven intelligence solution that leverages the most accurate, complete, and widely respected drug pipeline information.

For more information about *Cortellis for Competitive Intelligence*, visit:

http://cortellis.thomsonreuters.com/cortellis_for_you/?cid=thomsonone.

For subscription information, e-mail scientific.lifesciences@thomsonreuters.com.

© 2012 Thomson Reuters. All rights reserved.
Republication or redistribution of Thomson Reuters content, including by framing or similar means, is prohibited without the prior written consent of Thomson Reuters. 'Thomson Reuters' and the Thomson Reuters logo are registered trademarks and trademarks of Thomson Reuters and its affiliated companies.

[Return to Table of Contents](#)

