



**BIOTECH IN BAVARIA –**

*YOUR*

**A HUB FOR INNOVATION**

**REPORT**

**2013/14**

including more than 300 company  
profiles and contact addresses



# ANTIBODIES CONNECT

*„MorphoSys hat den erfolgreichen Wandel von einem Technologieanbieter zu einem biopharmazeutischen Unternehmen vollzogen. Unsere Fähigkeiten und Ressourcen umspannen dabei die Technologie- sowie die Produktentwicklung. Wir investieren in F&E, um ein eigenes Portfolio differenzierter Medikamente zu entwickeln – Biopharmazeutika, die in Bereichen mit ungedecktem medizinischen Bedarf einen echten Fortschritt herbeiführen können.*

*Mit ihrer Vielfalt und Breite zählt die MorphoSys-Pipeline zu den stärksten innerhalb der biopharmazeutischen Industrie. Die Pipeline reift weiter und die nächste Entwicklungsphase – die Marktzulassung erster HuCAL-Antikörper – rückt immer näher. Wir sind damit auf dem besten Weg, die Medikamente von Morgen Realität werden zu lassen.“*

Dr. Simon Moroney, CEO

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participants in the

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**BIOTECHNOLOGY**  
BAVARIA



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June, 2014

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## About this survey:


For the following report, a biotechnology company has been defined as a company, which develops and/or manufactures products on the basis of state-of-the-art molecular biological methods. Since “conventional” pharmaceutical companies are increasingly also using such methods, it is often difficult to differentiate between biotech and pharma. Phytopharmaceutical companies and manufacturers of homeopathic products have not been included in this compilation. We conducted separate surveys for biotech companies, pharmaceutical companies, (pre)clinical contract research organizations (CROs), contract manufacturing organizations (CMOs), suppliers and others with activities in the biotechnology sector. In the case of the biotech companies, a distinction was once again made between small and medium-sized companies (SMEs) having their headquarters in Bavaria on the one side, and branch offices and subsidiaries of national and international biotech companies (biotechnology companies, non-SMEs) on the other side. The term “non-SME” therefore does not say anything about the actual size of this branch office.

The data which formed the basis of this report are based on the evaluation of a written survey carried out by Bio<sup>4</sup> Biotech Cluster Development GmbH at the beginning of 2014 of approx. 380 Life Science companies throughout Bavaria. Based on the questionnaires returned and intensive follow-up telephone calls it was possible to achieve a response rate of almost 80 %. Possible deviations from previously published figures are the result of additional data obtained in this survey that also may refer to previous years. The period under review for this report is the year 2013 and in some cases the first few months of 2014.

## Company profiles:

There are about 300 companies listed in the appendix of this brochure (page 37 ff). Not every company being listed is also “counted” in this survey (for example some companies with very specific services or those from the Medtech area), and there are other Bavarian biotech and pharma companies having not activated their listing.





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# Innovationsstandort Bayern

# Innovation Hub Bavaria

**Der Schlüssel zum Erfolg der bayerischen Biotechnologie ist Kooperation.** Hier sind zum einen die Kooperationen der bayerischen Biotechnologie-Standorte miteinander zu nennen. Das Netzwerk *Bavarian Biotech Cluster* schafft einen regen Austausch zwischen und einen zentralen Zugang zu den Biotech-Standorten Erlangen-Nürnberg, München, Regensburg, Straubing und Würzburg. Jeder dieser Standorte hat in den letzten Jahren ein ganz eigenständiges Profil mit spezifischen Kernkompetenzen entwickelt. Mit gemeinsamen Aktivitäten unterstützt der Bavarian Biotech Cluster die Kooperation von Forschern und Unternehmen in Bayern, aber auch mit nationalen und internationalen Partnern und hilft so, die Wahrnehmung des High-Tech-Landes Bayern im In- und Ausland zu erhöhen.

Die Kooperationen der Wissenschaft, sowohl überregional als auch interdisziplinär, sind der andere wichtige Erfolgsfaktor: Die bayerischen Universitäten arbeiten eng miteinander und mit den außeruniversitären Forschungseinrichtungen wie Max-Planck-Instituten, Helmholtz Zentren und Fraunhofer-Instituten zusammen. Die Politik fördert eine weitere Verknüpfung, z.B. durch die überregionalen Gesundheitsforschungszentren, die sich der translationalen Forschung in den Feldern Krebs, Infektionskrankheiten, Lunge, Herz-Kreislauf-Erkrankungen, Neurodegeneration und Diabetes widmen. München nimmt hier national eine Sonderrolle ein und ist als einziger deutscher Standort an allen sechs Gesundheitsforschungszentren beteiligt – ein Beleg, wie attraktiv und gut vernetzt die bayerische Wissenschaftsszene ist.

Nach wie vor beobachten wir in Bayern eine hohe Gründungsbereitschaft. Viele Forscher an der Universität möchten beispielsweise ihre Innovation zum Nutzen der Patienten weiter vorantreiben. Nationale und bayerische Förderprogramme haben dazu beigetragen, die Qualität und den Reifegrad der Ausgründungen zu verbessern. Im Spitzencluster „m<sup>4</sup> – Personalisierte Medizin“ (s. Seite 14)

**Cooperation is the key to success for the biotechnology in Bavaria.** On the one hand this is cooperation between the Bavarian biotech locations. The network *Bavarian Biotech Cluster* creates a lively interaction and a central access to the biotech regions Erlangen-Nuremberg, Munich, Regensburg, Straubing and Würzburg. During the past years, each of these locations has developed a unique profile with specific core competencies. Joint activities of the *Bavarian Biotech Cluster* support co-operations of research and industry in Bavaria, but also with national and international partners and help to improve the global visibility of the hightech state Bavaria.



PROF. DR.  
HORST DOMDEY  
Spokesman Bavarian  
Biotechnology Cluster

Cooperation in science, both supra-regional and interdisciplinary, is another crucial success factor. The Bavarian universities closely cooperate not only with each other but also with non-university research institutes like Max Planck institutes, Helmholtz Center, and Fraunhofer institutes. Political initiatives, e.g. the German centers for health research, support further connections. These nation-wide networks focus on translational research in the areas of oncology, infectious diseases, lung diseases, cardiovascular diseases, neurological disorders and diabetes. Munich takes a special position as the only location nationwide housing all six national German centers for health research – a strong indicator for the attractiveness and degree of cross-linking in the Bavarian research landscape.

In Bavaria we still observe a high keenness for company foundations. Many scientists at the universities wish, e.g. to advance their innovations to the benefit of the patients. Effective national and Bavarian funding programmes have achieved a considerable improvement of the quality and the maturity of the spin-offs. In the Leading-Edge Cluster “m<sup>4</sup> – Personalized Medicine” (see page 14), numerous new alliances between academia and industry have been formed. The joint effort of biomarker-guided drug develop-

wurden zahlreiche neue Kooperationen zwischen Akademie und Industrie geschmiedet. Mit dem gemeinsamen Ziel der Biomarker-gestützten Medikamentenentwicklung sollen die Sicherheit und Wirksamkeit von neuen Therapien erhöht und die Ausfallraten reduziert werden.

Die im letzten Jahresreport bemühte „Achterbahnfahrt der Innovationen“ war auch 2013 nicht weniger wild, nicht weniger nervenaufreibend. Die wesentliche Erkenntnis daraus für den bayerischen Standort stimmt jedoch weiterhin zuversichtlich: Eine exzellente wissenschaftliche Basis bildet das breite und solide Fundament, auf dem immer wieder neue, aufregende Ideen platziert werden können. Der **Innovation Hub Bavaria** – ausführlich im 2. Teil dieser Broschüre dargestellt (s. S. 37ff) – würde sich freuen, auch Sie, lieber Leser, mit Ihren eigenen Innovationen willkommen heißen zu dürfen!

*ment will certainly improve safety and effectiveness of new therapeutic agents and reduce attrition rates.*

*The “roller-coaster of innovation,” which had been the theme of last year’s annual report, was no less wild, no less nerve-racking in 2013. But the essential finding you can draw from it gives rise to optimism: an excellent research basis forms the broad and solid ground work on which again and again new and exiting ideas can be placed.*

**The Innovation Hub Bavaria** – extensively presented in the second part of this brochure (page 37ff) – would be delighted to welcome also you, dear reader, with your own innovations!



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# Der Schnellüberblick

## Executive Summary

### Schwerpunkt Bio-Pharmazeutik:

Nach gut 25 Jahren Entwicklung gibt es in Bayern **über 200** Biotechnologie-Unternehmen, die sich mit großer Mehrheit (ca. **170**) im Bereich „biopharmazeutische Forschung&Entwicklung und Technologieplattformen“ mit der präklinischen und klinischen Forschung und Entwicklung von Therapeutika und Diagnostika bzw. mit Technologieangeboten zur Prozessoptimierung dieser F&E-Arbeiten bzw. während der klinischen Zulassungsphasen befassen. Weitere kleine und mittlere Biotechnologieunternehmen in Bayern beschäftigen sich mit „neuen Materialien“, neuen „industriell herstellbaren“ Substanzen für unterschiedliche Bereiche des täglichen Lebens, mit Bioinformatik, Umweltbiotechnologie und beispielsweise auch Innovationen für den Nahrungsmittelsektor. Im Pharmasektor stärken bedeutende Niederlassungen internationaler Unternehmen mit zum Teil sehr erheblichen Mitarbeiterzahlen den Standort Bayern: Roche Diagnostics (Penzberg, über 5100 Beschäftigte in Forschung und Produktion); MSD Sharp & Dohme (über 1000 Beschäftigte); AMGEN (mit Niederlassungen in Regensburg und München, über 300 Beschäftigte); LifeTechnologies/GeneArt (Regensburg); Novartis (mit mehreren Tausend Beschäftigten bei Novartis Pharma in Nürnberg sowie dem Hauptsitz der Generikasparte Sandoz in Holzkirchen bei München); Daichi Sankyo (über 1000 Beschäftigte, mit deutscher und europäischer Zentrale in München, einer großen Produktionsstätte – und der Forschungseinheit für Onkologie, die früher eigenständige U3 Pharma in Martinsried); dazu eine Vielzahl weiterer Niederlassungen internationaler Biotechunternehmen von Actavis, Biogen Idec über Celgene bis Myriad Genetics und Vertex. Eine wichtige Rolle spielen auch bayerische mittelständische Pharmaunternehmen, die oftmals als Contract Manufacturers von anderen herangezogen werden können, wie Haupt Pharma und Temmler, die nun zur Aenova-Gruppe gehören, oder PharmaZell in Rosenheim. Damit ist die gesamte Wertschöpfungskette für Biopharmazeutika in Bayern hervorragend aufgestellt. Aber auch im Sektor der small molecules oder innovativer APIs bilden bayernweit junge mittelständische und alteingesessene

### Focus on Pharmaceutical Biotechnology:

Today there are **more than 200** biotechnology companies in Bavaria, many of which (around **170**) are working in the field of “biopharmaceutical research & development and technology platforms”. This includes preclinical and clinical research and development of therapeutics and diagnostics as well as technologies for supporting these R&D activities and the subsequent clinical development and market approval phases. Other small and mid-sized enterprises as well as recent start-ups are focusing on “new materials”, new “industrially producible” substances for everyday applications, on bioinformatics, environmental biotechnology and also on innovations for the food sector. The biotechnology sector in Bavaria is supported and strengthened by large subsidiaries of several multinational pharmaceutical companies, who are significantly contributing to the overall employee head count in the region: Roche Diagnostics (Penzberg, more than 5100 employees in research and manufacturing); MSD Sharp & Dohme (more than 1000 employees); AMGEN (with subsidiaries in Regensburg and Munich and more than 300 employees); LifeTechnologies/Gene Art (Regensburg); Novartis (with several thousand employees at Novartis Pharma in Nuremberg as well as the headquarters of their generics subsidiary Sandoz in Holzkirchen near Munich); Daichi Sankyo (more than 1000 employees, with their German and European headquarters in Munich, as well as a large manufacturing facility nearby and a research unit for oncology, the previously independent U3 Pharma in Martinsried). In addition to these large pharmaceutical companies, there are a number of subsidiaries of international biotechnology enterprises in the region, including, e.g. Actavis, Biogen Idec, Celgene, Myriad Genetics and Vertex. Several mid-sized Bavarian pharmaceutical companies are also playing an important role in the region, for example Haupt Pharma (belonging to the Aenova Group) and Pharmazell, as they are often involved as contract manufacturers in various other companies and projects. Therefore, the entire value chain for biopharmaceuticals is very well represented in Bavaria. In addition, there is a broad range of small and mid-sized, young as well as long-

Unternehmen das ganze Spektrum der Möglichkeiten ab. Mit dieser Vielfalt an Firmenausrichtungen bilden die Unternehmen eine bayerische Pharma- und Biotechnologiebranche von über **300 Unternehmen mit über 26.000 Beschäftigten**.

## Industrielle Biotechnologie – neue Materialien:

Weitere biotechnologisch aktive Unternehmen sind in der Chemie, der Materialindustrie (u.a. rings um **Bayreuth**) sowie auch im Bereich „neue Energien/nachwachsende Rohstoffe“ in Bayern zu finden. So bildet die neue Demonstrationsanlage für Bioethanol aus Pflanzenreststoffen in **Straubing**, die mit dem SunLiquid-Verfahren für das Unternehmen Clariant industrielle Tauglichkeit austesten soll, den Kristallisationskeim für ein Kompetenz-Zentrum „neue Energie“ an der bayerischen Donau. Das *Netzwerk Industrielle Biotechnologie* (IBB) koordiniert neue Kooperationsprojekte von Martinsried aus (siehe Seite 20).

## Öffentlicher Anschub – private Unterstützung

Rund 500 Millionen Euro hat die bayerische Staatsregierung in den Aufbau der Biotechnologiebranche in den letzten 40 Jahren investiert. Das meiste davon in neue Forschungs- und Hochschulgebäude sowie u.a. in Gründerzentren. Hinzu kommen anteilige Gelder des Bundes für diese Neubauten aber auch spezifische Programme für Spitzenforschung (z.B. Exzellenz-Initiative, Spitzencluster in München und Erlangen). An privaten Investitionen sind in den letzten 20 Jahren deutlich über 3,5 Milliarden Euro in die bayerischen Biotech-Unternehmen geflossen.

*established companies working in the field of small molecules and innovative APIs, offering a large spectrum of opportunities, services and solutions. With this variety of expertise and focus areas, the local companies are contributing to a Bavarian pharma and biotechnology sector with more than **300 companies and more than 26,000 employees**.*

## Industrial Biotechnology:

*This is a further area of biotechnology with companies active in Bavaria, especially in chemistry, new materials (esp. around Bayreuth) and renewable energies/resources. A corresponding recent development is a new demonstration facility in Straubing, where bioethanol is obtained from plant material (agricultural non-food residues) applying the new SunLiquid technology by the company Clariant, and where this process is evaluated for potential industrial use. This facility is the initial nucleus for the development of a new “Competence Centre” for renewable energies along the Bavarian Danube river. The network for industrial biotechnology (IBB) is coordinated from Martinsried. (see page 20).*

## Public but even more Private Investments for better Health

*The Bavarian government has invested around 500 million Euro for supporting and fostering the biotechnology sector in the last 40 years. Most of this funding went into new research centres, academic institutes and incubation centres. Additional financial support for such infrastructural projects was received from the federal government, as well as specific funding for cutting-edge research initiatives (e.g. the Excellence Initiative, Leading-Edge Clusters in Munich and Erlangen). Private investments into innovative biotechnology enterprises in the region have now reached a total of more than 3,5 billion Euros.*



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- Sequencing of whole genomes, gene panels or specific target regions
- HLA genotyping



## Biodistribution

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# Biotech Centers in Bavaria

## Biotech in Bavaria

Bavaria is the southernmost and largest federal state of Germany. Bavaria is a leading location for high technology and innovation, i.e. automotive, digital technology and life sciences. Bavaria plays a leading role in all major areas of biotechnology. Among them are pharmaceutical biotechnology (diagnostics and new therapeutics), "omics"-technologies, personalized medicine and biomarker research as well as the industrial and environmental applications of this future technology.

The Bavarian Biotech Cluster is a publicly funded not-for-profit networking organization linking the biotech locations and start-up centers in Bavaria. It provides information about the sector and offers help to find the right contacts: from science to business and from business to science. By interlinking business and science, the Bavarian Biotech Cluster provides a state-wide network that supports and strengthens the translation process from scientific idea to final product.

### Services

- Basic and expert training for biotech employees
- Representation at international trade fairs
- Contact to all Bavarian biotech locations
- Entry point for the global biotech and pharma industry

### Medical Valley

*The European metropolitan area Erlangen-Nuremberg (EMN) is an internationally leading location for medical technology. Many highly specialized research institutions and both internationally leading and emerging companies are active in this area.*

[www.medical-valley-emn.de](http://www.medical-valley-emn.de)



### Munich Biotech Cluster m<sup>4</sup>

*With more than 270 life science companies, world-renowned universities and excellent research institutions, Munich is one of Europe's hot spots for research and innovation. The cluster has a strong focus on health, i.e. personalized medicine. The not-for-profit network organisation Bio<sup>M</sup> offers a wide variety of services like training, partnering, financing and events.*

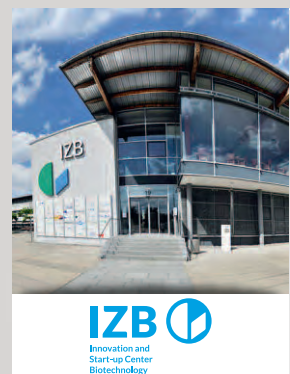
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### IZB Martinsried and Freising

*The Innovation and Start-up Center for Biotechnology (IZB) in Planegg-Martinsried (focus on medical biotechnology) and Freising-Weißenstephan (focus on bio, agricultural and nutritional sciences) has developed into one of the top biotechnology centers in the world and offers young biotech start-ups 25 000 m<sup>2</sup> of optimal building infrastructure for biotechnology.*

[www.izb-online.de](http://www.izb-online.de)







**IGZ Wuerzburg**

The Innovation and Start-up Center Wuerzburg close to the Julius-Maximilians-University offers lab space and has developed a comprehensive program for promoting start-up activities in the region.

[www.igz.wuerzburg.de](http://www.igz.wuerzburg.de)



**BioPark Regensburg**

BioPark Regensburg is a cluster management organisation and operates a Technology and Start-up Center on the grounds of the University of Regensburg offering 18 000 m<sup>2</sup> state-of-the-art laboratories and offices as well as comprehensive technology services.

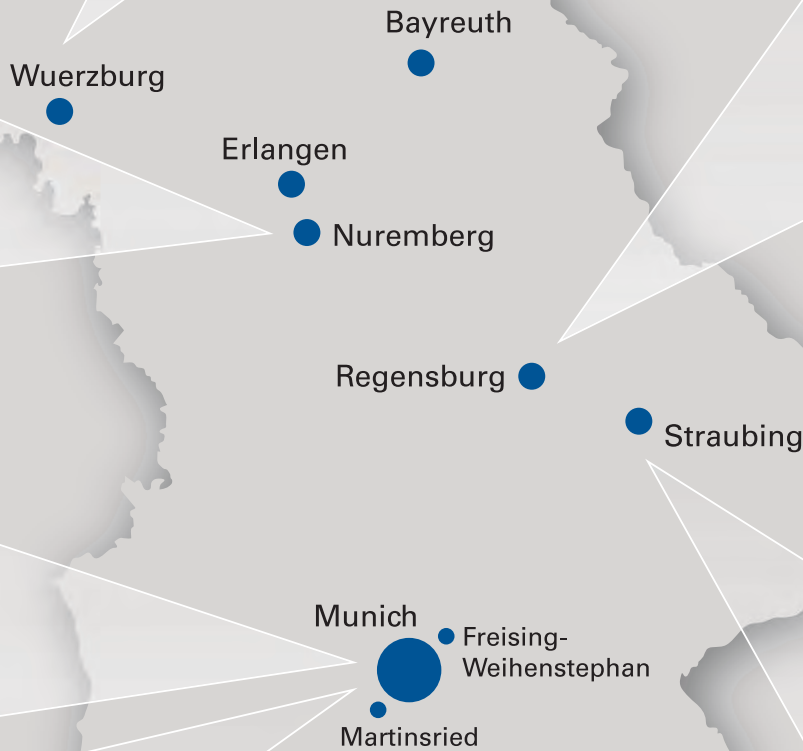
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**BioCampus Straubing**

Located 140 km (86 miles) north of Munich at the Danube river, Straubing is focussing on industrial biotechnology. The core competency is creating value from renewable resources at Straubings' specialized Danube port and its Business Center, the BioCubator.

[www.biocampus-straubing.de](http://www.biocampus-straubing.de)



# Munich Biotech Cluster m<sup>4</sup> – The Biotech Industry in Munich

The remarkable academic research background in Munich has been the basis for numerous biotech spin-off companies since the early 1990s. This has led to the development of a dynamic and well-connected biotech cluster of international recognition. Today, more than 300 companies are working in the life science sector in the Munich region. About 130 of the companies are small and medium-sized enterprises (SMEs). Subsidiaries of international biotech companies amount to 33. Among them is Roche Diagnostics, a pioneer in personalized medicine. Roche's site in Penzberg (south of Munich) is the largest research & development and production plant of Roche in Europe with more than 5100 employees. The value-added chain is completed by more than 50 contract research organisations and about further 30 international pharmaceutical companies. Taken together, the life science sector in Munich provides about 23,000 jobs in the industry and about 10,000 jobs in academic research and healthcare.



In May 2014, German Chancellor Angela Merkel (m.) and Bavarian Minister-President Horst Seehofer (r.) visited Roche Diagnostics in Penzberg. The research and production site for pharma and diagnostics with about 5,100 employees on 250,000 sqm is located 60 km South of Munich. Since 1998, Roche has invested about EUR 2 billion at the Penzberg site. (Left: Dr. Ursula Redeker, Roche Diagnostics; in the background: Dr. Christof Franz, Chairman Roche. Picture: Saskia Wehler)

## Innovation made in Munich

A strong indicator for the location's innovative potential is the fact that 6 out of the 11 approved drugs that have been developed by German biotech SMEs come from Munich. Munich-based Medigene was the first biotech company in Germany to receive approval for a drug by the FDA in 2003. In 2009, TRION Pharma got the first-in-class trifunctional antibody approved by the EMA. The Munich SME Micromet has developed the BiTE antibody technology, which has now advanced as a pioneer cancer therapeutic by AMGEN (Munich) who bought Micromet in 2012 for more than 1,1 bn US Dollars. Another example for innovation originating from Munich academic

institution is the spin-off U3 Pharma, which today is an affiliate of Daiichi Sankyo and forms its Munich-based European cancer research center.

The core competency of the regional biotech sector is to provide state-of-the-art technology platforms for research on and development of new drugs and diagnostics. Morphosys' famous antibody-technology has been partnered in about 70 projects of the Top 20 pharma companies worldwide; two phase 3 products of Roche and Novartis are "made by MorphoSys". Other technology-platforms comprise RNA-technologies, immunotherapies, proteomics, genomics, and metabolomics. Major success stories originate from nano-physics where Nanion, Nanotemper, Dynamic Biosensors or GNA-Biosolutions provide superb devices to measure molecular interactions or improve PCR. Other consumables, reagents and equipment as well as strong and versatile service providers support the value added biopharmaceutical chain locally but also on the global scale. The R&D for new drugs focuses on personalized medicine and orphan drug indications. Personalized medicine takes into account the genetic (or other relevant molecular) differences of patients and develops tailored therapies for subgroups of patients. With the support of the Leading-Edge Cluster programme „m<sup>4</sup> – Personalized Medicine“, about 100 partners from industry and academia have joined forces to develop safer, more effective therapies.

For start-up companies two dedicated biotech incubators are in place. The Start-up and Innovation Center (IZB) in Martinsried hosts about 40 companies, the IZB in Freising about 20.

Taken together, Munich's innovative SMEs working in the field of therapeutics' development are accumulating a well-filled pipeline of drug candidates, comparable in size



to a big pharmaceutical company. Cancer therapeutics, e.g. for leukaemia, pulmonary cancer and solid tumours, account for half of the pipeline candidates (56 %). About 8–9 % of the drug development projects target inflammatory as well as autoimmune diseases like rheumatoid arthritis. A smaller fraction deals with cardiovascular diseases, infectious diseases, neurological disorders and other indications.

## Scientific Excellence

Munich is characterized by a remarkably close connection between academic research and the industrial application of scientific results, providing ideal conditions for the development of new technologies and innovative concepts. Excellent basic research in all fields of life sciences is carried out at the two internationally renowned universities as well as in various other academic research institutions, the Ludwig-Maximilians-Universität (LMU) and the Technische Universität München (TUM). 3 Max-Planck institutes strengthen the Munich area with excellent research at the Max Planck Institutes of Biochemistry, of Neurobiology and of Psychiatry. The Helmholtz Zentrum München – German Research Center for Environmental Health comprises 40 institutes and departments for health-related research. The overall research objective is to transfer newly gained knowledge into medical applications, especially in the key topics diabetes, respiratory diseases and neurodegenerative disorders.

With its two university hospitals, Munich is a world-renowned location for high-tech medicine. The Klinikum der Universität München of the Ludwig-Maximilians-Universität is one of the largest hospitals in Europe with about 2,300 beds. Its largest facility is the Klinikum Großhadern, further hospitals are located in the city center. The university hospital of Technische Universität München, called Klinikum rechts der Isar, provides about 1,100 beds. Both university hospitals provide patient care in a wide range of specialized

clinics. Furthermore, there are more than 65 further public or private hospitals in the region. The high case numbers in the metropolitan area makes Munich an interesting location for clinical studies, also for rare diseases.

## Cluster Management

A significant share of Munich's life science expertise is clustered in the Southwest of the city, in Martinsried. Martinsried is the heart of Munich's biotech cluster and the home to its cluster management organization Bio<sup>M</sup> Biotech Cluster Development GmbH. Since 1997, Bio<sup>M</sup> serves as a not-for-profit service organization and supports the local biotech industry.

### **Bio<sup>M</sup> offers several services, in particular for small and medium-sized biotech enterprises:**

- network of Bavarian and international biotech locations
- entry point for international business partners
- start-up consulting
- financing & funding opportunities
- business development
- scouting & technology transfer
- coaching & training
- internationalization strategies
- public relations & marketing
- trade fairs & events
- databases (companies, job market, and more)
- information, surveys and news

[www.bio-m.org](http://www.bio-m.org)  
[www.m4.de](http://www.m4.de)

## 15 years of BioPark Regensburg – a little story of success

For years Regensburg, located at the northern most point of the Danube in Bavaria with a population of 150,000, is according to prognostic studies one of the most quickly growing and dynamic communities in Germany. Innovative industrial enterprises such as BMW, Osram, Infineon, Continental, Siemens or GE Aviation have settled here. 31,000 young people study at University and the East Bavarian Institute of Technology Regensburg (OTH), which is combined on a college campus with the university clinic and the district clinic.

A significant driver of this development was and is the active community promotion of the economy. Through consistent support of new technologies, the creation of the necessary infrastructure and fast, direct routes in the administration, we have been able to create a fertile breeding ground for technology-oriented companies explained Dieter Daminger, Vice Mayor and Councilor for Economic, Financial and Research Affairs of the City of Regensburg.

In addition to e-mobility, IT security and logistics and sensory technology, the field of the life sciences has been massively supported with municipal measures. The BioRegion Competition of BMBF1996 was the birth of the cluster initiative of BioRegion Regensburg. BioPark Regensburg GmbH was founded in 1999 as an enterprise of the City of Regensburg with the goal of establishing biotechnology as a new economic sector in this location and in the region and to offer commercial laboratories.



BioPark Regensburg GmbH – successful for 15 years on the university campus

In 1999 Dr. Thomas Diefenthal was acquired as an experienced manager. Following his doctorate at the Max-Planck-Institute, he established a laboratory centre in a mid-sized company and founded from this as managing partner his own biotech company. It was this experience he was able to gainfully bring to the construction of the BioPark buildings I to III and consultancy on start-ups.

Today the BioPark and the BioRegion Regensburg with 48 companies and 3,369 employees has developed into the second largest life science cluster and centre in Bavaria following Munich. With subsidies from the State of Bavaria, the City of Regensburg, the Government, the European Union and equity capital, the three buildings were able to be constructed directly on the university campus. BioPark I became operative in 2001, BioPark II in 2006 and BioPark III in 2011. With an average utilisation level of over 90 %, the BioPark can meanwhile be run independently despite subsidised leaseholders and is a good example of sustainable enabling policy. On an area of 18,000 m<sup>2</sup>, there are 35 companies and institutes here with 600 employees and an in-house childcare facility.



Successful dual leadership at the BioPark: Dr. Thomas Diefenthal (CEO) und Dieter Daminger (CFO)

Amgen, one of the largest US biotech companies in the world, has settled in the BioPark and operates here one of the most modern facilities for the search for active substances for new medicines. Geneart – the former start-up company at the university today belongs to the US company Thermo Fisher Scientific. At the BioPark with two Fraunhofer working groups and the Regensburg Center of Immunology (RCI), the germ cells for the first possible external university research institutes were laid in Regensburg. With the moving of the first laboratories into the BioPark, the Regensburg Center of Biomedical Engineering (RCBE) started the first interdisciplinary study course between the OTH and the Clinic.

In addition to the good infrastructure and support from BioPark Regensburg, the companies of the BioRegion Regensburg have profited from Bavarian Cluster policies. In this way the companies are able to best profit via the promotion of the state at trade fairs abroad and delegation trips (Bayern International), domestic trade fairs and events in the field of the life sciences (Bayern Innovativ) and the management of the Cluster Initiative Biotechnology Bavaria (Bio<sup>M</sup>). As a consequence the State of Bavaria has been biotechnology location number 1 in Germany for years, which is expressed in regular events in Munich (BIO Europe, Deutsche Biotechnologietage) or Regensburg (Annual Conference of the German Association of Innovation, Technology and Business Incubation Centres).

In the last 15 years 374 teams from the field of the life sciences took part in the Businessplan Competition North Bavaria promoted by the State of Bavaria. From these teams alone currently 116 companies are active in the market, of these 24 in BioPark Regensburg. All companies of the BioRegion Regensburg together have acquired in the last 15 years 496 million €, of this 116 million € in venture capital and 245 million € in equity capital. The BioPark managing directors Dr. Thomas Diefenthal (active full-time CEO) and Dieter Daminger (active part-time CFO) invested in particular with the acquisition of 135 million € in subsidies from the government, the State of Bavaria and the EU a large proportion of this. 42 million € alone was invested in the three BioPark buildings.

On 11 July 2014 an anniversary celebratory event is to take place with Minister of State Emilia Müller at BioPark. On the following Saturday 12 July the BioPark and its companies are holding an open day. For further information see:

[www.biopark-regensburg.de](http://www.biopark-regensburg.de)



# 15 years of BioPark Regensburg



## SUCCESSFUL INNOVATION CENTRE ON THE DANUBE



### Health Industry of Regensburg

- 1.4 billion Euro turnover
- 15,500 employees

### Cluster BioRegio Regensburg

- 48 companies (Life Sciences)
- 3,369 employees

### BioPark Regensburg

- 36 tenants
- 600 employees
- 18,000 sqm state of the art offices & laboratories (S1&S2)
- flexible leasehold concept & single office
- comprehensive range of technology & services
- personal consulting and flair
- direct motorway connection
- located on the University Campus (Infrastructure)
- own day-care facility
- excellent location factors
- over 40 start-ups since 1999
- conference rooms and theatre for external rent
- accessible routes to the most important networks
- active location marketing



Member of CLUSTER BIOTECHNOLOGY BAVARIA

A company of the City of Regensburg

**BIO****PARK**  
R E G E N S B U R G G M B H



# Top Science in Bavaria

## BioSysNet

The Bavarian Research Network for Molecular Biosystems aims at concentrating and expanding existing Bavarian competencies and skills in the area of biosystems research; in this way it will enhance international attention towards Bavaria in this innovative research field. The network builds on the expertise of the Bavarian Genome Research Network (BayGene) as well as the Bavarian Immunotherapy Network (BayImmuNet), which were established in 2004 and 2008, respectively. Within a designated time frame of five years, 24 outstanding projects at different Bavarian universities in Erlangen, Munich, Regensburg and Würzburg are funded by the Bavarian State Ministry of Education, Science and the Arts. Scientific director of this program is Patrick Cramer, Munich Gene Center. The main focus is to explore and explain the functions and regulations of molecular bio-systems. The program is composed of young junior scientists, who are now establishing new research groups in Bavaria, as well as outstanding research groups already located in Bavaria, who will receive only supplementary funding. The analysis of complex biological regulatory systems is an interdisciplinary undertaking and requires the coordinated cooperation of biochemistry, genetics, bioinformatics, biophysics and medicine. New methods and technologies shall help scientists to investigate the genome regulation on a cellular and molecular level. BioSysNet focuses on the development of modern diagnostic methods and therapeutic approaches. The network offers the prerequisites for outstanding scientists to do cutting-edge research on an international level. The intensive exchange between groups within the network guarantees a fast and efficient implementation of the envisioned research.

## BayImmuNet

Immunotherapy – therapeutic intervention in the human immune system – is one of the most important cornerstones of modern medical research. One of the current challenges is the translation of innovative therapy approaches from the laboratory into clinical application. In the area of immunotherapy – particularly antibody therapy

and cellular therapy – Bavaria has excellent scientific teams and, consequently, a high degree of scientific potential. Many of the projects carried out by those teams are already at a stage in which rapid translation into clinical application can be expected. However, with the regard to the university hospitals there is an investment bottleneck due to the Medical Preparations Act that is preventing rapid and efficient translation into clinical application.

**BayImmuNet**, a unique network established in Bavaria in 2008, has set itself the goal of achieving faster translation of new approaches in immunotherapy into clinical application.

Meanwhile this network is accomplished with further activities in Immunology in Bavaria: The “Science Alliance in Immune Medicine” and the “**Regensburg Center for Interventional Immunology**”.

## Bavarian Research Alliance (BayFOR)

There are more specialized research programs in Bavaria, for example: **FORIPS**, Bavarian Research Network Induced Pluripotent Stem Cells. Details for these and further research networks can be found at [www.bayfor.org](http://www.bayfor.org)

## Munich Center(s) of Excellence

In 2006 the German Research Foundation (DFG) selected in the so-called “excellence competition” 3 universities with compelling future concepts. Two out of the first 3 winners have been the Munich universities LMU and TUM. Both Munich universities were successful with different thematic concepts interconnecting both universities. Here we only focus on the meanwhile three “centers of excellence” in or close to life sciences.

## CIPSM: Center for Integrated Protein Science Munich

In CIPSM internationally recognized scientists in the Munich area from the two leading universities in Germany, LMU and TUM, as well as from the local Max Planck institutes and the Helmholtz Zentrum have joined their forces. CIPSM forms an umbrella under which the individual research facilities can develop their expertise jointly to form a center of scientific gravity. CIPSM will strengthen existing expertise by hiring new research groups to work on complementary aspects. These measures will catalyze the transition from classical protein science scattered all over the Munich region to a new systemic protein science that is expected to dominate research in the molecular life sciences beyond the funding period.

### Research areas are:

- protein biophysics,
- protein folding and transport,
- protein structures and networks,
- protein-nucleic acid interactions,
- protein engineering and chemical biology, and
- protein function and dysfunction in living organisms.

## NIM: Nanosystems Initiative Munich

The cluster "Nanosystems Initiative Munich" (NIM) brings together research groups in the Munich area covering the fields of physics, biophysics, physical chemistry, biochemistry, biology, electrical engineering, and medicine. It merges their combined expertise on man-made and biological nanoscale systems into a coherent and focused nanoscience cluster. While many individual nanoscale building blocks and components have been devised in recent years using top-down and bottom-up strategies, little is known about their integration into entire functional systems. The overarching vision guiding the research in this cluster will therefore be to design, fabricate and achieve control of a broad range of artificial and multi-functional nanoscale systems, and to

unlock their potential for possible applications in fields as diverse as future information technologies, the life sciences, or combinations of both.

### Research areas are:

- biomolecular nanosystems
- biomedical nanotechnologies
- quantum nanophysics
- hybrid nanosystems
- nanosystems for energy conversion

## SyNergy: Munich Cluster for Systems Neurology

Systems Neurology is a new research field where systems biology and systems neuroscience meet with clinical neurology to generate an integrative understanding of how neurological diseases emerge from the interplay of degenerative, immune and vascular mechanisms. Recent insights have revealed a more complex relationship between different disease mechanisms and prompt a rethinking of the relationship between disease entities and their underlying mechanisms. Such reassessment suggests that distinct disease manifestations cannot be explained in isolation but instead all root in an intricate network of shared pathomechanisms. To appropriately address these entangled "network" relationships, novel research tools and integrated approaches are needed. One approach that has been developed in basic life sciences to decipher such complex interactions and the resulting "emerging properties" is systems biology.

### Research areas are:

- inflammatory mechanisms of neurodegeneration
- bi-directional relationships between vascular dysfunction and neurodegeneration
- gliovascular response to inflammation

[www.biosysnet.de](http://www.biosysnet.de)  
[www.bayimmunet.de](http://www.bayimmunet.de)  
[www.bayfor.org](http://www.bayfor.org)

[www.en.uni-muenchen.de/about\\_lm/excellence\\_initiative/clusters](http://www.en.uni-muenchen.de/about_lm/excellence_initiative/clusters)

# Industrial Biotechnology in Bavaria – coordinated by IBB Netzwerk GmbH

The Industrielle Biotechnologie Bayern Netzwerk GmbH (abbreviated: IBB Netzwerk GmbH) is a network organization in service of industrial biotechnology and sustainable economic growth. Since 2008, IBB Netzwerk GmbH has been catalyzing the implementation of innovative biotechnological processes and procedures in the area of Industrial Biotechnology. One of its main tasks is to connect partners from large industry, small and medium sized enterprises (SMEs) and academia, to implement joint projects.

Another assignment is the management of the Network IBB which grew over time to almost 100 members to date. It includes large industry, SMEs, universities, research institutions and others. Under the umbrella of the Network IBB, there exist several sectors of industry members with the corresponding expertise (Figure 1).

## Focus of the Network

In the beginning, the focus of the network activity was

- the biotechnological production of bulk and specialty chemicals through integrated use of biomass, as well as
- the extraction and the use of performance-proteins.

Meanwhile, other topics have been added, such as

- the generation of innovative biomaterials, like biopolymers, and high quality ingredients for the food and cosmetic industry
- the utilization of plant proteins and secondary plant compounds as well as non-plant biomaterials;
- the production of second and third-generation biofuels, as well as
- process optimization.

The focus on additional topics shall help to integrate industrial biotechnology, for example, in the paint and coatings industry, in the production of lubricants and adhesives as well as lightweight materials, bio-plastics, textiles and many more.

## Achievements of the Network Members

With support of IBB Netzwerk GmbH, the Network IBB has mobilized until end of 2013 more than 100 million Euros for research and development projects, equipment and structural measures in the field of Industrial Biotechnology:

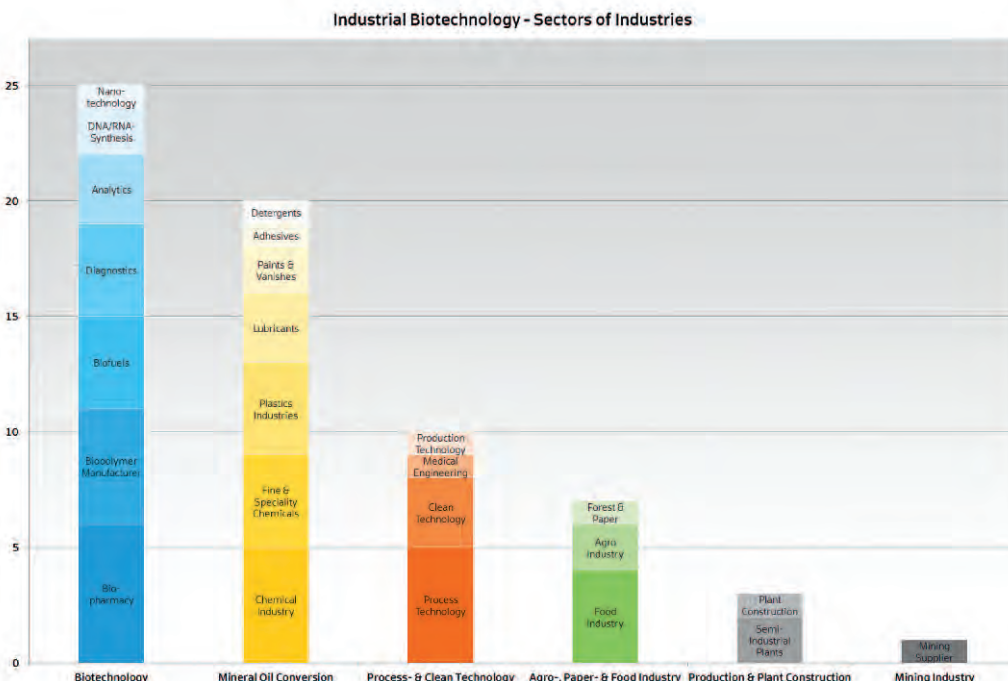


Figure 1: Sectors of industry members within Network IBB. Note that allocation to a certain sector is approximate and that some enterprises were assigned twice due to more than one focus of activities.





Figure 2: The concept of Advanced Biomass Value: an integrated biorefinery without residue streams.

- The total volume of 17 research and development projects in the IBB network amounts to about 47 million euros.
- € 43.5 million flow into the (re)construction of four different industrial plants (incl. accompanying research) and one plant of the Technical University of Munich - from pilot to demonstration-scale.
- € 10 million account for technical-structural measures, such as the Fraunhofer Project Group BioCat in Straubing, the master program "Industrial Biotechnology" at the TU Munich, or the ZIM cooperation network "Bioplastics".

## "Advanced Biomass Value": Sustainable Production by Energetic and Material Utilization of Algae biomass

One recent project highlight is the joint research project "Advanced Biomass Value" (ABV). The focus of the academic and industrial consortium is the complete valorization of algae biomass components in a waste free and energy efficient integrated biorefinery concept. Algae biomass represents a new, "third generation" biogenic feedstock, with hallmarks such as high biomass yields, low lignin content, and improved land use efficiency. Hence this biomass feedstock does not compete with food and feed production or agricultural activities in general. The aim of the nine project partners under the leadership of the Department of Industrial Biocatalysis at the Technical University of Munich is the energy-efficient production of algae biomass, its subsequent components fractionation and processing to a

complementary product portfolio. Primarily, algae lipids are converted into high-performance lubricants. Then, the remaining algae biomass is further processed to bio-kerosene via a fermentative procedure employing oleaginous microbial biocatalysts. The side products accumulated in the chemical biomass conversion to renewable aviation fuels is utilized in the production in CO<sub>2</sub>-adsorbing building materials. As a result, all resources are converted to value adding products in a noncompeting, synergistic commercialization strategy. ABV is funded with 4 million Euros by the Federal Ministry of Education and Research and runs until 2016.

At [www.ibbnetzwerk-gmbh.com/en/ibb-netzwerk/achievements-facts-and-figures/rd-projects/](http://www.ibbnetzwerk-gmbh.com/en/ibb-netzwerk/achievements-facts-and-figures/rd-projects/) you can find all research and development projects in the Network IBB.

### CONTACT

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# Facts and Figures 2013

## Number of Companies

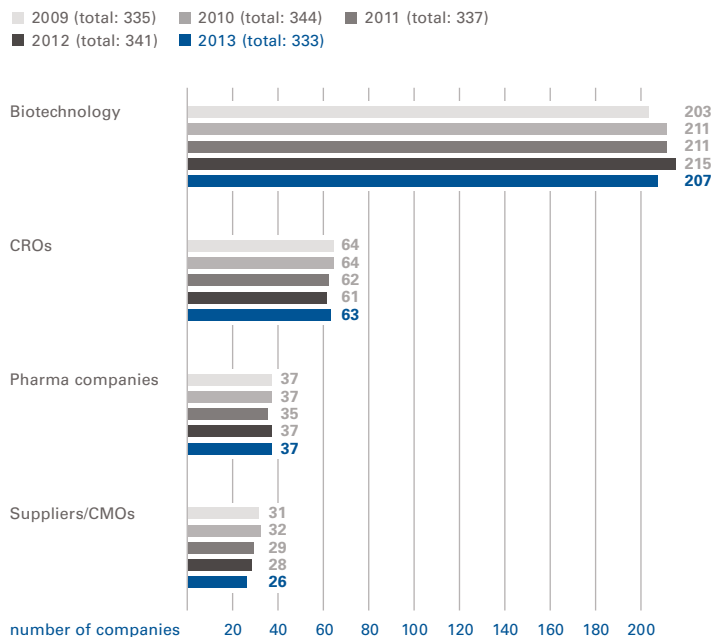
In contrast to previous issues of this survey we have categorized companies into 4 distinct groups and combine Bavarian biotech-SMEs (small and medium sized enterprises according to OECD, as non-subsidiary, independent firms) and non-Bavarian biotech companies (with headquarters outside Bavaria, formerly called “biotech-non-SME”) to one single category “Biotechnology”. Additionally we count “Pharma”, “CROs” (contract research organizations that support clients through clinical development, as well as CROs that focus on preclinical laboratory research) and “Suppliers”.

For the first time we combine “native Bavarian” biotechnology companies with international subsidiaries of many different countries which have chosen Bavaria as the place to work. The reason is rather simple: in the last few years there were several mergers and acquisitions of innovative Bavarian biotechnology companies, which have not led to a closure of these firms but (in the majority of cases) to a new, renamed facility of a new “mother-company”: for example **Evotec** acquired Kinaxo to build “Evotec Munich”, **Amgen** acquired Micromet to found “Amgen Research Munich”, **Vectura** acquired Activaero in early 2014. And again: the staff and the location remain

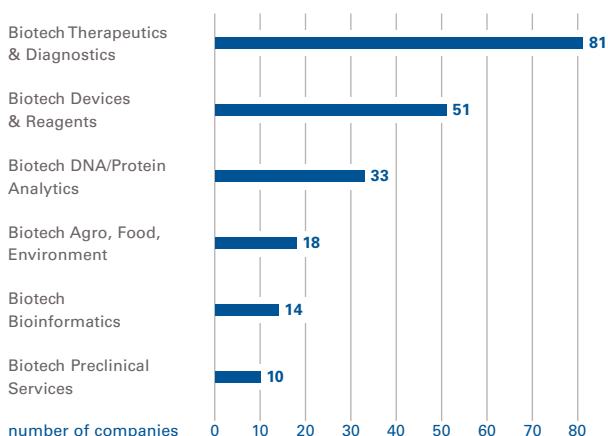
the same, some investors are very happy and only the door plate had to be changed – and the Bavarian Biotech Cluster benefits from these kind of acquisitions as “seal of quality”. Also the foundation of many international subsidiaries in Bavaria is a very good proof for the high quality of the biotech environment: **Exosome Diagnostics**, **Myriad Genetics** and **Vertex** are some of those new additions to **Biogen Idec**, **Celgene**, **Gilead** and many others who came to Bavaria many years ago. It is therefore only consequent to combine the native and the subsidiary biotech companies to one category as they comprise no “disconnected area” of the same branch industry (any more).

According to this, the number of **biotechnology companies** in Bavaria in 2013 amounts to **207** (compared to 215 in 2012). The small decline is related to severe setbacks in late-stage clinical trials of CuracYTE and Agennix leading to the closure of the companies as well as some other closures, mergers or relocations of companies of the SME-Biotech type. Even having a drug approved is no longer a free pass to stellar revenues – a hard lesson learned by Trion Pharma whose tri-functional antibody Removab® got the approval in 2009 but did not get the reimbursement support needed.

### BIOTECH/PHARMA COMPANIES IN BAVARIA



## BAVARIAN BIOTECHNOLOGY AREA OF WORK 2013



On the other hand, there were 7 new start-ups founded (see below) in 2013 which was however not enough to compensate the reduction in company numbers. **Pharma** and **CRO** companies are (seemingly) of the very stable kind of industries as they show the same range of numbers over many years. In 2013 there were 37 pharma companies (2012: 37) and 63 CROs (preclinical and clinical active research organizations) in Bavaria (2012: 61). In the case of CROs these stability in numbers does not reflect the real situation, as many of the international “clinically active” CROs are affected by mergers and acquisitions which also show their consequences in the Bavarian offices at the end.

In addition, successful drug development could not be done if there weren't **suppliers** equipping lab space and **CMOs** (contract manufacturing organisations) with their expertise in the professional production of pharmaceuticals, altogether 26 companies. Bavaria is in the fortunate position to have them all – and thus to provide for the whole value-added chain of (bio)pharmaceuticals.

Overall there are 333 companies in Bavaria which work as very dedicated biotechnology companies (104 of them after the strict definition of the OECD, see [www.biotechnologie.de](http://www.biotechnologie.de)), as “other biotechnology active companies” (another 104 companies). These two-thirds are to be supplemented with pharma, CROs, suppliers, etc., together another 124 companies. These numbers clearly demonstrate that Bavaria is the leading biotech state in Germany!

## Company Foundations

In 2013 a number of newly established companies (SMEs and international subsidiaries) started operations in Bavaria, many of which are “real” new foundations (7), and some are relocations into the Munich Biotech Cluster. Many foundations are not academic start-ups but foundations by local serial entrepreneurs. The existence of such highly experienced people in the Bavarian Biotech Cluster is a good sign for a successful future of biotechnology in the region.

**On the next pages, we will take a closer look at the state of employment in Bavarian companies.**

## NEW COMPANIES (FOUNDED & RELOCATED)

COMPANY	CATEGORY	ORIGIN
<b>Systasy Bioscience GmbH</b>	Biotech & Therapeutics	start-up
<b>Isarna Therapeutics GmbH</b>	Biotech & Therapeutics	change of name
<b>nanoSaar AG</b>	Devices & Reagents	start-up
<b>siTOOLS Biotech GmbH</b>	Devices & Reagents	start-up
<b>SYMPLANTA GmbH &amp; Co. KG</b>	Agro, Food, Environment	start-up
<b>Trianta Immunotherapies GmbH</b>	Biotech & Therapeutics	start-up
<b>Volvox Therapeutics GmbH</b>	Biotech & Therapeutics	start-up
<b>Vertex Pharmaceuticals GmbH</b>	Biotech & Therapeutics	new subsidiary
<b>ABF Pharmaceutical Services UG</b>	CMO/CRO	new subsidiary
<b>FGK Pharmacovigilance GmbH</b>	CRO	spin-off



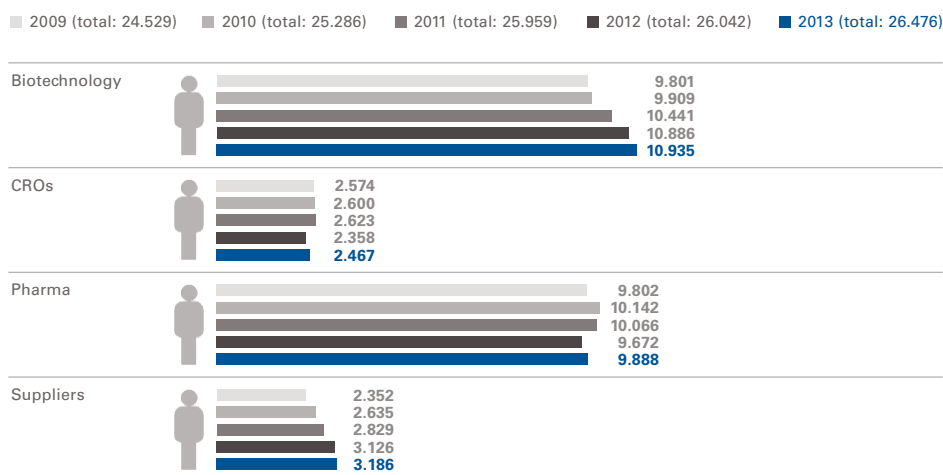
# Employment

## Jobs in Biotechnology and Pharma Companies

In spite of some setbacks in some Biotech-SMEs, we can show a positive chart for the development of employment in biotechnology in Bavaria over the last years amounting to **11,000** in 2013. For some years the staff numbers in Biotech have been topping those in Pharma. In comparison to 2012 the employment increased slightly about **+1 %**; since 2009 the biotechnology industry grew about **+13 %**.

The pharma sector shows a quite similar development for the last two years and grew about **+1,4 %** to 9.810 employees. These are exactly the same staff numbers that pharma had shown in 2009. CROs and suppliers seem to be very stable as well, with only minor changes in staff numbers over the last few years.

### NUMBER OF EMPLOYEES IN THE BAVARIAN BIOTECH CLUSTER



## Fields of Business of Biotechnology Companies

In Bavarian Biotechnology, the main focus is on biopharmaceutics. Taking all companies together, more than 80 are working in the area of researching, developing and producing new therapeutics and diagnostics.

Also the majority of the "native" Bavarian Biotech SMEs is focusing on development and marketing of therapeutics or diagnostics. These SME only employ about 4000 people in 2013, about 3100 of them in the Greater Munich Area.

Using other criteria for biotechnology-statistics you can be easily fooled by false impressions of the German landscape: Ernst & Young counts Qiagen as a company in the Netherlands, ignoring 1300 employment numbers and the central point of work in Hilden/Duesseldorf in North-Rhine Westfalia. Every german region is counting "biotech" on different statistical background, some „health regions" triple the OECD count of companies to huge numbers, and so forth. OECD ignores Roche Dia-

gnostics and many of the smaller clinical (NGS) diagnostic labs in Bavaria employing more than 6.000 people and working with biotechnology measures very dedicatedly, etc.

In *our view* employment in Bavaria's biopharmaceutical biotechnology industry can be summarized as follows: The whole sector of therapeutics and diagnostics development employs nearly 8.000 people, i.e. 70 % of the Bavarian biotech industry. In fact one might even add the area of "DNA and protein analytics" and "preclinical service" as their mission is helping to find, identify and validate new drug candidates for the companies researching on new therapeutics, biomarkers or companion diagnostics.

**Altogether the employees in Bavarian biopharmaceutics industry count to more than 10,000, around 85 % of all employees in the biotechnology sector.**

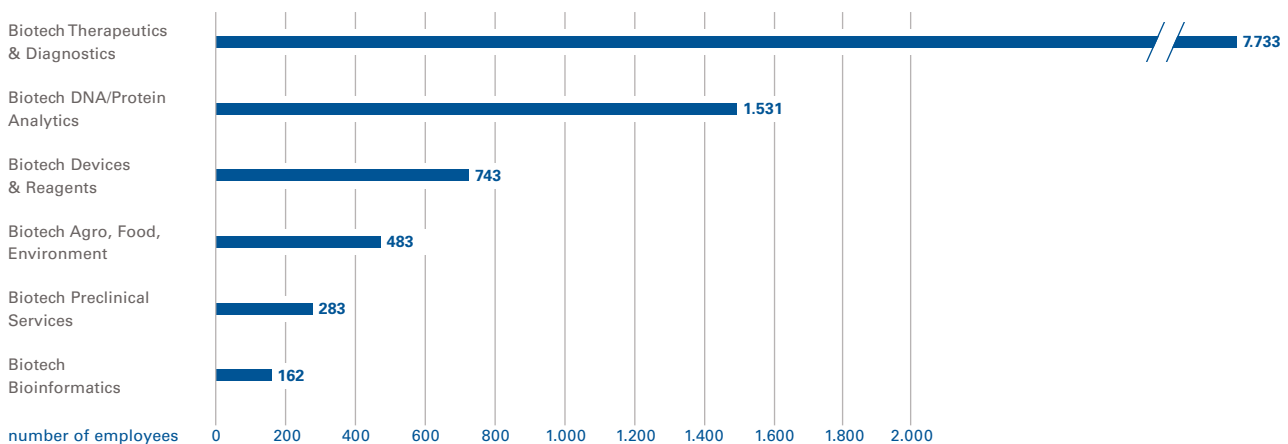
## Total Number of Employees in the Bavarian Life Science Industry

**Taking together the entire pharmaceutical and biotechnology industry in Bavaria** – but excluding the medtech area, which has not been included at any point in this survey – **employee numbers reached a total of around 26,500 in 2013, a plus of 500 employees compared to 2012 or +2 %.** In addition to the overall stable employment figures within the industry, **around 10,000 employees are working in the life science departments of Bavarian research institutions.**

According to a ranking of “Genetic Engineering & Biotechnology News, GEN”, March 2014, ([www.genengnews.com](http://www.genengnews.com)), Bavaria ranks within the TOP 9–10 of all listed US clusters when looking at employment, public funding and granted patents.

**Altogether, the sector provides more than 36,500 jobs in (academic) science and industry throughout Bavaria with the main portion being located in the Greater Munich Area.**

### NUMBER OF EMPLOYEES IN BIOTECHNOLOGY COMPANIES IN BAVARIA 2013



# Products and Pipeline

## Drug Development

Drug development is a matter of cost – and luck. No company, big or small, is immune to failure at any stage of a clinical development. Of course, if the pipeline in one and the same company is broad, any setback can (at least theoretically) be balanced with another success. Pharma calculates the spending for a approved drug at about 1.5 billion US-\$. On the other side there are some small biotechs spending only (!) some hundred of millions to get approval according to a Forbes Magazine article in May 2014 – these are the very lucky ones every cluster or region wants to harbor.

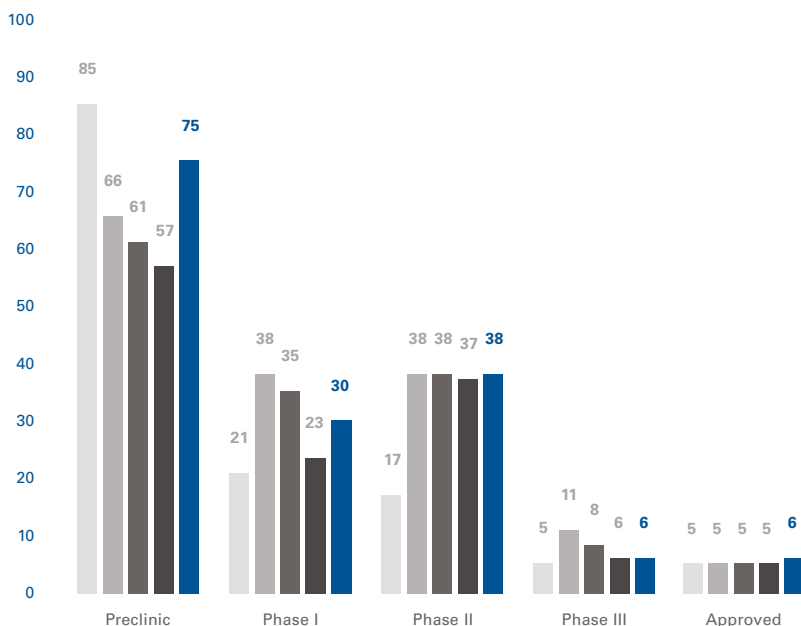
But there is bad luck as well: In 2013 Bavarian drug developers Curacyte, Agennix and Willex were faced with failures in late stage clinical trials (phase 3) leading to closures or heavy restructuring. Other companies are on the hunt for partners to share risk and financing burden, and their good news in 2013 and the last months show the value of their products they work on (see section

Cooperations/Deals). A very clear change in business model has emerged in the Bavarian “therapeutic” companies: half of them offer their technology platforms to partners in BigPharma and international Biotech, and became co-developers themselves. These partner projects have reached an order of magnitude of about 40 in 2013, about 20 in preclinical and clinical development phases respectively. We include these clinical partner programmes in this survey with two Phase 3 drugs; Antibodies “made by MorphoSys”, one with Novartis and one with Roche in different indications (muscle disease and Alzheimer’s disease). Morphosys, 4SC, Medigene, Pieris, ethris, Evotec, priaxon, Bicolll and all the other companies benefit from the partnerships in milestone payments and royalties if the drugs get approval .

Munich biotech SMEs have currently nearly 30 new compounds in clinical development, approximately 30 % of the total German clinical drug development pipeline –

### DRUG PIPELINE IN BAVARIA

number of clinical studies/drugs    2009    2010    2011    2012    2013





# Best Practices for Life Sciences Agreements

more than any other German location. Looking at the approval statistics of biotech SMEs in Germany, the success of Munich companies is also very clear: from 11 currently approved drugs 6 have derived from Munich, 2 from Ulm (2 biosimilars of former Merckle Biotec, which now belongs to the Israeli Teva Group), 1 from Cologne, one from Berlin and one from Leipzig.

The figures show the Bavarian drug pipeline according to the number of (pre)clinical trials and by indications in phase 2 onwards (see also next page).



Von Dr. Wolfgang Weitnauer, M.C.L., RA und  
Dr. Henning Mennenöh, LL.M., RA  
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**Neu im Juli 2014**

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PHASE II	PHASE III	APPROVED
<p><b>4SC AG:</b> hepatocellular carcinoma, Hodgkin's lymphoma, inflammatory bowel disease.</p> <p><b>advanceCor:</b> ACS acute coronary syndrome, stroke</p> <p><b>Bavarian Nordic:</b> small pox, breast cancer, colorectal cancer</p> <p><b>Donatur:</b> Periarthritis</p> <p><b>Isarna:</b> different types of cancer</p> <p><b>Medigene:</b> triple negative breast cancer, pancreatic cancer, primary biliary cirrhosis, rheumatoid arthritis</p> <p><b>MorphoSys (with Novartis):</b> cancer, inflammation, ophthalmology</p> <p><b>MorphoSys (with Janssen Biotech):</b> psoriasis, rheumatoid arthritis, asthma</p> <p><b>MorphoSys (with Oncomed):</b> cancer</p> <p><b>MorphoSys (with GSK):</b> multiple sclerosis</p> <p><b>MorphoSys:</b> acute lymphocytic leukemia, non-Hodgkin lymph., chronic lymphocytic leukemia</p> <p><b>SuppreMol:</b> idiopathic thrombocytopenic purpura,</p> <p><b>Neovii:</b> gastric cancer</p> <p><b>Vasopharm:</b> traumatic brain injury</p> <p><b>Wilex:</b> advanced non-metastatic pancreatic cancer</p>	<p><b>Bavarian Nordic:</b> advanced prostate cancer, small pox/USA</p> <p><b>Neovii:</b> immune therapy/USA</p> <p><b>MorphoSys (with Roche):</b> Alzheimer's disease</p> <p><b>Morphosys (with Novartis):</b> pathological muscle loss and weakness</p> <p><b>Wilex:</b> clear renal cell cancer</p>	<p><b>Neovii:</b> transplantation (ATG-Fresenius S), (ATG*-SCT) malignant ascites (EU, Removab®)</p> <p><b>Medigene:</b> genital warts (Veregen®), prostate cancer (Eligard®, sold), Rosacea, inflammatory lesions (Oracea®, sold)</p> <p><b>Bavarian Nordic:</b> small pox (IMVANEX®)</p>

Late stage drug pipeline in more detail, indications.

In summary, drug development showed again its up and down characteristics and, despite failures, even a new approval can be mentioned in 2013: the Munich-Kopenhagen-Berlin company BavarianNordic gained European approval for its small pox vaccine IMEVAX. Overall, the Bavarian biotech drug development pipeline shows good stability and many interesting candidates in early development – which is of special interest to find and attract new cooperation partners. Compared to last year, the number of preclinical studies increased to 75 (2012: 57). In clinical phase I and clinical phase I/II the number of clinical studies increased to 68 compared to 60 in 2012 showing steady progress in early stages.

Another “seal of quality” for Bavarian drug development is to be published while production of this survey: the US Big Biotech Amgen acquired Munich Micromet in 2012

for more than 1,1 bn US-\$. This acquisition aimed at Micromet's technology platform of bispecific antibodies, called “BiTE”, and a late stage product pipeline. At ASCO 2014 Amgen presented promising results from a phase II trial of the BiTE-antibody “blinatumomab” in a rare but severe leukemia indication (relapsed or refractory (r/r) B-precursor acute lymphoblastic leukemia, ALL). About 50 % of the patients showed complete remission, but not all data are available yet. Amgen is examining whether the data will be sufficient for an advanced approval.

# Cooperation, Deals, M&A, Financing

## Cooperations

A clear sign for Bavaria as innovation hub are the numerous collaborations with global TOP pharma and biotech companies. These agreements add to a huge amount of money (see "Financing") and foster the Bavarian industry. In 2013, many new research and development collaborations have been closed. We will only name some of them:

**Ethris** has entered into a research alliance with **Shire** focused on the development and commercialization of novel RNA-based therapeutics. **Priaxon** and **GlaxoSmith-Kline** have entered into a research and development collaboration regarding small molecule modulators of protein-protein-interactions, including hit identification and lead candidates for pre-clinical development. Similarly, inhibitors of protein-protein-interactions are also the goal of the lead discovery collaboration of **Proteros biostructures** and **Priaxon**. **Exosome Diagnostics** and **Eli Lilly** have entered into a collaboration agreement for biomarker discovery and validation using **Exosome Diagnostics** proprietary nucleic acid extraction kit. **XL-protein** and **Wacker Biotech** have announced successes in their existing collaboration regarding the production of a Fab antibody which is being tested as a novel therapeutic agent for treating autoimmune diseases. Using Wacker's proprietary *E. coli* based secretion technology, record yields of the PASylated Fab antibody were obtained.

## Licensing Deals

**XL-protein** has licensed its proprietary PASylation technology to **GENERIUM**, who will make use of this technology for half-life extension on a blood clotting factor and a cytokine. XL-protein has received a seven digit USD upfront payment and is entitled to milestone-dependent payments as well as royalties on sales. **Bayer Pharma AG** has licensed **ChromoTek's** cell cycle chromobody technology for real time monitoring of cell cycle progression in drug discovery. This agreement follows a collaboration in which ChromoTek provided custom cell line development.

**Bavarian Nordic** has been awarded a contract valued at up to USD 228 million by BARDA, a division of the U.S. Department of Health & Human Services for the continued supply of the company's smallpox vaccine. **Exosome**

**Diagnostics** and **Qiagen** have entered a partnership to develop and commercialize kit products for the capture and processing of RNA and DNA from biofluid exosomes and other microvesicles. **Formycon** has closed an exclusive global license deal with **Santo Holding** for its first biosimilar. The seven-figure upfront payment may be followed by milestone-dependent payments in the nine-digit-range. **Xenios** and **Leukocare** have entered a strategic alliance for the development and marketing of Xenios' extracorporeal support systems with Leukocare's anti-inflammatory surface coating.

Some of the developments in single companies are featured in more detail:

### 4SC AG

2013 was a year with plenty of news for 4SC, a discovery and development company of targeted small molecule drugs. Two partnering deals for compounds from the company's research were closed: An exclusive research and license agreement was entered with **LEO Pharma**. This includes the joint research, development and commercialization of a candidate for the oral treatment of inflammatory skin diseases such as psoriasis. 4SC has received an upfront payment of € 1 million and may receive prospective further milestone payments. Furthermore, a patent transfer agreement was signed with **Panoptes Pharma**, Vienna. The agreement gives Panoptes Pharma full patent rights to an anti-inflammatory, small molecule substance which is currently in preclinical development stage. In return, 4SC Discovery receives a share of 24.9 % in Panoptes Pharma and is entitled to subsequent, performance-based milestone payments and royalties based on the sales revenue generated with the compound.



4SC and **BioNTech** have entered into a research collaboration to identify new anti-cancer agents directed against specific molecular targets. This is the second strategic partnership of the companies, following a license agreement for 4SC's TLR agonists in 2012.

The joint research platform idea-to-candidate (i2c) of **4SC Discovery** and **Crelux** has also attracted a number of new partners. With **AiCuris**, the two companies have started drug discovery collaboration to identify and validate novel small molecule compounds targeting pathogen-specific interactions in infectious diseases. Based on previous collaborations, an agreement with the Belgian pharma company **UCB** regarding early development in the area of neurological disease has been closed.

#### **MorphoSys AG**

The shares of MorphoSys AG showed an impressive development in 2013, mainly driven by success in the drug development pipeline and partnered programs. The year started with the completion of the sales of the research and diagnostics antibody segment **AbD Serotec** to **Bio-Rad Laboratories**. The deal yielded a purchase price of € 53 million and has sharpened MorphoSys' profile as a drug development company.

Two proprietary development projects have been partnered with big pharma: First, a global agreement was closed with **GlaxoSmithKline** (GSK) to develop and commercialize MOR103. The proprietary antibody against GM has concluded Phase 1/2 development in mild to moderate rheumatoid arthritis. Second, MorphoSys signed an agreement with **Celgene Corporation** for the joint development and co-promotion of MOR202 in Europe. MOR202 is a fully human monoclonal antibody targeting CD38 to treat patients with multiple myeloma and certain types of leukemia. In addition to an upfront license fee of € 70,8 million, Celgene also invested € 46,2 million to subscribe for new shares of MorphoSys AG.

Furthermore, a number of partnered programs yielded milestone payments. Milestone payments from **Novartis** were received for the start of a Phase 1 clinical trial in the therapeutic area of ophthalmology and for the start of a phase 2/3 clinical trial in sporadic inclusion body myositis. Two clinical milestone payments were also received from **Janssen Biotech** following the initiation of two clinical trials in asthma and in rheumatoid arthritis. Finally two antibodies "made by Morphosys" are in late stage development in **clinical trials phase 3**, one with **Novartis** and one with **Roche** in Alzheimer's disease. With **Heptares Therapeutic** an agreement was signed to discover novel antibody therapeutics targeting G protein-coupled receptors (GPCRs) which are membrane proteins involved in a broad range of biological processes and diseases.

#### **Pieris**

In 2013 Pieris received two milestone payments from **Daiichi Sankyo**. They were triggered by the delivery of several functional picomolar affinity Anticalins designed to bind an undisclosed target, including the successful *in vitro* and *in vivo* studies validating a range of Anticalins – Pieris' proprietary technology-platform.

The ongoing partnership with the **Sanofi** Group has been expanded and will include a novel multispecific Anticalin program. A long-term cooperation with **Stelis Biopharma** was initiated for the clinical development and commercialization of multiple novel Anticalin-based protein therapeutics worldwide, primarily focusing on ophthalmology.

Pieris also signed a broad co-development alliance with **Zydus Cadila**. The Indian drugmaker receives exclusive marketing rights in India and several other emerging markets, while Pieris retains exclusive marketing rights in key developed markets.

### Wilex AG

After disappointing results of a phase 3 study in clear cell renal cell carcinoma in 2012, Wilex had been forced to restructure and discontinue its clinical development activities. The strategy is to commercialize the clinical product candidates. With **Nuclea Biotechnologies** and **Immuno-Biological Laboratories**, Wilex was successful in finding commercialization partners for its diagnostic portfolio. In 2013 and 2014, several license agreements for drug candidates were terminated and Wilex received repayments of development costs. This applies to the agreement for RENCAREX with **Prometheus Laboratories** and the license for REDECTANE with **IBA Pharma**. For MESUPRON, a license and development agreement was closed with **Link Health**. A preclinical antibody programme was returned to **UCB**. Wilex receives a reimbursement of the development costs and keeps the exclusive right to develop the antibody in oncology.

Wilex' subsidiary **Heidelberg Pharma GmbH** will continue to develop and commercialize the antibody drug conjugate (ADC) technology and has signed a license agreement with **Roche** in 2013.

## Update 2014 – Q1-Q2

In the first half of 2014, numerous new co-operations were started. **Bavarian Nordic** and the US Defense Threat Reduction Agency (DTRA) closed a USD 0.5 million contract for the use of the MVA-BN vaccine platform technology against *Burkholderia*. **4SC Discovery** has entered into a cooperation with the university clinic Heidelberg and will receive € 1.3 million for

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research and development of an anti-malaria agent. **ChromoTek** and **NMI Technology Transfer** have started a cooperation to advance Chromotek's Chromobody technology in new cellular models using NMI's lentiviral transduction technology. **MAB Discovery** has entered into a collaboration with **Genmab** and will generate antibodies for multiple Genmab targets.

**MorphoSys** and the **Moulder Center for Drug Discovery Research** have formed a strategic alliance focused on the discovery of new therapeutic antibodies. **Definiens** and **Clariant Diagnostic Services** have closed an agreement which extends the use of Definiens' automated image analysis software in clinical applications for immunohistochemistry testing in breast cancer. **Sirion Biotech** and **Horizon Discovery** have signed a supply and distribution agreement regarding Sirion's custom shRNA development services and shRNA and cDNA over-expression reagents. **Pieris** has again received an undisclosed milestone payment from **Daiichi Sankyo**; in 2013, the development program had been transferred to Daiichi Sankyo, which is now conducting preclinical toxicity studies. Pieris' collaboration with **Sanofi** has also triggered an undisclosed milestone payment. **Evotec Munich** has achieved the first milestone in its biomarker alliance with Roche, as **Roche** decided to employ one of the biomarkers identified by Evotec's proteome profiling platform in a clinical phase 1 study. **Isarna Therapeutics** has entered into a strategic manufacturing agreement with **Sanofi**. By outsourcing the production of its antisense oligonucleotide compounds, Isarna plans to advance rapidly into clinical trials. **Medigene** has closed an exclusive global license agreement for the development and commercialization of its candidate drug RhuDex. For the indications hepatology and gastroenterology **Dr. Falk Pharma** has taken over responsibility and costs for future development.

## Mergers and Acquisitions

In 2013, **Entelechon** was acquired by **Eurofins MWG Operon** – now renamed to **Eurofins Genomics**. By the acquisition the bio-analytical service provider extends its gene synthesis business.

In 2014, **Activaero** was acquired by **Vectura Group** for a total of € 130 million. The use of synergies of the two merged companies shall create a therapeutic area specialist for respiratory diseases. Activaero's research and development will be continued in Munich and Würzburg.

**Medigene** has acquired **Trianta Immunotherapies**, a spin-off of the Helmholtz Zentrum München, only a few months after its foundation. Trianta is developing three highly innovative and complementary immunotherapy platforms with programs in clinical development to treat various tumor types. The previous Trianta shareholders received newly issued Medigene shares worth approximately € 4 million and potential incremental payments dependent upon the achievement of future milestones.



## Financing

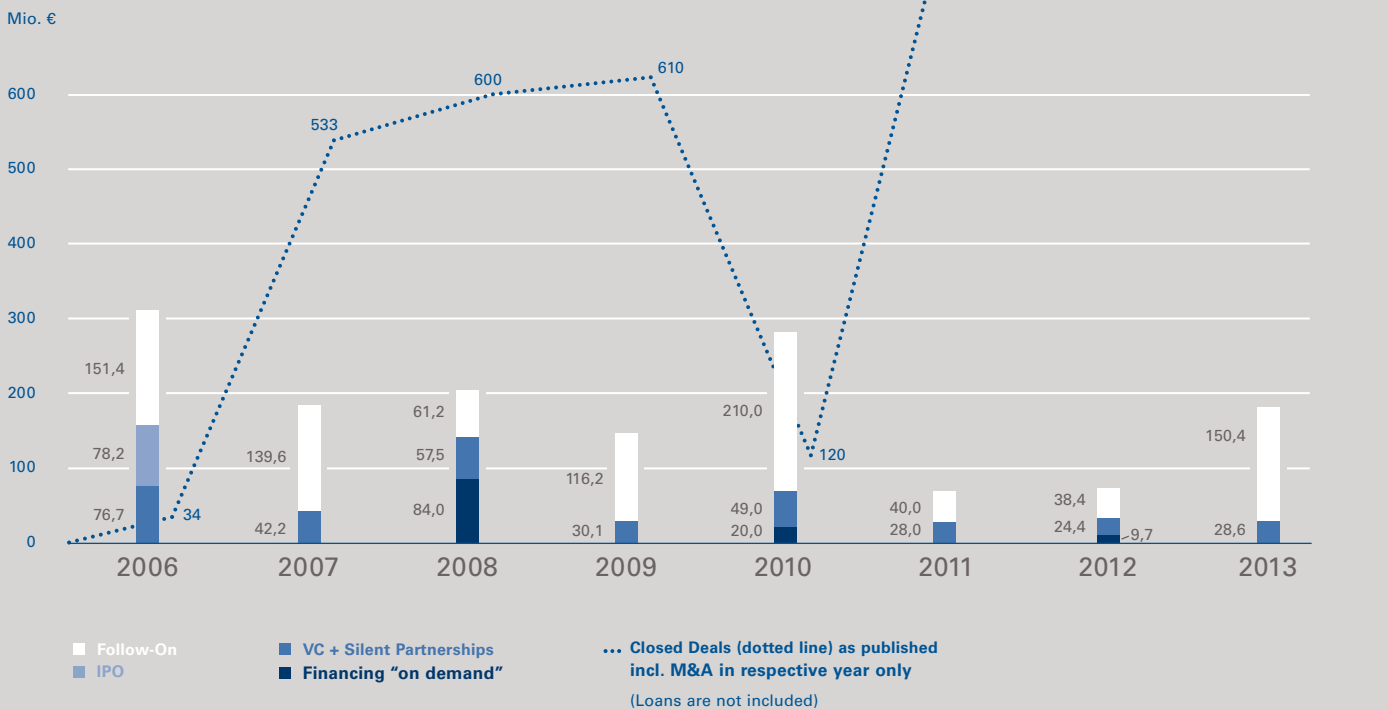
The total amount of public and private financing rounds in Bavarian Biotech SMEs in 2013 increased more than twofold to an amount of € 179.6 million compared to 2011 (only about € 70 million) and 2012 (again about € 70 million). This increase is due to a fivefold higher public follow-on financing compared to 2012 strongly dominated by **MorphoSys** with about € 130 million.

**Thus nearly two-thirds of the public financing in Germany (€ 218 million) in 2013 was raised by Bavarian companies,** whereas only 20 % of the German venture financing (according to "The German Biotech Sector" report 2014, www.biotechnologie.de) could be attracted to Bavaria. In contrast to the situation nationwide where VC-money dropped -33 % in 2013 compared to 2012 (€ 137 million

vs. € 205 m in 2012), venture capital in Bavaria slightly increased to € 28.6 million compared with the low level in 2012 (€ 24 million).

Two series A financing rounds could be closed in 2013. One of them being **advanceCOR GmbH** (Martinsried), raising € 6.5 million with a consortium of MIG AG, Bayern Kapital GmbH, Bio<sup>M</sup> AG and KfW. The company was started by the Corlmmun founders with the aim to further develop the projects which were sold back to Corlmmun owners after the 3-digit-million acquisition of Corlmmun by Janssen-Cilag GmbH in June 2012.

### EXTERNAL FINANCING AND DEALS



## Follow-on Investments

Also a number of C and D financing rounds could be closed. **SuppreMol GmbH** (Martinsried) closed a financing round in May 2013. The second closing of this series D round was again led by MIG AG and Santo Holding GmbH with BioMedPartners AG as co-lead investors. Max Planck Society and FCP Biotech Holding GmbH invested also in this round. Together with the first closing from September 2012 of € 6.5 million, the total of this series D round was € 16 million. SuppreMol will use the funds to further advance the Phase II studies of its lead candidate SM101.

**Lophius Biosciences GmbH** (Regensburg) was able to close a series C financing of about € 4 million. With VRD GmbH and WIC GmbH two new investors will financially support the company alongside existing investors such as S-Refit, HighTech Gründerfonds (HTGF), Bayern Kapital and two Business Angels. Lophius Biosciences intends to introduce its technologies and products in the field of T-cell based diagnostics.

**Vasopharm GmbH**, a drug developer in Wuerzburg, completed a series F financing round of € 5 million with the existing investors HeidelbergCapital Private Equity, Entrepreneurs Fund and Bayern Kapital. The consortium was joined by new investors Hanseatic Asset Management LBG and Dr Andrew Clark, Chairman of the Board of vasopharm. The proceeds of this round will be used primarily for the preparation of a Phase III clinical study of the lead compound VAS203.

Follow-on investments by listed companies increased nearly 4-fold from € 38.4 million in 2012 to € 151 million in 2013. About 85 % of this amount (€ 130.2 million) was raised by **MorphoSys** in two capital increases. In a first round, US Biotech company Celgene Corporation subscribed for new shares worth € 46.2 million. This investment is part of a cooperation agreement to jointly develop the drug candidate MOR202. Linked to this agreement is an upfront license payment of € 70.8 million and the overall deal value may be up to € 628 million (assuming all milestones will be reached). Another € 84 million could be raised by a second capital increase via new shares. Meanwhile, the market capitalization of MorphoSys is above € 1.8 billion.

The biosimilar company **Formycon AG** (Martinsried) generated € 17.4 million in three consecutive capital increases. Supplementary, Formycon signed an exclusive licensing agreement with Santo Holding GmbH. Under the terms of the agreement, Santo Holding will assume responsibility for the development and commercialization of the Formycon biosimilar drug. Formycon will perform the entire further development of the product for Santo Holding.

**Leukocare** (Martinsried) raised € 3.4 million as follow-on financing from existing shareholders and new investors.

## Other Investments

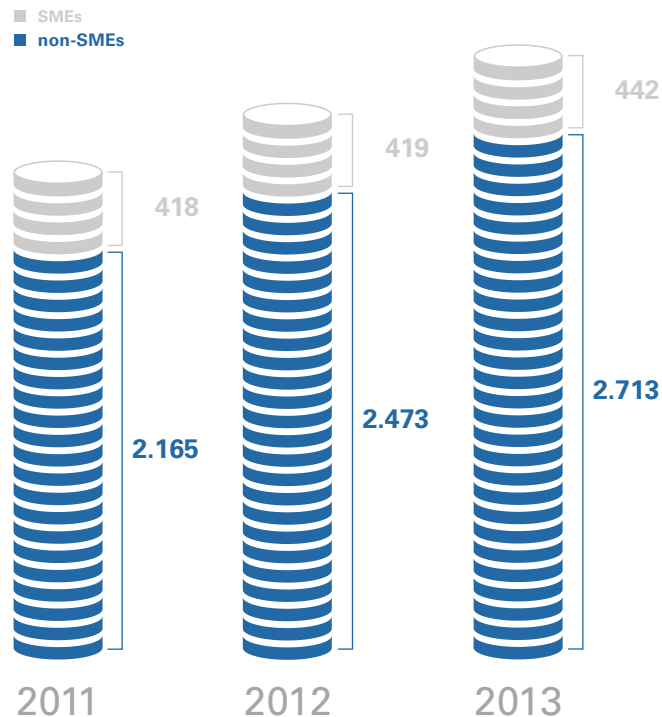
In 2013, **Roche** invested € 480 million in the development of their production plant in Penzberg near Munich. € 200 million were invested in a newly built production unit for diagnostics (diagnostics operations complex II), thereby creating 50 new positions. Another € 280 million will be used to increase manufacturing capacity, thereby creating 200 new jobs.

## Revenues

According to the 80 % feedback from our questionnaire, **total revenues in 2013 for all biotech companies can be estimated at around € 3,155 million! This represents an increase of about +9 % compared to 2012.**

The „native“ biotech SMEs account for about 15 % of these total revenues (as shown in the figure in light grey) and showed an increase of **+5 %** compared to 2012.

## REVENUES IN MIO. €



## Summary

In the past years, the Bavarian biotechnology sector has grown to the number one region in Germany especially in the field of biopharmaceutical development. It showed stable growth rates over the last years despite perceptible lack of venture money – an “all-german” challenge. Bavaria can count on an intact technology leadership position and excellent research institutions like Max-Planck, Fraunhofer and Helmholtz and its many universities. Translating health research into better understanding of

disease, applying -omics knowledge to find relevant biomarkers for targeted and personalized therapeutics and diagnostics to serve patients with better options is the motivation of the Bavarian biotech industry and its academic partners.

**The Bavarian innovation hub is well on its way, well connected to the leaders in healthcare – and happy to welcome also you!**





# Company Profiles



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## 2bind GmbH

BIOTECH DNA & PROTEIN ANALYTICS

Keywords: Antisense/Nucleotides, Drug Development, Peptide/Protein, Molecular Diagnostics, Antibiotics, Small Molecules

The 2-bind GmbH is a service provider for molecular interaction analyses based on the patented and powerful Microscale Thermophoresis technology of Nano Temper. This new technology detects changes in the hydration shell of molecules in solution and is the ideal assay for measuring biomolecule interactions and for determination of dissociation constants. Applications range from the analysis of molecular interactions to enzymatic assays.

- Advantages of Microscale Thermophoresis
- Measurement in solution without surface immobilisation
- Free choice of reaction conditions
- Small reaction volumes (3 µl) with low material requirement
- Fast measurements in a dynamic range (nM-mM)
- Interactions between very small and very large molecules can be determined

## 4SC AG

BIOTECH DNA/PROTEIN ANALYTICS

Keywords: Autoimmune Diseases, Small Molecules, Molecular Modelling, Medicinal Chemistry, Drug Development, Oncology

The Group managed by 4SC AG discovers and develops targeted small-molecule drugs for the treatment of diseases with a high unmet medical need in various autoimmune and cancer indications. These drugs are intended to provide patients with innovative treatment options that are more tolerable and efficacious than existing therapies, and provide a better quality of life. 4SC's aim is to generate future growth and enhance its enterprise value by entering into partnerships with pharmaceutical companies. At the end of 2012, 4SC Group had 90 employees. The company was founded in 1997 and has been listed on the Prime Standard of the Frankfurt Stock Exchange since 2005 (ISIN DE0005753818).

## 4SC Discovery GmbH

BIOTECHTHERAPEUTICS & DIAGNOSTICS

**Keywords:** Medicinal Chemistry, Analytical Chemistry, Small Molecules, Autoimmune Diseases, 3D-Structural Analysis, Molecular Modelling, Inflammation

4SC Discovery GmbH is a 100 % subsidiary of 4SC AG that offers integrated drug discovery services, from hit finding and chemical lead optimisation through to early development candidates. The company offers customers in the pharmaceutical, biotech and chemical industries the cost and time-to-market benefits that result from a drug discovery process based on a powerful, computer aided screening and discovery platform. 4SC Discovery also applies its comprehensive pharmacological expertise to the investigation of new compounds in the areas of cancer and autoimmune disease. The company aims to engage in partnerships with pharmaceutical and biotech companies to accelerate further development and commercialisation of these research programmes.

## ABF GmbH

CRO

**Metabolomics, Analytical Chemistry, Biomarker Discovery & Development**

ABF is an accredited (ISO 17025, GLP) bioanalytical contract research laboratory with almost three decades of experience in method development, validation and application in the field of biomarkers and biomonitoring. The lab has particular experience in the analysis of compounds within clinical and toxicological studies by application of LC-MS/MS and GC-MS(/MS). Clients are from the occupational, environmental, food, tobacco and pharma fields. Since end of 2001, ABF provides its services to corresponding industry, academic and governmental institutions. We can offer skills of a staff (10 employees), almost all of them with an academic background, with a wide range of know-how, allowing flexible working approaches. Our aim is to provide excellent, high quality services; meeting or exceeding our customers expectations. Our service goes beyond sample analysis, we help customers to evaluate and interpret data.



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## Acino AG

PHARMA & CHEMICAL INDUSTRY

Keywords: [Pharmacology](#), [Drug Delivery](#), [Medicinal Chemistry](#)

Acino has specialised in the development, registration and manufacture of generic and innovative pharmaceutical products using sophisticated formulation technologies, for which Acino also holds patents. By focusing on solid oral dosage forms with modified release as well as therapeutic systems for transdermal drug delivery such as patches and biodegradable, subcutaneous implants, Acino supplies the leading companies in the European drug markets. Acino offers the pharmaceutical industry a comprehensive range of services from product development and registration through procurement and contract manufacturing to packaging and logistics.

Headquartered in Basel, the Acino Group generated a total sales revenue of EUR 143 m in the first half year 2013.

## Actavis Deutschland GmbH & Co. KG

PHARMA & CHEMICAL INDUSTRY

The new Actavis Inc. is a powerful combination of the highly successful and previously separate Watson Pharmaceuticals Inc. (NYSE:WPI) and privately-held, Swiss-based Actavis Group. Actavis is the world's third-largest generic pharmaceutical company, with more than 750 molecules in 1,700 dosage combinations marketed globally through operations in more than 60 countries. Actavis' branded pharmaceutical business, which operates under the name Actavis Specialty Brands, develops and markets products principally in Urology and Women's Health. Actavis is committed to developing and marketing biosimilars products in Women's Health, Oncology and other therapeutic categories.

## Activaero GmbH

MEDTECH

Keywords: [Inflammation](#), [Respiratory Diseases](#), [Infectious Diseases](#), [Small Molecules](#), [Peptide/Protein](#), [Devices](#), [Drug Delivery](#)

Activaero is a therapeutic area specialist developing cutting-edge solutions for treatment of severe respiratory diseases, including Asthma, COPD, CF and other severe lung diseases. Activaero's clinically proven treatment approach ensures highly efficient and safe local drug deposition in the lungs to fight severe respiratory diseases with dramatically better therapy outcomes. The unique combination of effective but underutilized drugs with Activaero's inhalation technology is fuelling a pipeline of highly differentiated respiratory therapeutic solutions. Activaero has a comprehensive proprietary clinical development program under way and its treatment strategies are validated by partnerships with leading pharma and biotech companies.



## Active Motif Chromeon GmbH

BIOTECH DEVICES & REAGENTS

Keywords: Nanobiotechnology, Microscopy, Fine Chemicals/Reagents

Active Motif Chromeon provides innovative fluorescent reagents for Life Science research applications including several lines of fluorescent chromophores: Chromeo Dyes, RuLabels and Py-Dyes. Chromeo Dye excitation and emission properties match common excitation sources and filter sets, ideal for microscopy and plate-based assays. RuLabels are phosphorescent ruthenium probes that emit strongly polarized light with a long decay time, which enhances sensitivity and reduces background. The Py-Dyes possess unique physical and spectral properties that make conjugation simple, while greatly reducing background. As alternative to organic dyes, a set of bright and bio-compatible fluorescent nanoparticles is offered. They represent excellent tools for increasing the sensitivity of your assays.

## advanceCOR GmbH

BIOTECH THERAPEUTICS & DIAGNOSTICS

Keywords: Cardiovascular Diseases, Peptide/Protein, Drug Development, Inflammation

advanceCOR is a drug-developing biotech company which focuses on personalized medicine in cardiovascular diseases. They concentrate on innovative biological drugs in indications with unmet medical needs. One innovative drug, Revacept is currently in phase II clinical development for the treatment of stroke and acute coronary and cerebral vascular syndromes. Revacept is a lesion-specific inhibitor of atherothrombosis. Further preclinical candidates are under development, i.e. COR-2 and COR-3. COR-2 is a biological which prevents foam cell formation in atherosclerotic plaques. COR-3 is a recombinant protein which binds to atherosclerotic plaques and then bi-specifically binds to circulating progenitor cells. advanceCOR is financed by the MIG AG, KfW Bank, Bayernkapital, HTGF and Bio<sup>M</sup> AG. The founders and management of advanceCOR bring together knowledge and reputation in research and clinical medicine together with biotech experience.



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## Aenova Holding GmbH

PHARMA & CHEMICAL INDUSTRY

With a planned turnover of around EUR 750 million in the current financial year, the Aenova Group is one of the leading companies in the global pharmaceutical and healthcare industry. The group's portfolio of services covers the entire value chain for the development and production of all the main dosage forms and product groups in the field of medicines and dietary supplements. The Aenova Group's high standards of quality, innovative technologies and clear vision for the future have enabled it to become European market leader in the business-to-business field. The company, which has its headquarters near Munich, operates 20 sites in seven countries throughout the world. More than 4000 employees contribute to the group's success.

## Agrobiogen GmbH

BIOTECH AGRO, FOOD, ENVIRONMENT

Keywords: [Agrobiotechnology](#), [Transgenic Animals](#), [Gene Transfer](#), [Genomics](#), [Xenotransplantation](#), [Automation](#)

Agrobiogen focuses on and is experienced in the application of molecular-genetic techniques in livestock animals (especially molecular-genetic diagnostics and gene transfer). Many transgenic rabbit lines and several cattle clones have been established. As a service for other biotech companies transgenic farm animals are generated using conventional microinjection procedures and nucleus transfer. Detection of pathogens like BVDV, as well as parentage control of animals, SNP genotyping and analysis of DNA markers are offered as a service for breeders, veterinarians and companies. Agrobiogen has developed a simple labour-saving system for collection of tissue samples and extraction of DNA from millions of animals for high-throughput analysis.

## Agrolytix, Lehrstuhl für Prozessmaschinen und Anlagentechnik, Dr. Stefan Schwab

BIOTECH AGRO, FOOD, ENVIRONMENT

Agrolytix is specialized in microcapsulation of active ingredients especially for plant protection products.



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## Alcon Pharma GmbH Division Vision Care

PHARMA & CHEMICAL INDUSTRY

Alcon, the global leader in eye care, provides innovative products that enhance quality of life by helping people worldwide see better. The three Alcon businesses – Surgical, Pharmaceutical and Vision Care – offer the widest spectrum of eye care products in the world. Alcon is the second largest division of the Novartis Group, with pro-forma sales of USD 10.5 billion in 2013. Headquartered in Fort Worth, Texas, USA, Alcon has more than 25,000 employees worldwide, operations in 75 countries and products available in 180 markets.



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## ALGORA Gesellschaft für Medizinstatistik und Vertriebssysteme mbH

CRO

Keywords: Infectious Diseases, Oncology

Algora is a niche CRO successfully operating on clinical trials in Germany. Services include phase II-IV trials as well as large observational studies and range from protocol development to final study reports. Algora manages complete study projects or delivers individual services, such as clinical monitoring, data management or statistical analysis. Experienced in oncology since the first days of the company in 1989, Algora always had a focus on innovative therapies, leading to close relationships to university hospitals and medical societies. Since 1995 another focus developed in large pediatric studies. Customers are pharmaceutical and medical device companies, independent research groups, and other CROs.



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## Altmann Analytik GmbH & Co. KG

PHARMA SUPPLIER AND TRADE

Keywords: [Analytical Chemistry](#), [Laboratory](#)

Consumables for Chromatography (HPLC & GC), Spectroscopy (lamps & flow cells) and Sample Prep (syringe filters, vials and caps). For more than 30 years Altmann Analytik from Munich, Germany, has been your competent and independent partner for instrumental analytics. Our main areas are Chromatography, Spectroscopy, and Sample Prep. We provide more than 140,000 different lab supply products from more than 30 different high-quality manufacturers, such as Agilent Technologies, Chiral Technologies, Grace, Hamilton, Macherey Nagel, Merck, Millipore, PerkinElmer, Thermo Fisher, Waters, Whatman and YMC. Our products can be found and purchased here: [www.analytics-shop.com/gb](http://www.analytics-shop.com/gb)

## AMGEN GmbH

BIOTECH THERAPEUTICS & DIAGNOSTICS

Keywords: [Nephrology](#), [Bone/Joint Diseases](#), [Oncology](#)

Amgen GmbH is an affiliate of Amgen Inc. (Applied Molecular Genetics). The US based company discovers, develops, manufactures and delivers innovative human therapeutics. A biotechnology pioneer since 1980, Amgen was one of the first companies to realize the new science's promise by bringing safe and effective medicines from lab, to manufacturing plant, to patient. Amgen therapeutics have changed the practice of medicine, helping millions of people around the world in the fight against cancer, kidney disease, rheumatoid arthritis, osteoporosis and other serious illnesses. With a deep and broad pipeline of potential new medicines, Amgen remains committed to advancing science to dramatically improve people's lives.

## AMGEN Research (Munich) GmbH

BIOTECH THERAPEUTICS & DIAGNOSTICS

Keywords: [Immune Therapy](#), [Drug Development](#), [Antibody](#), [Oncology](#)

Amgen Research (Munich) GmbH, former Micromet, puts novel concepts in immunotherapy to work. Using proprietary technologies, the company is building a strong pipeline of innovative drug candidates for the treatment of cancer, inflammation and autoimmune disease. It has established a powerful drug development platform: BiTE™ ("Bispecific T cell engagers"), a unique drug format that leverages the outstanding cytotoxic potential of T cells to precisely eliminate pathogenic cells. Amgen Research (Munich) is an affiliate of Amgen Inc. (Applied Molecular Genetics Inc.). The US based company discovers, develops, manufactures and delivers innovative human therapeutics.



## AMGEN Research GmbH

BIOTECH THERAPEUTICS & DIAGNOSTICS

**Keywords:** Metabolic Diseases, Oncology, Neurology, Inflammation, Hematology, Small Molecules, Drug Development

AMGEN Research GmbH was founded in Regensburg in 2000. Basic research is conducted with the aim of identifying new pharmaceutical lead structures for the development of innovative drugs. Low molecular weight compounds are identified by high throughput screening (HTS) procedures. Over 10 million compounds are analyzed every year. AMGEN Research GmbH is an affiliate of Amgen Inc. (Applied Molecular Genetics). The US based company discovers, develops, manufactures and delivers innovative human therapeutics. A biotechnology pioneer since 1980, Amgen was one of the first companies to realize the new science's promise by bringing safe and effective medicines from lab, to manufacturing plant, to patient.

## AmplexDiagnostics GmbH Gesellschaft für molekularbiologische Diagnostik

BIOTECH DNA/PROTEIN ANALYTICS

**Keywords:** Infectious Diseases, PCR, Clinical Diagnostics

AmplexDiagnostics GmbH is a privately held company for the development, production and distribution of In Vitro Diagnostics. Our aim is the improvement of the potential of the PCR-technology by implementing the main advantages of this technology into the diagnosis of bacterial infections. Founded in 2002 – Amplex developed its first product (hyplex® StaphyloResist) and entered the market already in 2003. Additional systems for the direct detection of multidrug-resistant bacteria (like VRE, ESBL, KPC and NDM-1) are completing our portfolio of PCR-screening tests for nosocomial infections causing "bugs". Beside this we offer several PCR-based screening tests for sexual transmitted diseases, EHEC or TBC. For further information please visit our webpage [www.hyplex.de](http://www.hyplex.de) or contact us.

## AMS Advanced Medical Services

CRO

**Keywords:** Pharmacology, Medical Writing

AMS Advanced Medical Services GmbH is a privately owned independent European mid-size CRO founded in 1997 in Mannheim by 6 partners, 4 of whom are medical doctors. AMS has also offices in London, Vienna and Munich. AMS has an overall staff of 350 people, approx. half of them are in clinical research, the other half in Marketing and Sales services. AMS invented the 1. Internet-Pharmaschool (1.IPS) with trainers and techniques offering tailor-made training concepts for staff in both clinical research and sales. AMS is a full service CRO with significant experience in multiple therapeutic areas and strong medical expertise covering Phase I to Phase IV, non-interventional programs, pharmaco-epidemiology and -economics. Our staff includes 60 CRAs and more than 50 people in DM and Stats.



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## AMSilk GmbH

BIOTECH AGRO, FOOD, ENVIRONMENT

Keywords: [New Materials](#), [Fine Chemicals/Reagents](#), [Tissue Engineering/Cell Culture](#), [Drug Delivery](#)

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The AMSilk®-Technology enables the production of tailor-made materials which are unrivaled by most common synthetic materials. AMSilk addresses many applications and industry sectors with new materials enabling new products with previously unachievable features. AMSilk has developed a unique process to produce biopolymers like spider silk at an industrial scale. These materials form the basis for coatings, films, non-wovens and monofilament fibers. The resulting products are being developed include medical, pharmaceutical and industrial applications. The name AMSilk and the AMSilk Logo are registered trademarks of AMSilk GmbH, Munich.

## AmVac Research GmbH

BIOTECH THERAPEUTICS & DIAGNOSTICS

Keywords: [Vaccines](#), [Gene Transfer](#), [Drug Development](#)

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AmVac Research is a biotech company developing highly innovative and multifunctional vaccines. The company is using a novel viral vector technology that combines excellent immunogenicity of live viral vaccines with the high safety profile of inactivated vaccines. This technology serves as a platform for the development of several tailor-made vaccines. One main focus of the company is the development of vaccines against respiratory tract diseases caused by viral agents such as RSV or hPIV3 against which no effective therapeutic or preventive means exist. Related to vaccination, AmVac is developing adjuvant candidates which show superior mucosal efficacy.

## amYmed GmbH

### Referenzzentrum für Amyloidkrankheiten

BIOTECH THERAPEUTICS & DIAGNOSTICS

Keywords: [Clinical Diagnostics](#), [Antibody Production Service](#), [Devices](#), [Antibody](#)

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We provide high precision immunohistochemical classification of the diverse amyloid diseases with respect to specific and causal treatment as a service for patients and physicians.

We are in the process of extending this service by producing and offering test kits in order to enable clinics and institutes of pathology to perform this classification by themselves.

## apceth GmbH & Co. KG

BIOTECHTHERAPEUTICS & DIAGNOSTICS

**Keywords:** Oncology, Cardiovascular Diseases, Gene Therapy, Cell Therapy, Gene Transfer

apceth is a biopharmaceutical company focused on the development and clinical implementation of cell-based biopharmaceuticals for the treatment of cancer and other diseases. apceth combines the principles of (stem) cell biology with ground-breaking technologies and the highest standards for GMP manufacturing and quality control according to national and international regulations. These standards are applied in equal measure to apceth's own as well as contract GMP-manufacturing of cell-based products. The company's state-of-the-art GMP/BSL2 facilities comprise 600 m<sup>2</sup> of clean-room area, quality control and R&D units and possess manufacturing license for somatic cell therapeutics (AMG §13, §20b). apceth's first clinical trial phase I/II for the treatment of GI-cancer is currently enrolling.

## APEX GmbH

CRO

**Keywords:** Pharmacology, Drug Development, Pharmacokinetics, Diabetics, Hepatology, Nephrology

- Our Concept... APEX is a highly efficient combination of investigator and CRO. Our aim is to provide our clients with a service which combines the access to patients of an investigator with the expertise to perform a complex, high quality research project of a CRO. We combine high level phase 1 data quality with the typical phase 2/3 study population.
- Our Service... Is the clinical performance of pharmacokinetic and proof-of-concept / PKPD studies.
- Our Study Population... are patients with impaired renal or hepatic function and patients with other chronic stable diseases (diabetes, hypertension, asthma etc.). Since the patients come into our clinic, rather than us having to go to them via their GP's, the data we generate are more complete and accurate, fewer patients are required and the project can be completed faster.
- Our Clients... are international pharmaceutical companies from medium sized to members of the world's top ten.



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## AptaIT GmbH

BIOTECH BIOINFORMATICS

Keywords: Informatics, Genomics, Personalized Medicine

AptaIT is a bioinformatics company providing advanced software solutions to sequence driven biomedical research. AptaIT's core area is the identification of frequent patterns in giant nucleic acid data sets derived from Next Generation Sequencing (NGS). The NGS technology currently transforms drug discovery. AptaIT is anticipating this development and provides respective solutions. AptaIT's complementary team of experts in life science and bioinformatics ensure effective support to implement the software tool COMPAS into versatile drug discovery procedures.

## Astellas Pharma GmbH

PHARMA & CHEMICAL INDUSTRY

Keywords: Inflammation, Infectious Diseases, Immune Therapy, Autoimmune Diseases, Allergy, Antibiotics, Drug Development

Astellas Pharma Inc. was formed in April 2005 from a merger with Yamanouchi and Fujisawa. Astellas Pharma ist Japan's second largest pharmaceutical company and is headquartered in Tokio. It has operations in Europe, Asia, North and South America, South Africa and Japan. Astellas is focused on the following key therapeutic areas: Transplantation, urology, dermatology, anti-infectives, pain and oncology. Astellas employs approx. 3,300 people in Europe across Sales & Marketing, Research & Development and Manufacturing. Astellas has 21 Sales & Marketing affiliates, 3 manufacturing plants and 1 R&D site in Europe. Astellas Europe is headquartered just outside London in Chertsey. The German headquarters are based in Munich. Located here are Sales, Marketing and Medical. The product portfolio includes therapies in transplantation, urology, oncology, dermatology, asthma/COPD, cardiology, infectious diseases, gastroenterology and pain. Astellas Pharma GmbH employs approx. 380 people including 230 sales representatives.

## Aurigon Life Science GmbH

CRO

Keywords: Drug Development, Pharmacology, Toxicology

Aurigon is an independent contract research organization supporting the development of innovative therapies, medical devices, foods and chemicals. With more than 10 years of experience and dedicated expertise in all aspects of pharmacology, safety and efficacy testing, we offer the full range of preclinical services from early study design through to expert reports, in line with international regulatory standards. Over the years, we have helped companies of all sizes from around the world to move their projects forward. Our reputation is based on the extensive knowledge of our interdisciplinary teams in Munich and Budapest, their open communication culture and the excellent quality of results they deliver in every project.



## AVIRU GmbH

BIOTECH THERAPEUTICS & DIAGNOSTICS

AVIRU stands for anti virulence and is a biotechnology start-up that is funded as an GO-Bio and EXIST transfer of technology project by the German Federal Ministry of Education and Research and the German Federal Ministry of Economics and Technology in compliance with a resolution of the German Parliament. AVIRU aims to develop the proof-of-concept for an innovative anti-infective drug for the treatment of infections by multi-drug resistant bacterial pathogens.

## Axolabs GmbH

BIOTECH PRECLINICAL SERVICES

**Keywords:** RNAi & Antisense, Antisense/Nucleotides, Aptamer Technology, Pharmacokinetics, Pharmacology

Axolabs is a preclinical research organization for oligonucleotide therapeutics. Based on the foundations of the former Roche Center of Excellence for RNA Therapeutics, we leverage our world-leading know-how and 12+ years of experience to provide high-end preclinical solutions and consultancy tailored to your specific needs.

- Oligonucleotide Manufacturing: High-throughput up to large scale, sequence/ structure optimization, drug substance production for GLP-Tox, process development, regulatory documentation;
- Analytics and Bioanalytics: HPLC, UPLC, MS, CAD, CE, DSC, thermophoresis etc., pharmacokinetics and biodistribution, ADME and DMPK;
- Pharmacology: Lead identification and optimization, in vivo efficacy and early safety, delivery.

## baseclick GmbH

BIOTECH DEVICES & REAGENTS

**Keywords:** PCR, Nanobiotechnology, Chip/Array Technology, New Materials, Fine Chemicals/Reagents, Clinical Diagnostics

baseclick GmbH is a young and dynamic company funded and founded by BASF Venture Capital GmbH. The baseclick IP was generated at the University of Munich in the group of Prof. Thomas Carell. Core technology of our company is the modification of nucleic acids via click chemistry. baseclick holds the IP for the technology and offers this for licensing, purchasing of our products, and cooperation for the further development. We provide innovative products to improve and enhance your research in the fields of: Oligonucleotide-, DNA- and RNA-labeling; PCR assays, cell proliferation assays, FISH probes and many more.

AVIRU antivirulence

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## Basilea Pharmaceutica Deutschland GmbH

PHARMA & CHEMICAL INDUSTRY

Keywords: Drug Development, Antibiotics, Allergy, Dermatology, Infectious Diseases, Oncology

Basilea Pharmaceutica Ltd. is headquartered in Basel, Switzerland. The company currently focuses on antibiotics and antifungal as well as oncology and dermatology drugs, targeting the medical challenge of rising resistance and non-response to current treatment options in the hospital and specialty care settings. Basilea Pharmaceutica Deutschland was founded 2007 in Munich. Skin diseases are an area of high medical need. Patients are suffering from disfiguring conditions such as hand eczema. Alitretinoin (Toctino®), a vitamin A derivative offers a significant quality of life improvement in the treatment of adults with severe chronic hand eczema unresponsive to topical corticosteroid.

## Bavarian Nordic GmbH

BIOTECH THERAPEUTICS & DIAGNOSTICS

Keywords: Infectious Diseases, Vaccines, Drug Development

Bavarian Nordic (BN) is a leading international biopharmaceutical company developing innovative vaccines to prevent and treat infectious diseases. The company is capable to meet the growing demand for safe 3rd generation smallpox vaccines due to its proprietary vaccine technology MVA-BN®. BN was founded in 1994 and is headquartered in Kvistgaard, Denmark with subsidiary operations in Martinsried and Berlin, Germany. BN recently founded in the US an operating company, BN ImmunoTherapeutics Inc., for research and development of cancer vaccines. The company employs about 180 people and is listed on the Copenhagen Stock Exchange. More than 450 healthy and immune compromised subjects so far vaccinated with MVA-BN®, suggest an excellent safety and efficacy profile of the vector.

## Baxter Deutschland GmbH

PHARMA & CHEMICAL INDUSTRY

Keywords: Nephrology, Autoimmune Diseases, Oncology, Pain, Immune Therapy, Vaccines, Tissue Engineering/Cell Culture

Baxter International Inc. (NYSE: BAX), through its subsidiaries, develops, manufactures and markets products that save and sustain the lives of people with hemophilia, immune disorders, infectious diseases, kidney disease, trauma, and other chronic and acute medical conditions. As a global, diversified healthcare company, Baxter applies a unique combination of expertise in medical devices, pharmaceuticals and biotechnology to create products that advance patient care worldwide.

## Beckman Coulter Biomedical GmbH

BIOTECH DEVICES & REAGENTS

Keywords: Devices, Nanobiotechnology, Automation, PCR

Beckman Coulter develops, manufactures and markets products that simplify, automate and innovate complex biomedical testing. Our diagnostic systems are found in hospitals and other critical care settings around the world and produce information used by physicians to diagnose disease, make treatment decisions and monitor patients. Scientists use our life science research instruments to study complex biological problems including causes of disease and potential new therapies or drugs. Hospital laboratories are our core clinical diagnostic customers. Our life science customers include pharmaceutical and biotechnology companies, universities, medical schools and research institutions. Beckman Coulter has an installed base of more than 200,000 clinical and research systems operating in laboratories around the world. Beckman Coulter has a leading position in Laboratory Automation. Research & Development as well as Production of our stand alone automation systems, the AutoMate 2500 Family (formerly known as OLA 2500), are located in Munich, Germany.

## bene-Arzneimittel GmbH

PHARMA & CHEMICAL INDUSTRY

Keywords: Pain, Drug Development

In 1947, Dr. Wilhelm Benend was the first to synthesise a new active substance named sodium pentosan polysulfate (NaPPS), which quickly became popular with doctors and patients thanks to its excellent properties in numerous indications. Two years later, he established a small pharmaceutical company in the south of Munich Dr. Benend KG which is now managed by the second generation of owners under the name bene-Arzneimittel GmbH. In 1959, bene introduced the pain and fever medicine paracetamol to Germany, under the name ben-u-ron®. To this day, ben-u-ron® accompanies millions of patients worldwide throughout their lives, from birth to advanced age. Today, bene sells a balanced range of innovative preparations on the German pharmaceuticals market and worldwide in more than 35 countries. Some 100 employees at the Munich site strive to achieve consistent quality and are essential to our medium-sized company success.

## Bernina Plus GmbH

BIOTECH THERAPEUTICS & DIAGNOSTICS

Keywords: Drug Delivery, Liposomes, Nanobiotechnology

Bernina develops smart oral drug delivery systems for therapeutic peptides. The proprietary technology is based on artificial envelopes created by lipids. In addition, these nano-particulate natural and synthetic lipids are used in coating and drug elution processes.



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## betapharm Arzneimittel GmbH

PHARMA & CHEMICAL INDUSTRY

Keywords: Cardiovascular Diseases, CNS, Pain

Betapharm was founded in 1993 in Augsburg. betapharm delivers generic drugs and is one of the leading generic companies in Germany. In 2006 the company was bought by globally active Dr. Reddy Laboratories, Hyderabad, India. With 75 employees Betapharm generates revenues of about EUR 180m.

## Bicoll GmbH

BIOTECH THERAPEUTICS & DIAGNOSTICS

Keywords: Medicinal Chemistry, Oncology, Infectious Diseases, Natural Compounds, Small Molecules, Nutraceuticals

Bicoll is a biopharmaceutical company, offering pre-clinical support in the area of Drug Discovery from Natural Products and Medicinal Chemistry. To speed up drug discovery processes, Bicoll offers its drug like compound library BILOBAC N, consisting of already fractionated plant extracts, to global clients in drug discovery and related innovative fields. BILOBAC N provides enhanced probability of biological activity and reduced complexity of fine fractions, thus it's ready to use in client's screening systems. With innovative strategies and a proprietary technology platform, Bicoll is able to rapidly select only the best leads with superior drug-like profiles for further development. Subsequent medicinal chemistry and custom synthesis complete Bicoll's seamless substantial services.

## BIOBANK der Blutspender Blutspendedienst des BRK

BIOTECH THERAPEUTICS & DIAGNOSTICS

Keywords: Clinical Diagnostics, Autoimmune Diseases, Cardiovascular Diseases, Diabetics, Metabolic Diseases, Oncology

With its »Blood Donor BIOBANK«, the Bavarian Red Cross Blood Donor Service offers a unique resource for biomarker research: the world's first blood donor based biobank. A large pool of more than 400,000 active blood donors enables the identification of several thousands of diseased BIOBANK participants per year. Their serial, pre-diagnostic blood samples are a unique resource for investigating markers associated with the onset and progression of diseases. With a collection of more than 4 Mio plasma samples processed and stored using highly standardized, qualified processes (ISO9001:2008 certification) the »Blood Donor BIOBANK« is one of the largest biobank projects worldwide.

## BioClinica GmbH

CRO

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Former "CoreLab Partners" is an imaging core lab, managing the complete imaging segment of clinical trials for the global pharmaceutical, biotechnology and medical device industries. Our expertise spans Phase I through IV and all major therapeutic areas. We are specialized in oncology trials but also do cardiovascular, musculoskeletal, CNS and medical device studies. Our radiologists, nuclear physicians and medical oncologists interpret data from all major modalities, including CT, MRI, X-ray, SPECT, Ultrasound, PET and PET/CT in a centralized and independent way. We assist in planning, tracking and implementation of studies and provide medical expertise, regulatory know-how and validated technologies. In 2013 BioClinica®, Inc., (NASDAQ: BIOC), a global provider of clinical trial management services, announced that JLL Partners and Ampersand Capital Partners, two leading middle market private equity firms, have completed their acquisition of BioClinica and CoreLab Partners and have combined the two companies under the name BioClinica. This merger brings together two of the most experienced and trusted authorities in medical imaging management for clinical trials and creates a new standard in imaging core lab services, cardiovascular safety monitoring, and eClinical trial management solutions.

## Biogen Idec GmbH

BIOTECH THERAPEUTICS & DIAGNOSTICS

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Biogen Idec, Inc., winner of the 1998 U.S. National Medal of Technology, is a biopharmaceutical company principally engaged in discovering and developing drugs for human healthcare through genetic engineering. Headquartered in Cambridge, MA, the Company's revenues are generated from U.S. and European sales of AVONEX® (Interferon beta-1a) for treatment of relapsing forms of multiple sclerosis, and from the worldwide sales by licensees of a number of products, including alpha interferon and hepatitis B vaccines and diagnostic products. Biogen Idec's research and development activities are focused on novel products for multiple sclerosis, inflammatory, respiratory, kidney and cardiovascular diseases and in developmental biology and gene therapy.

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The logo for Biogen Idec features the company name in a blue, sans-serif font. The text is contained within a white rectangular box with a thin blue border. The box is slightly offset to the right, with a vertical line extending upwards from the top-left corner and a horizontal line extending to the right from the top-right corner, creating a stylized 'L' shape around the text. A registered trademark symbol (®) is located at the bottom right of the box.

biogen idec®

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## Biogents AG

BIOTECH AGRO, FOOD, ENVIRONMENT

Keywords: [Infectious Diseases](#), [Natural Compounds](#), [Devices](#), [Agrobiotechnology](#)

Biogents develops, produces & sells innovative trapping systems against mosquitoes & flies, especially against dangerous vectors such as aedes aegypti, aedes albopictus & sand flies. These systems are already being used by leading health organisations (e.g. CDC, USA), several armed forces (e.g. "Bundeswehr", Germany), other governmental bodies & public entities (incl. quarantine departments, research institutes & universities). Several consumer versions are marketed since 2009. The technology is protected by two granted patents and was awarded in 2007 by the world bank with money from the Bill & Melinda Gates Foundation. Biogents also offers a fee-for-service business for insect repellents and attractants. The company was started in 2003 as a Spin-off from the University of Regensburg.

## Biomax Informatics AG

BIOTECH BIOINFORMATICS

Keywords: [Informatics](#), [Data Management and Biostatistics](#), [Biomarker Discovery & Development](#), [Data Management](#)

Biomax provides computational solutions for better decision making and knowledge management in the life science industry. They focus on integrating information to enable a knowledge-based approach to develop innovative life science products. Their BioXM™ Knowledge Management Environment combines software products and knowledge resources to help customers eliminate the coding process, slash the implementation time of complex projects, harness the information overload and distill critical insights from data. The Viscovery® data mining software complements the BioXM system with tools to identify and validate diagnostic biomarkers. Biomax's worldwide customers include companies and research organizations in healthcare, drug discovery, diagnostics, fine chemicals, food and plant production.

## Biomed Labordiagnostik GmbH

BIOTECH THERAPEUTICS & DIAGNOSTICS

Keywords: [Analytical Chemistry](#), [ELISA/EIA](#), [PCR](#), [Clinical Diagnostics](#)

Our core competence is the manufacture and distribution of CE marked products for clinical chemistry and quality control according to IVD Guidelines. Our area of activities covers also Infectious Disease Diagnostics. We are currently extending our focus to the Molecular Diagnostics field, for which we aim to develop and to market new products leveraging on our years of experience at home and abroad. Our success is tied to a continuous increase of know-how, an extensive expertise in the healthcare marketplace and specialized system solutions in the field of Laboratory Diagnostics. We work tightly with our customers ascertaining their requirements in relation to new and existing products and create solutions optimized to their needs.

## Biomer

BIOTECH AGRO, FOOD, ENVIRONMENT

Biomer develops and produces raw materials such as PHB (polyhydroxybutyrate) which can be processed and used in the same way as classic thermoplasts, but are fully biodegradable. Articles made of Biomer formulations can be disposed of by composting. Being made from renewable feed stocks they do not add to the carbon dioxide concentration of the atmosphere even when they are burned. The core competence covers the production of biopolymers in microorganisms and formulation of the extracted polymers into resins for use by plastics processors.

## Biometric GmbH

BIOTECH AGRO, FOOD, ENVIRONMENT

Keywords: Analytical Chemistry

Biometric GmbH is a laboratory for microbiological and chemical analysis dealing with the analysis of water, hygienic control and providing microbiological analyses of pharmaceutical products, medical devices, cosmetics and food.

## BIONORICA SE

PHARMA & CHEMICAL INDUSTRY

Keywords: Drug Development, Analytical Chemistry, Oncology, Respiratory Diseases, Pain, Neurology

Bionorica SE is one of the leading companies in the area of phytopharmaceuticals worldwide. The product range focuses mainly on diseases of the respiratory tract, urinary tract, gynaecological disorders and on medications for the treatment of pain. As an essential Bionorica follows the principle of phytoneering as gold standard in modern phytotherapy. Phytoneering combines the huge potential of natural active substances (phytos) with the knowledge and methodology of modern pharmaceutical research (engineering) in order to develop efficient and safe preparations. The expressed goal is to discover new active substances in order to develop effective drugs with minimized side effects. Bionorica has established an impressive network of scientists working in about 490 renowned universities, institutions and organisations worldwide.

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## Biontex Laboratories GmbH

BIOTECH DEVICES & REAGENTS

**Keywords:** [Microscopy](#), [Nanobiotechnology](#), [Gene Therapy](#), [RNAi & Antisense](#), [Liposomes](#), [Gene Transfer](#), [Fine Chemicals/Reagents](#)

Biontex Laboratories GmbH was launched in 1995 as an innovative biotech company in the field of genetic engineering, having been one of the technology leaders in the field of transfection since 1998. The company's operations focus on transfection, a field covering the introduction of genetic material (transfection) and proteins (proteofection) into eukaryotic cells. Biontex aims to continuously improve the success of this technology by advancing their synthetically produced carrier systems for nucleic acids and proteins and developing a variety of high-quality genetic engineering products. Current research focuses on the development of completely new strategies for maximising the transfection efficiency for all cell types in vivo or in vitro by utilising synthetic carrier components free from immunological effects.

## Bio-Rad Laboratories GmbH

BIOTECH DEVICES & REAGENTS

**Keywords:** [Chip/Array Technology](#), [PCR](#), [Peptide/Protein](#), [Proteomics](#), [Genomics](#), [Gene Transfer](#), [Clinical Diagnostics](#)

Bio-Rad Laboratories continues to play a leading role in the advancement of scientific discovery by offering a broad range of innovative tools and services to the life science research and clinical diagnostics markets. Founded in 1952, Bio-Rad has a global team of more than 7,000 employees and serves more than 100,000 research and industry customers worldwide through the company's global network of operations. Throughout its existence, Bio-Rad has built strong customer relationships that advance scientific research and development efforts and support the introduction of new technology used in the growing fields of genomics, proteomics, drug discovery, food safety, medical diagnostics, and more.

## Bioregeneration GmbH

BIOTECH

**Keywords:** [Devices](#), [New Materials](#), [Tissue Engineering/Cell Culture](#)

Bioregeneration GmbH focuses on the development of products based on the innovative biomaterial Xellulin®. Xellulin® is extremely biocompatible, feels like soft tissue, and serves as an ideal scaffold for cultivation of mammalian cells. Xellulin® can be individually shaped and causes no graft versus host reaction.

## bioVariance

BIOTECH BIOINFORMATICS

**Keywords:** Personalized Medicine, Informatics, Data Management, Biomarker Discovery & Development, Toxicology, Pharmacogenomics, NGS

BioVariance the data source for therapeutics knowledge. Our offering touches on the knowledge that thousands of scientists and doctors have gathered over many years. We prepare this knowledge and offer it in an easily accessible and useful form. Initially our focus is on applications for pharmaceutical research, which we support with our services. Herewith we are specialists for the area where new molecules meet human biology. In the context of genetic and drug data we generate testable hypotheses to advance your project. Besides this we are currently working on a software product that makes this knowledge accessible for the healthcare system so that with drug treatments all options can be considered equally, because every patient is unique and so is his therapy.

## BIOZOL Diagnostica Vertrieb GmbH

BIOTECH DEVICES & REAGENTS

**Keywords:** Antibody, Peptide/Protein, ELISA/EIA, Proteomics, Small Molecules, Clinical Diagnostics

BIOZOL Diagnostica Vertrieb GmbH markets and distributes products for immunology, cell biology, molecular biology, biochemistry and human and veterinary diagnostics, such as antibodies, recombinant proteins, ELISA/EIA, detection kits, biochemicals and further reagents for cell culture, flow cytometry, immunohistology and cytogenetics. The company represents almost 50 different worldwide known suppliers in Germany. Biozol offers additionally different types of services such as free product search.

## Bristol-Myers Squibb GmbH & Co. KGaA

PHARMA & CHEMICAL INDUSTRY

**Keywords:** Oncology

Bristol-Myers Squibb is a global BioPharma company firmly focused on its Mission to discover, develop and deliver innovative medicines that help patients prevail over serious diseases. Around the world, our medicines help millions of people in their fight against diseases such as cancer, cardiovascular disease, diabetes, hepatitis B, HIV/AIDS, rheumatoid arthritis and after kidney transplant.



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## BSL BIOSERVICE Scientific Laboratories GmbH

CRO

Keywords: Laboratory, Drug Development, Pharmacokinetics, Toxicology, Pharmacology

BSL BIOSERVICE Scientific Laboratories GmbH is an internationally active Contract Research Organization (CRO) and preferred partner of Eurofins, a world leader in analytical testing. BSL BIOSERVICE offers a broad range of biological safety and activity testing for (Bio-)Pharmaceuticals, Chemicals, Medical Devices, Agrochemicals, Cosmetics, and Food. A high degree of customer orientation, high quality and flexibility are core values of BSL's corporate philosophy. With more than 25 years of experience BSL is currently employing around 200 members of staff, working in state-of-the-art facilities on a space of around 5,000 sqm, located in Planegg near Munich.

## Carl Zeiss Microscopy GmbH

BIOTECH DNA/PROTEIN ANALYTICS

Keywords: Clinical Diagnostics, Microscopy, Tissue Engineering/Cell Culture,

Carl Zeiss Microscopy GmbH offers a broad range of modern and innovative microscope systems and solutions for different fields such as biotechnology, biomedical and clinical research as well as routine and industrial applications. Carl Zeiss Microimaging employs about 1,750 staff worldwide and has its direct sales force in 130 countries. The company's headquarter is in Jena. At its Munich site Carl Zeiss Microscopy GmbH is focusing on software development, systems for laser microdissection and its application as well as digital slide and automation technology. In addition, in Munich the company is maintaining a unique facility hosting a modern application center and an up-to-date laboratory for biomedical and clinical research, molecular analysis and imaging. Practical courses, workshops and training are held on a regular basis and customer services are offered.

## Celgene GmbH

PHARMA & CHEMICAL INDUSTRY

Keywords: Oncology, Drug Delivery, Hematology, Small Molecules, Drug Development

Celgene is a globally acting biopharmaceutical company, founded in New Jersey (USA) in 1986. Celgene is mainly active in developing and distributing drugs in hematology, oncology and immunotherapy. Since 2006, Celgene operates a German subsidiary in Munich-Riem. For further information visit: [www.celgene.de](http://www.celgene.de)



## cellasys GmbH

BIOTECH DEVICES & REAGENTS

**Keywords:** Devices, Chip/Array Technology, Pharmacokinetics, Drug Development, Tissue Engineering/Cell Culture, Toxicology

cellasys offers system solutions for online analysis of living cells. These include services as research and development, production and maintenance of cell based assays. Furthermore we are consultant for development of applications, data analysis and data interpretation.

## CellTool GmbH

BIOTECH DEVICES & REAGENTS

**Keywords:** Microscopy, Devices

CellTool is a company that develops, manufactures and distributes innovative systems for non-contact and marker-free recognition, quantitative characterization and gentle sorting of living cells based on Raman spectroscopy. CellTool systems are especially designed to meet the requirements of biologists and physicians. They are extremely user friendly. Cell handling and cell measurements are highly automated. In combination with innovative microfluidics cells can be characterized in a physiological environment keeping them viable for downstream applications. Capabilities are fast diagnosis, patient-specific drug screening or individual cell therapy.

## Centronic GmbH

BIOTECH DEVICES & REAGENTS

**Keywords:** Medicinal Chemistry, Analytical Chemistry, Clinical Diagnostics

Centronic GmbH is a German manufacturer, with a certified Quality Management System according to EN ISO 9001:2008 and ISO 13485:2003/AC: 2009, and distributor of a big range of high qualitative clinical chemistry reagents in fluid and lyophilised form for the determination of enzymes, electrolytes, substrates, lipids and proteins. The product range is completed by a wide range of immunoturbidimetric reagents and corresponding controls, Latex reagents, controls-calibrators, food chemistry reagents, cleaning solutions for several analysers and our registered additive for waterbaths Prothermal. The products are distributed worldwide. Our team consists of highly engaged scientists from different special fields with an experience of many years in the area of clinical chemistry.

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## Certara Spain SL Zweigniederlassung Deutschland

BIOTECH BIOINFORMATICS

**Keywords:** Pharmacokinetics, Drug Development, Medicinal Chemistry, Molecular Modelling, Data Management and Biostatistics, Informatics, Data Management

Certara is dedicated to improving human health through a broad spectrum of software products and scientific consulting services, from molecular discovery through clinical development, with special focus on supporting translational approaches to drug development. Certara was formed by uniting industry leaders Tripos<sup>®</sup>, provider of innovative scientific software solutions and services enabling life science researchers to improve the efficiency of molecular discovery; Simcyp<sup>™</sup>, a research-based company providing predictive pharmacokinetic and pharmacodynamics tools, workshops, and consultancy services; and Pharsight<sup>®</sup> Corporation, provider of software and scientific consulting services to improve productivity and decision-making in preclinical and clinical drug development.

## Cfm Oskar Tropitzsch GmbH

PHARMA & CHEMICAL INDUSTRY

**Keywords:** Fine Chemicals/Reagents, Antibiotics, Agrobiotechnology, Drug Delivery, Pharmacology, Drug Development, Natural Compounds

Supply for the Pharmaceutical and Biotech-Sector

Latest research substances:

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- Phytochemicals (> 1000 substances)
- Pharmaceutical raw materials
- Enzymes
- Chemical specialities (Curare, Picric acid incl. DMF)
- NEW: Natural toxins – synthetically produced

## ChromBios GmbH

BIOTECH DNA/PROTEIN ANALYTICS

Founded in 1998, ChromBios is focused on the field of Molecular Cytogenetics (fluorescence in situ hybridisation, FISH). The company's aims are to provide service and products for chromosome analysis tailored to the needs of the customers. We offer "FISH service" such as chromosome analysis with "chromosome painting", mapping of clones, characterisation of cancer cell lines and animal models in genome research. We especially focus on multi colour karyotyping human tumour cells and other transformed cell lines (for example for patent applications). Chrombios also offers multi colour chromosome painting of mouse cells to identify translocations in mouse tumours and to characterise mouse ES cells. Apart from human and mouse, we also provide service in the characterization of chromosomes from other animal model species including rat, hamster, cat, and various live stock animals.

## ChromoTek GmbH

BIOTECH DEVICES & REAGENTS

**Keywords:** Clinical Diagnostics, Oncology, Antibody, Proteomics

ChromoTek GmbH, founded in 2008, is a biotech company focused on the discovery and development of novel nanoprobes and cell based assays for biomedical research and early drug development. During the last years ChromoTek has developed innovative research tools including the GFP-Trap<sup>®</sup> and RFP-Trap<sup>®</sup>, two versatile pull-down reagents for biochemical analysis of fluorescent fusion proteins. In April 2011 ChromoTek successfully introduced its first cell based assay for early drug development, the U2OS Cell Cycle Chromobody<sup>®</sup>. This real-time High-Content Analysis (HCA) screening assay enables to monitor the complete cell cycle in live cells for the first time. In addition ChromoTek developed the Fluorescent 2-Hybrid (F2H)-Assay to analyze protein-protein interactions in vivo in real time.



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## Clariant Produkte (Deutschland) GmbH Biotech & Renewables Center

PHARMA & CHEMICAL INDUSTRY

Keywords: [New Materials](#), [Agrobiotechnology](#)

Clariant is an internationally active specialty chemical company based in Muttenz. Clariant focuses on creating value by investing in future profitable and sustainable growth, which is based on four strategic pillars: Improving profitability, innovation as well as research and development, dynamic growth in emerging markets, and optimizing the portfolio through complementary acquisitions or divestments. The main focus of Clariant's Biotech & Renewables Center is on bio-catalysis and bio-refining. The company develops energy-efficient processes for the manufacture of biomass-based chemicals and fuels. Clariant has developed a process which uses enzymatic hydrolysis followed by fermentation to produce cellulosic ethanol from agricultural residues.

## Clinical Trial Care GmbH

CRO

Keywords: [Dermatology](#), [Metabolic Diseases](#), [Nephrology](#), [Pain](#), [Rheumatoid Arthritis](#)

Clinical Trial Care GmbH founded in 2001 is a CRO located in the southwest of Munich (Krailling) and provides the full scope of clinical and biometric services required for the conduct of clinical trials of phase II-IV, post marketing surveillance as well as non-interventional or epidemiologic studies. The very experienced, flexible and successful team ensures expert support and a responsive commitment. The CRO is headed by Dipl. Psych. Andreas Behr (CEO) with a long standing history of clinical research.

## Clinipace GmbH

CRO

**Keywords:** Drug Development, Pharmacovigilance, Regulatory Affairs, Data Management and Biostatistics, Clinical Trial Management and Monitoring, Medical Writing

Clinipace Worldwide, a global digital clinical research organization (dCRO), specialized in serving the strategic product and clinical development needs of emerging and mid-tier biopharmaceutical and medical device firms. Our core competencies are

- Concepts for Drug & Medical Device Development
- Regulatory & Medical-Scientific Services
- Clinical Operations
- Data Management & Biostatistics
- QMS Services & Auditing
- TEMPO eClinical Platform

We maintain offices on four continents, including centralized North American, South American, and European hubs. The combination of our service portfolio, our technology-driven approach and our flexible & highly trained teams enables the adaptation to the specific requirements of each project.

## Clinrex GmbH

CRO

Clinrex was founded in 2004 by Dr. Dagmar Chase to offer consulting services and training in the areas GCP, Quality Management and Project Coordination for clinical trials. The set-up and handling of DSMBs / DMCs is also one of Clinrex' core competencies.

**GCP/Quality Management Consulting:**

- Assessment of systems or studies regarding GCP compliance
- Inspection preparedness
- SOP development/SOP streamlining
- GCP gap analyses
- Interface sponsor/CRO
- Investigator Initiated Trials

**Training:**

- All areas of GCP and project management of clinical trials
- Smart Training® or customised in-house training
- Training for sponsors, CROs, investigators and study nurses



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## ClinTec GmbH

CRO

**Keywords:** Medical Writing, Oncology, Drug Development, Regulatory Affairs, Cardiovascular Diseases, Neurology

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ClinTec International is a privately owned medium sized CRO with a global reach and a strong presence in the emerging markets of Asia Pacific, Middle East & Africa and Eastern & Central Europe. With flexible resourcing services across 80 countries, ClinTec provides clinical research personnel and support services to the pharmaceutical, biotechnology and medical device industry. ClinTec has a wealth of experience in managing clinical trials in all major therapeutic categories including oncology, neurology, autoimmune diseases, orphan drugs and diabetes. ClinTec International is well placed to conduct clinical research on a worldwide basis through our carefully selected and internationally trained staff.

## conoGenetix biosciences GmbH

BIOTECH THERAPEUTICS & DIAGNOSTICS

**Keywords:** Cardiovascular Diseases, Pain, CNS, Peptide/Protein, Drug Development

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conoGenetix is a privately owned biopharmaceutical company focused on the development of new peptide therapeutics for the treatment of autoimmune diseases. conoGenetix was founded in 2002 by Dr. Andreas Klostermann and Dr. Jörg Stockhaus and is located in Martinsried, Germany. The company has developed an integrated technology platform that allows for the efficient discovery of drug leads that modulate ion channel targets causatively involved in the generation of autoimmune diseases. conoGenetix runs a program targeting severe autoimmune disorders like Multiple Sclerosis (MS), Rheumatoid Arthritis (RA) and Vasculitis. Several peptides called cgtx-peptides within this program are in preclinical development. The leading indication for the cgtx-peptides will be Vasculitis; a fatal disease strongly related to Rheumatoid Arthritis. Vasculitis is a rare disease and will be a market door opener for conoGenetix.

## Conreso GmbH

CRO

**Keywords:** Clinical Trial Management and Monitoring, Data Management and Biostatistics, veterinary clinical trials

Conreso, established in 1990, BVMA member, offers a wide range of medical and clinical research services, from phase II to late phase and epidemiological studies. A particular strength, the Conreso monitoring quality, is considered by its clients to be unrivalled. Conreso shows an impressive record of successful FDA inspections and significant contributions to important new product licenses. Having recruited more than 30.000 patients between 0 and 17 years of age proves the company's unique expertise in pediatric trials. Further areas of particular expertise are oncological and vaccine studies. Quality and service of Conreso are awarded by a constant repeat business rate of 90 %. The Conreso department of veterinary medicine provides all types of veterinary studies.

## Coriolis Pharma

CRO

**Keywords:** Drug Delivery, Peptide/Protein, Vaccines, Antisense/Nucleotides

Coriolis Pharma is a globally operating independent service provider for research and formulation development of (bio)pharmaceutical drugs (proteins, peptides, monoclonal antibodies, RNA/DNA etc.) and vaccines. An interdisciplinary team of highly qualified scientists with many years of experience in the development of (bio)pharmaceuticals provides cutting-edge service and know-how related to the formulation development of biopharmaceuticals, supported by an expert scientific advisory board. This may involve for example formulation development of (pre-)clinical material through to commercial products, lyophilization processes, stability testing (light obscuration, Micro-Flow imaging and AF4/HF5 under cGMP), supply of pre-clinical material, and analytical services using innovative analytical technologies.



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## Covance Clinical and Periapproval Services GmbH

CRO

Keywords: [Clinical Trial Management and Monitoring](#), [Laboratory](#), [Medical Writing](#), [Pharmacology](#), [CNS](#), [Oncology](#), [Regulatory Affairs](#)

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Headquartered in Princeton, New Jersey, Covance Inc. is one of the worlds largest and most comprehensive drug development services companies, with revenues of \$2.2 billion, more than 12,000 employees and a presence in 60 countries. Committed to science and its promise of a healthier world, Covance collaborates with pharmaceutical and biotech companies of all sizes around the world to help bring their products to market more quickly and cost effectively. Covance has deep expertise in all areas of drug development, from discovery through clinical and post-marketing safety studies. It is the market leader in toxicology and central laboratories services and is a top five provider of Phase I-IV clinical development services, leading to Covance generating more safety and efficacy data for regulatory submissions than any other organization in the world.

## CRELUX GmbH

BIOTECH PRECLINICAL SERVICES

Keywords: [Peptide/Protein](#), [3D-Structural Analysis](#), [Drug Development](#)

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CRELUX is a leading expert in premium drug discovery solutions for pharma, biotech and research organizations. Our services are highly individualized for our customers – we have been delivering customized solutions in drug discovery, X-ray crystallography, biophysical screening, fragment based screening and protein supply to global pharma and biotech for more than a decade. In a strategic alliance with 4SC Discovery we are offering full services from idea to pharmaceutical development candidate. Our joint i2c platform operates on a seamlessly integrated suite of technologies including virtual high throughput screening, molecular modelling, X-ray crystallography, in vitro and cell based screening medicinal chemistry and pharmacology. Our mission is to enable our clients to perform their work better, faster, more efficiently and more successfully by providing a flexible, expert work force.

## CRI – The Clinical Research Institute GmbH

CRO

**Keywords:** Devices, Medical Writing, Clinical Trial Management and Monitoring, Data Management and Biostatistics, Logistics, Pharmacovigilance, Regulatory Affairs

CRI-The Clinical Research Institute GmbH is a full-service Contract Research Organization for phase III and IV clinical trials as well as for observational clinical projects (clinical registries). We perform clinical projects within Europe but we also have reliable partners in USA, Australia and Japan to offer services in those regions in addition. We offer special experience in large-scaled non-commercial trials (IITs) and in studies with medical device companies. In addition, we support medtech companies in scientific marketing challenges or technical solutions for all aspects of clinical research.

## CROMSOURCE GmbH

CRO

**Keywords:** Pharmacovigilance, Regulatory Affairs, Medical Writing, Devices, Drug Development, Clinical Trial Management and Monitoring, Data Management and Biostatistics

CROMSOURCE is an ISO-certified international provider of outsourced services to the pharmaceutical, biotechnology and medical device industries, specialized in clinical development and staffing solutions. A well-established full-service CRO, CROMSOURCE is unique in offering an end-to-end guarantee covering trial timelines, enrolment and contract price. This guarantees our clients that their trials are delivered on time and within the contract price with no CRO initiated change orders. CROMSOURCE supports the full spectrum of clinical development via our Pharmaceutical, Medical Device, and Staffing Solutions divisions.

## CROS DE GmbH

CRO

**Keywords:** Pharmacovigilance, Medical Writing, Data Management and Biostatistics

CROS NT is an international Contract Research Organisation (CRO) specialized in clinical data services. Founded in 1992, CROS NT has completed over 800 studies and remains focused on biometrics services including clinical data management, biostatistics (analysis and programming), pharmacovigilance, medical writing and life science technology. CROS NT can also offer expert consultancy services on trial design, CDISC standards, DSMB review and regulatory submissions. With offices in Italy, Germany and the UK, CROS NT has retained 100% of its customers due to advanced internal governance and client relationships built on trust.



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## Curadis GmbH

BIOTECH THERAPEUTICS & DIAGNOSTICS

The pharmaceutical start-up company located in Erlangen/Regensburg researches and develops steroidal medicines for breast cancer and benign enlargement of the prostate gland. Curadis GmbH was founded in 2008 in Erlangen and has S-Refit AG of Regensburg as one of its investors. The company is developing a novel substance for breast cancer and a substance for prostate cancer.

## CSO Pharma Consulting GmbH Compliance – Safety – Organisation Development

CRO

Keywords: Pharmacology, Data Management, Regulatory Affairs, Pharmacovigilance, , Medical Writing, Laboratory

CSO Pharma provides reliable Pharmacovigilance services, professional Med. Affairs support and proven Quality Management / GxP services as regulatory required. Based on our QM-system our clients receive reliable and compliant services in line with international standards. We offer our services as strategic and operative partner to help esp. SMEs to have regulatory required Pharmacovigilance (PV), GLP, GMP and GDP processes available when needed. Our services comprises i.e. case processing, periodic reports, risk management, quality assurance, development of QM-Systems & SOPs, supplier qualification, contract development, audits and support of self inspections. If required we also assume responsibility as QPPV and Information Officer or provide 24x7 medical enquiry service.

## CYTOX, biologische Sicherheitsprüfungen

BIOTECH DEVICES & REAGENTS

Keywords: Microscopy, ELISA/EIA, Toxicology, Tissue Engineering/Cell Culture

CYTOX provides biological testing service for the medical device and pharmaceutical industry by using in vitro toxicological testing procedures according to ISO 10993 as well as FDA-compliant processes. Next to classical 2D cell culture testing systems we use organotypical 3D cell culture systems especially in the area of skin irritation testing and REACH applications.



## DAIICHI SANKYO EUROPE GmbH

PHARMA & CHEMICAL INDUSTRY

Keywords: Cardiovascular Diseases, Drug Development, Oncology

Daiichi Sankyo is a global pharmaceutical company that focuses on researching and marketing of innovative medications. The company was created in 2005 through the merger of two traditional Japanese enterprises, Daiichi and Sankyo. With net sales of more than EUR 9.3 billion in fiscal year 2013, Daiichi Sankyo is one of the world's 20 leading pharmaceutical companies. The company's world headquarters is in Tokyo, and its European base is located in Munich. Daiichi Sankyo has established affiliates in 12 European countries since it set up European production facilities and marketing offices in 1990. The company's research activities focus on the areas of cardiovascular diseases, hematology, diabetes, anti-infectives and cancer.

## Data Analysis Solutions DA-SOL GmbH

BIOTECH BIOINFORMATICS

Keywords: Informatics, Biomarker Discovery & Development, Personalized Medicine, Molecular Diagnostics, Drug Development, Data Management and Biostatistics, Data Management

DA-SOL is a services and consulting company providing advanced multivariate bioinformatics, biostatistics, chemometrics and data mining. Based on extensive experience in large scale industry projects and fostered by proprietary algorithms, DA-SOL develops innovative, tailored data analysis solutions for its clients and provides project support as well as training on all levels. Gene expression, proteomics, metabolomics, spectroscopy, imaging and other data – DA-SOL helps its clients to conduct their studies most efficiently and to harvest the full potential of their data. Focus areas are the analysis of process data, the development of medical diagnostics and the integration of diverse biomedical or pharmaceutical data.

## Dauids Biotechnologie GmbH

BIOTECH DEVICES & REAGENTS

Keywords: Allergy, Immune Therapy, Antibody, Proteomics, ELISA/EIA, Tissue Engineering/Cell Culture, Antibody Production Service

Dauids Biotechnologie is a German custom manufacturer for antibodies since 1996.

- Polyclonal antibodies and monoclonal antibodies.
- Antibodies and other proteins are produced in HEK and CHO cells after transient transfection as well as in standard E.coli cells.
- Chromatographic and affinity purification services for purification of protein without a tag and with a tag.
- Cell based natural killer cell assays for detection of active molecules and for control of human therapies.



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the tissue phenomics company

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## Definiens AG

BIOTECH BIOINFORMATICS

Keywords: Drug Development, Microscopy, Personalized Medicine, Oncology, Toxicology, Biomarker Discovery & Development, Clinical Diagnostics

Definiens is the leading provider of image analysis and data mining solutions for Quantitative Digital Pathology in the life sciences, diagnostic biomarkers and healthcare industries. Definiens software provides detailed readouts from whole tissue slides, cell-based assays and full body scans, and allows the correlation of this information with data derived from other sources. By automating analysis workflows, Definiens helps pharmaceutical and biotechnology companies, research institutions, clinical service organizations and pathologists to generate new knowledge and support better decisions in research, diagnostics and therapy. Definiens' vision is to open new fields of research, to advance personalized medicine and to significantly improve the quality of patients' lives.

## DelphiTest GmbH

BIOTECH DNA/PROTEIN ANALYTICS

Keywords: Laboratory, Clinical Diagnostics, Genomics, PCR, Analytical Chemistry

The company's core technology capitalizes on the revolutionary development of DNA analysis, DNA sequencing and DNA fragment analysis. Delphitest GmbH focussed on family relationship testing especially for private customers but also for courts, lawyers, medical doctors, youth welfare offices and embassies. We developed new techniques and tests, e.g. paternity tests for dogs, sibling tests etc. In addition, we offer genetic tests for hereditary diseases like Chorea Huntington, Alzheimers Disease or Canavan Syndrome and a genetic blood group test. Delphitest provides its high level of competence in DNA techniques to scientific partners like universities, hospitals or pharmaceutical companies in Europe.

## Denk Pharma GmbH & Co. KG

PHARMA & CHEMICAL INDUSTRY

In a global world it is difficult to know where a product is manufactured. Therefore DENK PHARMA has created something unique. All DENK PHARMA products are:

- Manufactured in Germany
- Quality controlled in Germany
- Registered in Germany

DENK PHARMA was founded in Munich, Germany in 1948. We have a strong focus on export markets and presently supply our DENK PHARMA premium medicine to over 50 countries around the world. In Germany our products are sold through co-marketing agreements with other companies.

DENK PHARMA premium medicine is registered and approved for the German market by the German Health authorities. You are guaranteed exactly the same quality of medicine as a patient in Germany. The DENK PHARMA production facility is state-of-the-art and of course meets the latest requirements with respect to GMP and ISO.

## DiaServe Laboratories GmbH

BIOTECH DEVICES & REAGENTS

DiaServe is a primary manufacturer of human and animal blood derived raw materials for diagnostic industry. Based on this raw materials DiaServe also offers tailor-made in vitro controls/calibrators for medical laboratories. The company was established in 1997 with a mission to identify, develop and manufacture in vitro diagnostics mainly on OEM basis for diagnostic manufacturers and clinical laboratories.

## Dojindo EU GmbH

BIOTECH THERAPEUTICS & DIAGNOSTICS

Keywords: Fine Chemicals/Reagents

Dojindo produces over 500 well-known products used by research organizations over the world. Many of these products were developed jointly between Dojindo staff and outside researchers. Dojindo strives to expand its ability to analyze the future direction of science by maintaining continued interest in new research activities as well as improving its information-gathering network. Dojindo is ready for this shortened product cycle because our creative researchers are working continuously to meet tomorrow's research needs.



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## DoNatur GmbH

BIOTECHTHERAPEUTICS & DIAGNOSTICS

Keywords: Drug Development, Rheumatoid Arthritis

DoNatur GmbH develops new therapeutics from herbal extracts with traditionally confirmed therapeutic efficiency. The comprehensive analysis of the genuine extracts, the isolation and structural characterization of the active substances and the test of their pharmacological activities constitutes the main competence of the company. Over the last years DoNatur has successfully developed a new immunomodulatory acting natural substance which has been proved highly efficacious for the therapy of rheumatic diseases.

## Dr. Nibler & Partner

CRO

Keywords: Medical Writing, Pharmacology, Devices, Drug Development

Legal requirements for pharmacovigilance are continuously rising. The fulfillment turns out to be a major burden for small and medium sized enterprises. We provide a complete pharmacovigilance full-service solution:

- 24-hours availability for receipt of adverse event reports by phone, fax or e-mail
- Literature screening and -review
- Data entry and MedDRA coding
- Follow-up by medically qualified personnel (MD, RN)
- Scientific assessment by experienced physicians
- Authority reporting either electronically or on paper
- SUSAR reporting
- Preparation of periodic reports: PSUR and ASR
- Preparation and maintenance of risk management plans
- Implementation and optimization of your pharmacovigilance system
- SOP preparation or revision
- Audits and guidance through inspection

## Dr. R. Pflieger GmbH

PHARMA & CHEMICAL INDUSTRY

Keywords: Dermatology, Antibiotics, Pharmacokinetics, Pharmacology, Drug Delivery

Dr. R. Pflieger GmbH is a medium sized German pharmaceutical company located in Bamberg (Bavaria) with a staff of 300 employees. Established in 1945 as a private company, it is nowadays exclusively owned by the Doktor Robert Pflieger Foundation, which aims are the exclusive sponsoring of charitable and social projects and the support of medical research. The company is currently selling about 35 medicinal products with emphasis in urology, gynaecology and dermatology and has GMP approved production facilities. The international business is focused on the antimuscarinic drug trospium chloride which was developed by the Dr. R. Pflieger and is approved for treatment of overactive bladder.

## Dynamic Biosensors GmbH

BIOTECH DNA/PROTEIN ANALYTICS

Keywords: Antibody, Proteomics, Small Molecules, Peptide/Protein, Chip/Array Technology, Drug Development, Devices

Dynamic Biosensors offer solutions for label-free molecular interaction analysis and beyond. The proprietary switchSENSE technology is the first and only dynamic biosensor system on the market which combines unrivaled analytical content with superior sensitivity. In addition to measuring binding affinities and kinetics (even in the sub-picomolar range), switchSENSE also allows the determination of changes in the size/shape of your target (e.g. conformational changes, formation of aggregates, and even post-translational modifications) and much more, in a single assay on a chip. switchSENSE combines the advantages of a dynamic molecular measurement with the benefits of a chip-based biosensor system.

## eADMET GmbH

BIOTECH BIOINFORMATICS

eADMET GmbH develops and markets innovative IT solutions for the prediction of important properties of chemicals and drugs, especially physical and ("drug-like") characteristics. The term "eADMET" stands for "early&electronic ADMET" – computational models designed to predict the ADMET (absorption, distribution, metabolism, excretion and toxicity) of molecules. We are an enterprise solution provider committed to long-term partnerships with our customers. For the full range of small to large business organizations, we offer business consulting and IT infrastructure solutions that enable our clients to exploit the potential of an up-to date in-silico property prediction infrastructure with minimum effort. The central product of eADMET is OCHEM, a web-based database system that links the molecular structures of chemical substances to their physical and ADME /Tox characteristics. Based on a comprehensive data collection and excellent algorithms, the properties of new substances can be estimated accurately.

Chemoinformaticians in from all over the world constantly add new information to the publicly accessible version, which are then associated with current, publicly available data and the specific expertise of eADMET. Our development efforts are focussed on the identification of reliable predictions. Our technology allows to quickly develop high quality prediction models. eADMET thus contributes to realizing the full potential of computer technology in the chemical industry. We make it easy to avoid misinterpretations of model results.

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## ELLA Biotech GmbH

BIOTECH THERAPEUTICS & DIAGNOSTICS

Keywords: Clinical Diagnostics, PCR, Chip/Array Technology, RNAi & Antisense, Genomics, Antisense/Nucleotides

Our focus is the synthesis of special oligoribonucleotides for selected projects in diagnostics, chip technologies, genesynthesis and further topics – following quality standards which you would appreciate and expect in your own lab. The guidelines for the synthesis standards can be defined by our customers themselves. Through our validated technology platform, our experienced interdisciplinary team and our resolute attitude towards the highest quality in our products we offer tangible advantages to our customers and partners.

## Emergent Product Development Germany GmbH

BIOTECH DNA/PROTEIN ANALYTICS

Keywords: Vaccines, Infectious Diseases

Emergent BioSolutions protects and enhances life by developing and manufacturing vaccines and therapeutics that are supplied to healthcare providers and purchasers for use in preventing and treating disease. Emergent's marketed and investigational products target infectious diseases, oncology and autoimmune disorders.

## EMFRET Analytics GmbH & CoKG

BIOTECH DEVICES & REAGENTS

emfret Analytics GmbH (founded 2002) is focussing on production, characterization, derivatization and supply of monoclonal antibodies in biomedical research, namely vascular biology.

## EMP Genetech

BIOTECH DNA/PROTEIN ANALYTICS

**Keywords:** Drug Development, Clinical Diagnostics, Peptide/Protein, Biomarker Discovery & Development

EMP Genetech Recombinant Proteins from Human Cells Improving your Research Activities EMP Genetech provides non-GMP services in recombinant protein production and the development of stable high producer cell lines. Protein purification to customer given purity is also conducted, as well as cell banking. We work with industrial and academical clients. Since 2000 the company has developed several dozen recombinant biomolecules.

EMP Genetech's Services:

- Gene Cloning
- Development of Stable High Producer Cell Lines
- Recombinant Protein Production
- Process Development
- Generation of Cell Banks
- Protein Purification
- Experience since 2000

## EpiGene GmbH

BIOTECH AGRO, FOOD, ENVIRONMENT

**Keywords:** Agrobiotechnology, Genomics

EpiGene GmbH, founded in 1999, is a genomics-based research and development company focusing on applications in plant protection. The core competences comprise the molecular characterization of plant-pathogen interactions and the development of high throughput systems for molecular diagnostics of involved genetic factors. In addition, research efforts include investigations of the mode of action of plant protective agents at the molecular level and the identification of mutations or differentially expressed genes in pathogens as potential new targets.

## EpiLogic GmbH

BIOTECH AGRO, FOOD, ENVIRONMENT

**Keywords:** Agrobiotechnology, Genomics

EpiLogic is a new European wide operating company involved in product development based on genomic analysis of fungal pathogens propagated by wind in agricultural crops (at present: cereals and vine). Pathogen analysis of virulence and fungicide sensitivity are used as decision support for breeding, choice of cultivar and fungicide management to ensure sustainable agriculture. A genotype bank of several pathogens is currently being set up to offer high quality inoculum for selection in laboratory, greenhouse and field. Additionally, methods are under development for analysing and culturing new pathogens.

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RECOMBINANT PROTEIN EXPRESSION

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## ethris GmbH

BIOTECH THERAPEUTICS & DIAGNOSTICS

**Keywords:** Metabolic Diseases, Dermatology, Bone/Joint Diseases, Gene Therapy, Gene Transfer, Tissue Engineering/Cell Culture, Drug Development

With stabilized, non-immunogenic messenger RNA ("SNIM<sup>®</sup>RNA"), ethris GmbH possesses an enabling platform for Transcript Therapies. SNIM<sup>®</sup>RNA is a first-in-class biopharmaceutical which provide a compelling alternative for recombinant protein or gene therapies. SNIM<sup>®</sup>RNAs encode therapeutic proteins to be produced in the patient's body and overcome short duration effects of recombinant proteins. SNIM<sup>®</sup>RNA Transcript Therapy is a new option for a broad variety of diseases, either acquired or genetically pre-determined, life style- or age-related, rare or frequent. ethris develops transcript therapeutics with a focus on regenerative medicine.

## eticur) GmbH

BIOTECH THERAPEUTICS & DIAGNOSTICS

eticur) is headquartered in the IZB in Martinsried and cooperates with the Department of Transfusion Medicine and Haemostaseology of the University Hospital of Erlangen. Based on the idea that umbilical cord blood contains multipotent adult stem cells, the cord blood is prepared and stored for potential later use. These cells might in future play an important role in therapies including regenerative medicine. Our priority is to grant the most secure storage, highest quality and extensive testing by highly qualified personnel. eticur) grants the storage of stem cells following the highest quality-standards of the Federal Board of Physicians and the Institute for Sera and Vaccine (Paul-Ehrlich-Institute).

## Eurofins Genomics

BIOTECH DNA/PROTEIN ANALYTICS

**Keywords:** Genomics, NGS, PCR, Antisense/Nucleotides

Eurofins Genomics is an international provider of genomic services around the core business lines next generation sequencing, genotyping, gene expression, custom DNA sequencing, oligonucleotides, siRNA and gene synthesis.

## Evotec Munich GmbH

BIOTECH PRECLINICAL SERVICES

**Keywords:** Drug Development, Oncology, Genomics, Proteomics, Small Molecules, Inflammation, Metabolic Diseases

Evotec is a drug discovery alliance and development partnership company focused on rapidly progressing innovative product approaches with leading pharmaceutical and biotechnology companies. The Company has established a unique position by assembling top-class scientific experts and integrating state-of-the-art technologies as well as substantial experience and expertise in key therapeutic areas including neuroscience, pain, metabolic diseases as well as oncology and inflammation. Evotec has long-term discovery alliances with partners including Boehringer Ingelheim, CHDI, Genentech, Medimmune/Astra Zeneca, Novartis, Ono Pharmaceutical and Roche. The Company's headquarters are located in Hamburg. Additional major technology and research facilities are based in Göttingen (former DeveloGen AG) and Martinsried (former Kinaxo Biotechnologies GmbH), Abingdon, UK and San Francisco, USA. Evotec has more than 580 employees worldwide.

## EXCELLA GmbH

PHARMA & CHEMICAL INDUSTRY

**Keywords:** Drug Development, Medicinal Chemistry, Analytical Chemistry, Small Molecules, Oncology

Excella GmbH has been serving the pharmaceutical industry for more than 35 years with high quality API's and finished dosage forms. Recent investments have directed our focus towards high containment products (including OEB5) and a one-stop-shopping approach. Excella supplies products to the generic industry but also manufactures for big pharma life cycle end products and develops processes for innovative API's and novel solid dosage forms. Services offered range from early product development through registration support to state-of-the-art manufacturing. Excella's Feucht site has an excellent track record with the FDA and other regulatory agencies since 1983 and is Safebridge certified.



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## Exosome Diagnostics GmbH

BIOTECH THERAPEUTICS & DIAGNOSTICS

Keywords: [Metabolic Diseases](#), [Diabetics](#), [CNS](#), [PCR](#), [Genomics](#), [Clinical Diagnostics](#)

Exosome Diagnostics is developing biofluid based molecular diagnostic tests for use in personalized medicine applications. Exosomes and other microvesicles are shed into all biofluids, including blood, urine, and cerebrospinal fluid, forming a highly enriched source of intact, disease-specific nucleic acids. The Company's proprietary exosome technology makes use of this natural enrichment to achieve high sensitivity and specificity for rare gene transcripts and the expression of genes responsible for cancers and other diseases. The Company is commercializing in vitro diagnostic tests for use in companion diagnostic applications and real-time monitoring of disease. The Company is located in New York, USA and Munich, Germany and is backed by an international consortium of leading VCs.

## FEI Munich GmbH

BIOTECH DEVICES & REAGENTS

Keywords: [Automation](#), [Microscopy](#), [Devices](#)

TILL Photonics GmbH, founded in 1993 and acquired in 2011 by FEI (Hillsboro, USA), is a global microscopy solutions provider that develops and markets live cell fluorescence microscopes and routine, applied science and diagnostics products. TILL produces extremely flexible, modular microscopy systems that are complete turnkey solutions for imaging and photometry applications. These systems are based on patented technology for confocal and conventional fluorescence microscopy and were originally developed in collaboration with the BioImaging Zentrum at the LMU in Munich.



## FermCom Bio-VNT Biologische Verfahrenstechnik und Netzwerk-Technologie

BIOTECH DEVICES & REAGENTS

Keywords: Devices,

FermCom Bio-VNT is a research and development company focused on biotechnology and network applications. FermCom Bio-VNT is in development of an innovative in-situ online-analysis system by using a high-technology bioreactor. With the help of the device for classification of biomolecules in liquid there will be new technologies brought together to a new biosensor system "Multisensor-MiniLab". The use of bio-chips allows to miniaturize online real-time-analysis. In cooperation with appropriate high-tech partner companies FermCom Bio-VNT creates a national / international network via Internet / Intranet for data tele-transfer. International patent-applications (PCT) are the cornerstone of the company's strategy. FermCom's field of activity is development a new compact sytem for non-invasive process-monitoring in the area of biotechnology, fermentation- and environment-analytics.

## FGK Clinical Research GmbH

CRO

Keywords: Drug Development, CRO/CMO, Clinical Trial Management and Monitoring, Regulatory Affairs, Medical Writing, Data Management and Biostatistics

FGK Clinical Research is a European CRO with headquarters in München offering all services for phase II to IV clinical trials. Our more than 80 highly qualified medical, scientific and regulatory experts can guide you through the clinical trial process, from planning and approval to the final report. FGK has subsidiaries in the UK, Hungary, Poland and Czech Republic. Our international client base includes biotechnology, medical device, and pharmaceutical companies. With our "all services through one company" philosophy we are able to offer tailored approach to meet the specific requirements of each sponsor. FGK has extensive experience in all major therapeutic areas allowing it to effectively design, manage, and analyze development programs and clinical trials.



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## FGK Pharmacovigilance GmbH

CRO

**Keywords:** Data Management and Biostatistics, Pharmacovigilance, Regulatory Affairs, Drug Development, Clinical Trial Management and Monitoring, Medical Writing

FGK Pharmacovigilance GmbH is a service provider offering the full range of services related to continuous monitoring of risk-benefit of authorized medicinal products including:

- Management of Adverse Events and Signals and of risk minimization activities including assessment of effectiveness of these activities
- Preparation of periodic safety update reports, ad hoc safety reports or statements specifically tailored to requests of CAs
- Safety profile characterization and planning of PV activities to increase knowledge about the safety profile of the medicinal product

With broad therapeutic and risk management experience of its personnel FGK PV guarantees an early recognition of potential risks and timely planning of risk minimization activities to avoid these risks while keeping the product on the market.

## FGK Representative Service GmbH

CRO

**Keywords:** Drug Development

FGK Representative Service GmbH was founded in order to meet legal requirements of sponsor companies which do not have a subsidiary within the European Union and Switzerland, for the purpose of performing clinical research projects in this region. Such a "legal representative" for clinical drug trials or "authorized representative" for medical device trials fulfills the obligation that the sponsor companies must be established or represented in the European Union according to Clinical Trials Directive 2001/20/EC. FGK represents in all member states of the EU for drug and medical device trials to enable submissions of regulatory applications to the European authorities and ethics committees. FGK also represents for all applications in drug authorizations and orphan drug designations.

## Formycon GmbH

PRECLINICAL SERVICES

**Keywords:** Formulation

Formycon GmbH is more than a regular CRO that provides formulation and analytical services to the biopharmaceutical industry. The complete analytical development chain – starting from protein characterization and comparability studies up to GMP Quality Control and stability testing of clinical study and market medication. The Formulation one-stop shop – Formycon covers pre-formulation, development of systemic and local, liquid, freeze-dried and sustained release drug product formulations, supply of pre-clinical studies and development of the manufacturing process.

## FRIZ Biochem Gesellschaft für Bioanalytik mbH

BIOTECH DEVICES & REAGENTS

**Keywords:** Chip/Array Technology, Infectious Diseases, Devices, Clinical Diagnostics

FRIZ Biochem develops and produces highly reliable user-friendly and inexpensive biochip systems for applications in medical diagnostics, food testing and pharmaceutical research. Key products are DNA-chips with direct electrical read-out where SNPs (single nucleotide polymorphism) can unambiguously be detected and time-consuming labeling of the target-DNA is no longer necessary. This enables a broad range of simple and fast analyses making the system ideal for biological medical studies. The company's proprietary combination of micro arrays, electrical detection and semiconductor technology opens the way to compact multiplex analyses directly at a PC without the expensive instrumentation commonly needed.

## GE Healthcare Europe GmbH

BIOTECH DEVICES & REAGENTS

**Keywords:** Fine Chemicals/Reagents, Devices, Analytical Chemistry, Genomics, Proteomics

GE Healthcare Life Sciences provides a broad range of products and services for biomolecule separations at all scales.

Chief products include:

- ÄKTAdesign™ chromatography systems and BioProcess™ media
- Filtration systems and devices
- Wave Bioreactor™ and mixers
- Cell separation for isolating and purifying cells, viruses, and sub-cellular particles
- FastTrak™ BioPharma Services.

Our products are used in the manufacture of the majority of all FDA-approved biopharmaceuticals on the market. GE Healthcare Life Sciences is a part of GE Healthcare, a General Electric company with more than 42,000 employees, providing transformational medical technologies that are shaping a new age of patient care.



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GE imagination at work

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## GeneArt AG

BIOTECH

Keywords: Genomics, Combinatorics

Since entering the Gene Synthesis market in 2000 GeneArt has established as the global market leader. GeneArt provides key technologies for Synthetic Biology projects for example for the construction of bacteria which produce complex biopolymers such as biofuels or organisms which degrade environmental toxins. Furthermore the company contributes key technologies necessary to develop and produce new therapeutics and vaccines. Customers also rely on GeneArt services to improve enzymes, such as the ones used as additives in detergents. GeneArt was awarded the worldwide largest gene synthesis contract for the completion of the "Mammalian Gene Collection (MGC) Program" by the U.S. National Institutes of Health (NIH). In addition, GeneArt produced subgenomic elements for the construction of the first synthetic bacterial genome by the J. Craig Venter Institute. Since December 2010 GeneArt AG is a 100% subsidiary of the U.S.-American Life Technologies Corporation.

## Genedata Bioinformatik GmbH

BIOTECH BIOINFORMATICS

Genedata is a bioinformatics company that specializes in developing software systems for the comprehensive analysis of genomes, transcriptomes, proteomes, metabolomes, and biochemical compounds. By working closely with key partners, the company combines its extensive product portfolio with expert scientific consulting services to offer tailor-made solutions for specific applications and multiple therapeutic areas. The company's solutions are key for moving the focus of life science research from high-throughput data acquisition to high-content data interpretation. Founded in 1997 as a spin-off from Novartis, the company is headquartered in Basel (Switzerland) with branch offices in Munich (Germany), San Francisco (USA), Boston (USA), and Tokyo (Japan).

## Genedia AG Biotec Services and Products

BIOTECH DNA/PROTEIN ANALYTICS

Keywords: Antisense/Nucleotides, Genomics, Medicinal Chemistry

Genedia AG Biotec Services and Products is a provider of DNA testing services including private DNA paternity testing, legal DNA paternity testing as well as other relationship testing services (full or half sibling testing, grandparents testing, aunt or uncle testing, 1st cousin testing, maternity testing as well as twin testing). An other area is DNA genealogy and anthropology, which includes ancestral origin DNA population test, Y-Chromosome Analysis, mt-DNA analysis. The forensic area includes DNA identification and banking services forensic testing services especially stain analysis. DNA molecular testing of diseases (Factor V and II, MTHFR, CFTR-Mutation). DNA testing of animals.

## Genelux GmbH

BIOTECHTHERAPEUTICS & DIAGNOSTICS

**Keywords:** Oncology, Immune Therapy, Drug Delivery, Clinical Diagnostics, Drug Development

Genelux Corporation, San Diego, CA ([www.genelux.com](http://www.genelux.com)) has been founded in 2001. Its focus is the exploration of the potentials of innovative recombinant oncolytic Vaccinia Viruses for therapeutic and diagnostic applications, opening a new area of anti-cancer strategies. A first product is in clinical trials in the UK, in Germany and in the USA Genelux GmbH, Bernried, Germany, has been founded mid 2004. Its focus is process development and manufacturing of the viruses and the development of in process and quality control assays and companion diagnostics.

## Genetic ID (Europe) AG Labor für gentechnische Analysen

BIOTECH DNA/PROTEIN ANALYTICS

**Keywords:** ELISA/EIA, Genomics, PCR, , Laboratory, Transgenic Plants, Agrobiotechnology

Genetic ID is a global leader in testing for the presence of genetically modified organisms (GMOs) in food and agricultural products. In addition Genetic ID also offers Allergen screening. Founded in 1996, Genetic ID Inc. maintains global headquarters in USA, as well as premier testing laboratories in Japan and Germany, offices in Brazil, and the Global Laboratory Alliance of affiliated laboratories and representatives spanning five continents. We develop technologies that address all aspects of the GMO-testing segment and provide all clients with the technology, services and information they need to operate in the increasingly high-tech global marketplace.

## GeneWake GmbH

BIOTECHTHERAPEUTICS & DIAGNOSTICS

**Keywords:** Pharmacogenomics, Clinical Diagnostics, Oncology, Genomics

GENEWAKE GMBH –

DEVELOPMENT OF INNOVATIVE MOLECULAR DIAGNOSTICS

Providing a comprehensive panel of genomic services and technologies for genomics, transcriptomics, epigenetics and proteomics, GeneWake offers diagnostic kit development, companion diagnostics, biomarker detection and technology development as part of contract research or within the scope of clinical studies. Due to the company's broad spectrum of the latest technologies and methods ranging from next generation sequencing to quantitative PCR and section bases analysis, tailored experimental design can be offered for the individual needs of each individual research question. Proprietary developments and innovations in the field of oncology aim to contribute to a more personalized treatment of cancer.



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## Genomatix Software GmbH

BIOTECH BIOINFORMATICS

Keywords: Genomics, Devices, NGS, Informatics, Data Management and Biostatistics

Genomatix is one of the world's leading suppliers of technologies to analyze and interpret genomic data. As well as laying the groundwork for microarray experiments and NGS data sequencing analyses, our hardware, software & service solutions help answer the typical questions posed by systems biology. Our approach: combine multiple lines of evidence to perform an integrated meta-analysis. Instead of looking at single strands of information separately, we access an exceptionally large pool of data from different sources. This wealth of data is continually expanding, so it is continually up to date. This meta-analysis leads to more relevant results, more precise scientific knowledge and a better chance of understanding the molecular contexts of gene regulation and expression.

## Gilead Sciences GmbH

BIOTECH THERAPEUTICS & DIAGNOSTICS

Gilead Sciences is dedicated to providing accelerated solutions for patients and the people who care for them. The evolution of Gilead – from a promising biopharmaceutical company to a leader in the international development and commercialisation of medicines for life-threatening infectious diseases (viral, fungal and bacterial infections) – is testament to what the company has achieved through disciplined science, visionary thinking and diversified planning. Gilead's headquarter is based in Foster City, California with additional operations in San Dimas, California. Sales and marketing organisations are located in the following cities: Athens, Greece; Cambridge, UK; Lisbon, Portugal; Madrid, Spain; Istanbul, Turkey; Munich, Germany; Paris, France; Dublin, Ireland; Milano, Italy.

## GILYOS GmbH

CRO

Keywords: Small Molecules, Peptide/Protein, Antibody, Nanobiotechnology, Drug Development

GILYOS is a research-oriented, highly specialized contract service partner in the field of pharmaceutical freeze-drying. Services include, but are not limited to, formulation development for pharmaceuticals (protein, peptide), freeze-drying cycle development, optimization of processes including Quality-by-Design and scale-up from laboratory to production. GILYOS offers a variety of analytical methods to fully characterize drug formulations (liquid and solid state), with special focus on the examination of the physicochemical properties of materials. Moreover, the company offers a full range of consulting services, including technical support for freeze-dryers and sales of equipment.

## gimbio mbH Gesellschaft für Informationsmanagement in der Biotechnologie

BIOTECH BIOINFORMATICS

Keywords: Automation, Data Management

Development and application of innovative online measurement systems for biotechnical process state variables. Gimbio-Society for Information Management in biotechnology-sees itself as a company offering innovative products and solutions in bioprocess technology, especially for companies in the food, brewing or biotechnology industry. The guiding principle of the company is, in addition to the information gathering and processing, the development and application of innovative online measurement systems for biotechnical process state variables for the purpose of process design, modeling and simulation, with the ultimate goal of optimizing underlying bioprocesses.

## GKM Gesellschaft für Therapieforschung mbH

CRO

Keywords: Logistics, Pharmacovigilance, CRO/CMO, Medical Writing

GKM Gesellschaft für Therapieforschung mbH is a privately owned full service Contract Research Organisation for planning and conducting clinical trials phase II-IV as well as for post-marketing-surveillances. Since 1981, GKM is a reliable partner for pharmaceutical, biotech and medical device companies. GKM provides flexible services with expert knowledge and dedication to your projects in accordance with ICH-GCP and other applicable national and international guidelines. More than 30 years experience: cost-effective quality combined with the latest standards and technologies.

## GlaxoSmithKline GmbH & Co. KG

PHARMA & CHEMICAL INDUSTRY

Keywords: Antibiotics, Vaccines, CNS, Dermatology, Oncology, Respiratory Diseases

GlaxoSmithKline is one of the world's leading research-based pharmaceutical and healthcare companies with biotech developments in the area of vaccines and biopharmaceuticals.



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## Glucometrix Pharma Vertriebs- und Verwaltungsgesellschaft

BIOTECH THERAPEUTICS & DIAGNOSTICS

Keywords: Peptide/Protein, Chip/Array Technology, Devices, Drug Development, Diabetics

### KEY FIGURES

- GlucoMetrix AG was founded in 2001. It has 3 major subsidiaries that concentrate on different aspects of enhancing the quality of life for people suffering from diabetes.
- GlucoMetrix NIB GmbH develops medical devices for measuring blood sugar non-invasively, i.e. without puncturing the skin.
- GlucoMetrix PVS GmbH develops a new production method for insulin which promises a purer insulin with less side effects.
- GlucoMetrix Pharma VV GmbH develops, manufactures and markets medicinal products related to wound healing. These are particularly suited for diabetic wounds.

### PRODUCTS AND TECHNOLOGIES

- Development of expression platforms for biomedical products and
- Development of downstream purification methods.
- BIOSept line of wound treatment products

### MAJOR R&D TOPICS

- Opto-acoustical device to measure blood sugar non-invasively (in collaboration with ETH Zurich)
- Immunological assay to determine glycated serum proteins (POC-assay; in collaboration with FHI BMT)
- Genetic predisposition for diabetes mellitus
- Cost-effective production methods for human insulin

## GNA Biosolutions GmbH

BIOTECH DNA/PROTEIN ANALYTICS

Keywords: Nanobiotechnology, Clinical Diagnostics, Devices, Analytical Chemistry

GNA Biosolutions has developed a laser-based, optothermal system to provide the world's fastest DNA diagnostics. The technology is based on nanoparticles within the sample solution. These nanoparticles can be heated up with a laser, and they cool down immediately after irradiation. As a result, the heating and cooling ramps are a million times shorter than in conventional thermocyclers, leading to ultra-fast DNA amplification (Laser PCR®). The optical characteristics of the nanoparticles can also be utilized for a fluorescence-free detection (Nanostove®) that minimizes any upstream sample preparation. GNA's Pharos400 instrument will perform integrated Laser PCR® and Nanostove® read-out. The assay pipeline comprises tests for infectious diseases, with a focus on screening incoming patients for resistant micro-organisms directly during the admission. GNA was incorporated in 2010 as a spin-off from Ludwig-Maximilians-Universität, Munich and its chair for Photonics and Optoelectronics

## GWK Präzisionstechnik GmbH

BIOTECH DEVICES & REAGENTS

**Keywords:** Microscopy, Chip/Array Technology, Automation, Analytical Chemistry, Devices

GWK Precision Technology builds laboratory equipment for food analysis, clinical diagnostics and medical technologies. For the handling of Micro-Array-Chips and Lateral-Flow-Devices we offer equipment for the manufacturing and processing of rapid test devices. Furthermore GWK builds special machines and we are specialized in automation for production facilities. In addition, we offer tools and interfaces for the modification of production equipment. In order to secure the quality within manufacturing processes, we equip production plants with measuring instrumentation. Based in Munich-Germany we are a team of 20 specialists and serve industries since 1991. Our foremost goal is customer satisfaction and delivery on time of equipment and contract manufacturing (engineering, machining, surface treatment, assembly, test, documentation and certification of equipment). We provide special know-how in technical fields (precision mechanics, optics, image processing, sensors, microfluidics, cutting techniques, lateral flow, 3D-prototyping) and system techniques (automation, handling, electronics and machine control) as well as the certification of equipment and production systems.

## Hematrix Wound Care GmbH

MEDTECH

**Keywords:** Devices

Hematrix Wound Care GmbH develops, manufactures and markets products in the area of wound care. Our major initial focus is the marketing of hemostatic products to control bleeding. We are experts in the field of hemostasis and wound healing. Our vision is to build up an attractive company together with our investors in this business area.

## hepacult GmbH

BIOTECH PRECLINICAL SERVICES

**Keywords:** Toxicology, Tissue Engineering/Cell Culture, Drug Development, Analytical Chemistry

hepacult develops and markets cell culture technology based on human liver cells and other human organs. The cell culture technology is used to prognose the metabolism of novel drugs and for the in vitro simulation of liver dysfunctions. With their cutting edge cell and tissue products hepacult provides to the scientific community and pharmaceutical industry an outstanding in vitro test system coming close to the human in vivo conditions. Animal experiments can be replaced to a large extent. Results gained during the preclinical stage with hepatocytes show a better prognostic value. Partially even the cost-intensive clinical experiments on humans and related risks to humans can be reduced.



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## Hepa Wash GmbH

MEDTECH

Keywords: Devices, Hepatology

Hepa Wash is a medical device company committed to the development and commercialization of its novel liver and kidney support device for the treatment of patients with life-threatening liver and/or kidney disease. Main features of the Hepa Wash® extracorporeal technology are its highly efficient albumindialysis and its innovative albumin regeneration circuit. The technology proves to be several times more effective than currently available alternatives and has the potential to significantly increase the survival rates in liver patients. The company has established an EN ISO 13485 certified quality management system regarding the development, design and production of the hemodialysis device and the necessary treatment fluids. The therapy is market approved within the European Economic Area (CE-marking) in compliance with the Medical Device Directive 93/42 EEC Annex II.3.

## Hexal AG

PHARMA & CHEMICAL INDUSTRY

Keywords: 3D-Structural Analysis, Pharmacokinetics, Peptide/Protein, Drug Development

Hexal is the leading German generic manufacturer and belongs to the worldwide Sandoz Group with its headquarters in Holzkirchen, Bavaria. Hexal brings biosimilars to the German market. Biosimilars are highly-differentiated products, based on very complex biological molecules. Biologics, or biopharmaceuticals, are medicines produced from living organisms using biotechnology techniques. Many biologics are recombinant proteins and are manufactured using "recombinant DNA" technology, a process that involves inserting a specific gene into a host cell to produce a particular protein. These complex state-of-the-art molecules represent a distinct regulatory class of medicine compared to "traditional", chemically synthesized medicines. In Germany Hexal employs more than 4.000 people at six sites. The company was founded in 1986 and merged with Sandoz in 2006.



## HolsboerMaschmeyer NeuroChemie GmbH

BIOTECH THERAPEUTICS & DIAGNOSTICS

**Keywords:** Drug Development, Medicinal Chemistry, Personalized Medicine, Laboratory, Biomarker Discovery & Development

HolsboerMaschmeyer NeuroChemie GmbH is a Munich-based biotech company specialised in research and development of new drugs against depression and anxiety disorders, that was founded in December 2010. The company utilizes research results for the development of new chemical structures which then become specifically acting drugs. Laboratory tests developed by HolsboerMaschmeyer NeuroChemie GmbH identify the specific disease mechanism of the affected patient and thus allow an individual therapy. The combined application of laboratory tests and specific drugs improves the quality of the therapy: duration of disease is shortened for the benefit of patients and the savings for the health care system are considerable.

## HTI bio-X GmbH

BIOTECH DEVICES & REAGENTS

**Keywords:** Devices, Automation

HTI bio-X GmbH is an engineering supplier for products and technical service. We are developing customized solutions of instruments and automations. Our product portfolio covers e.g. consumables and instruments for DNA-synthesis. The biomagnetic workstation X-Tract facilitates magnetic beads applications. The main focus is a system of instruments and modules for the automation of laboratory processes. The X-TubeProcessor is based on the X-Capper for capping and of screw cap tubes. This device is expandable with many modules e.g. for labelling, barcode reading, filling reagents or powder into individual tubes or dispensing of reagents into all tubes. The X-TubeProcessor is usable for a wide range of tubes. The system will be combined with modules regarding to the market requirements.

## HumediQ

BIOTECH BIOINFORMATICS

**Keywords:** Informatics, Personalized Medicine, Devices

humediQ was founded in 2010 and has currently 10 employees. We see our mission in the development, production and sales of medical-technical systems – both software and hardware. The focus is on quality assurance systems in radiotherapy. Our vision is to develop high-quality medical devices. To achieve our product goals (transfer of scientific research results into clinical routine integration of innovation into clinical practice), we work closely together with hospitals and research institutions and form a highly qualified and motivated team.



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## Hyglos GmbH

BIOTECH THERAPEUTICS & DIAGNOSTICS

Keywords: Clinical Diagnostics, Peptide/Protein, Infectious Diseases, Proteomics

Hyglos' core competency is to exploit the principles of bacteriophage biology and the expert use of the proprietary phage-protein technology for diagnostics, antimicrobial and research applications. Hyglos' products and services are supplied to well known pharmaceutical and biotech companies as well as research institutes. Hyglos product portfolio includes the endotoxin detection assays EndoLISA® & EndoZyme®, EndoTrap®, EndoGrade®, reagents for food diagnostics, Bacteria Capture Kits. Furthermore, Hyglos offers customized services using state-of-the-art technology; Endotoxin Detection Service, Endotoxin removal Service, From Gene to Protein Service. Hyglos GmbH is certified according to ISO 9001:2008 and ISO 13485:2003 + AC:2007.

## Hyperthermics Regensburg GmbH

BIOTECH AGRO, FOOD, ENVIRONMENT

Hyperthermics Regensburg GmbH is a biotechnology company developing applications of hyperthermophilic organisms in renewable energy solutions and in industrial processes. In these applications hyperthermophilic microorganisms are the "software". In the initial phase we are focusing on developing applications together with international industrial partners. In an operational phase we will focus our research activities towards "software development and update".

## i.DRAS GmbH international Drug Regulatory Affairs Services

CRO

Keywords: Devices, Regulatory Affairs, Toxicology, Pharmacology, Medical Writing, Analytical Chemistry, Drug Development

i.DRAS is a service provider for international drug regulatory affairs. i.DRAS offers support and services for human and veterinary medicinal products from the preclinical/early clinical development stages to the first submission of the MA dossier throughout post marketing activities, covering the whole product life cycle. Services provided cover CTAs and MAAs and all respective documentations to be filed (IB, IMPD, CTD, NtA) for new and established drug substances and the corresponding drug products, including herbal and biological/biotechnological medicinal products. If requested i.DRAS takes over the project management for complex projects with further partners who may be assigned through us or our clients. The same applies to borderline medicinal devices and such incorporating an ancillary drug substance.

## ibidi GmbH

BIOTECH DEVICES & REAGENTS

**Keywords:** Microscopy, Chip/Array Technology, Tissue Engineering/Cell Culture, Nanobiotechnology, Devices

ibidi develops, produces and distributes cell-culture biochips ( $\mu$ -Slides) and devices for functional cell-based assays. An extensive line of  $\mu$ -Slides and  $\mu$ -Dishes offers solutions for immunofluorescence and basic cell culture, plus the following complex assays: angiogenesis, chemotaxis, wound healing, shear stress and flow. The company also specializes in instruments such as heating and incubation units, and a unique perfusion system that provides continuous flow for the simulation of blood vessels. The high optical quality of the  $\mu$ -Slides allows microscopic cell investigations, using phase contrast or DIC, fluorescence and also confocal microscopy. The new F-actin marker LifeAct makes it possible to keep track of the development and movement of F-actin structures in living cells. All of the products are offered world-wide through a variety of distributors.

## IKINOWO GmbH

BIOTECH THERAPEUTICS & DIAGNOSTICS

**Keywords:** Chip/Array Technology, Aptamer Technology, Analytical Chemistry, Clinical Diagnostics, Oncology, Proteomics

The main goal of the \*IKINOWO GmbH\* is to develop diagnostic tools for human diseases and cell profiling concerned with ribonuclease, expression defects and codon usage. \*IKINOWO GmbH\* has been funded by the german government: Federal Ministry of Education and Research (BMBF) in the framework of the program EXIST SEED promoting business start ups from university research.

## IMG M Laboratories GmbH your outsourcing partner for genomic services

BIOTECH

**Keywords:** Pharmacogenomics, Pharmacogenetics, Chip/Array Technology, Genomics, Laboratory, PCR

Munich based IMG M Laboratories offers advanced genomic services to customers from pharma, academia and biotech. IMG M is accredited according to DIN EN ISO/IEC 17025 and is a Certified Service Provider for Agilent (Microarrays), Ion Torrent (PGM) and Affymetrix (DMET Plus). IMG M offers first-class NGS services based on Roche 454, Ion Torrent and Illumina sequencing platforms. Metagenomics, HLA typing, pharmacogenetics, sequence detection and gene analysis expression are core components of our service portfolio. At IMG M, we combine state-of-the-art technology with complex data analysis to deliver meaningful results in an easy-to-understand format.



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## immatics biotechnologies GmbH

BIOTECH THERAPEUTICS & DIAGNOSTICS

Keywords: Drug Development, Genomics, Proteomics, Peptide/Protein, Vaccines, Immune Therapy, Oncology

immatics biotechnologies is a clinical-stage biopharmaceutical company developing rationally designed therapeutic vaccines that are active against cancer. immatics' lead product, IMA901 for renal cell carcinoma, completed Phase III patient recruitment in Nov. 2012. immatics' pipeline also includes IMA910, in Phase II for colorectal cancer, and IMA950 which is being developed for glioma. immatics' technology platform rapidly generates defined therapeutic cancer vaccines which are based on multiple tumour-associated peptides (TUMAPs) with the ability to specifically stimulate the immune system against cancer cells. These vaccines – comprising multiple peptides confirmed to be naturally presented by real tumour tissue – offer the prospect of greater effectiveness than existing cancer vaccine approaches. immatics' products are 'drug like' with stable, off-the-shelf formulations and robust easily scalable manufacturing. immatics is based in Tuebingen and Munich, Germany, and has raised EUR 108 million (US\$ 140 million) in private equity in three financing rounds.

## Immumed GmbH Gesellschaft für angewandte Immunologie

BIOTECH PRECLINICAL SERVICES

Keywords: Laboratory, Inflammation, ELISA/EIA, Clinical Diagnostics

### Applied Immunology – Testing Services

We offer testing services for human, mouse or rat samples:

- Analysis of cytokines, chemokines and phosphoproteins
- Cell-characterization
- Cell-separation
- Cytotoxicity

Our team is specialized in measuring multiplex-parameter analysis with Luminex-Technology in various samples like serum, cell cultures, saliva, urine. We perform every application for flow-cytometry analysis, for example cell phenotyping, intracellular cytokine detection or cytotoxicity assays as well as positive or negative selection of cells with magnetic-bead technology.

## immunoGlobe Antikörpertechnik GmbH

BIOTECH DEVICES & REAGENTS

Keywords: Laboratory, Antibody Production Service, Antibody

immunoGlobe® GmbH is a privately owned company, established in 1997.

Core competences are

- Manufacturing of novel research antibodies,
- Full service custom antibody production and purification,
- Marketing of own and licensed antibodies through a global network of OEM partners, wholesalers, and distributors.

Specializations:

Through sophisticated schemes of immunization, affinity purification & depletion on multiple proteins or peptides immunoGlobe® has specialized in the generation of highly specific antibodies against:

- any combination of (de)phosphorylation states of neighboring double-phosphorylation sites
- neo-epitopes (e.g. cleavage sites)
- isoforms, variants, and point mutations

Epitope mapping services with single amino acid precision complete the service catalog.

## ImmunoQure AG

BIOTECH THERAPEUTICS & DIAGNOSTICS

ImmunoQure AG rare natural antibodies derived from patients for patients. ImmunoQure AG is a young biotech company spearheading the research and development of human-derived antibodies (HD-MABs) for the treatment of human diseases. Through our unique access to rare patient populations, we are able to identify patients harboring naturally optimized antibodies against key drug targets that are involved in preventing a number of human diseases.

## Implen GmbH

BIOTECH DEVICES & REAGENTS

Keywords: Proteomics, Nanobiotechnology, Genomics, Chip/Array Technology, Automation, Devices

Implen is a privately held corporation that is a leading supplier for spectroscopy instruments and consumables for the non-destructive analysis of ultra low volume samples. The company focuses on biological, chemical, and pharmaceutical laboratories in industry and research.



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## Inamed GmbH

CRO

Keywords: Drug Delivery, Medical Writing, Respiratory Diseases

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### Inamed GmbH – “THE Respiratory CRO”

INAMED was founded in 1998 and is an experienced, independent, privately owned and managed CRO with its headquarters located at the periphery of Munich, and with its roots in basic research and clinical medicine. We are an international contract research organization with true respiratory expertise. Complementing our solid experience in conducting clinical trials, INAMED's team of inhalation and clinical experts provides our sponsors with a unique spectrum of services. Besides our clinical trial operations at all phases of development and our fully staffed, in-house Phase I-IIa unit with twenty beds, INAMED performs in-vitro studies in our own labs and is the only CRO in continental Europe able and approved to perform radio-labeling studies. Our studies deliver the highest quality data and can enhance your clinical trials and development projects for drugs and inhalation devices. INAMED offers an opportunity for sponsors to get their products to market more successfully.

## INC Research GmbH

CRO

Keywords: Data Management and Biostatistics, Medical Writing, Vaccines, Inflammation, CNS, Oncology, Pharmacovigilance

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INC Research is a therapeutically focused clinical research organization with a high-performance reputation for conducting global clinical development programs of the highest integrity. Pharmaceutical and biotechnology companies look to INC Research for a complete range of customized Phase I through Phase IV programs in all therapeutic areas and innovative pediatric and women's health trials. The company's Trusted Process® methodology and therapeutic foresight lead customers to more confident, better-informed drug and device development decisions.



## Infors GmbH

BIOTECH DEVICES & REAGENTS

INFORS HT is your specialist for bioreactors, incubation shakers and bioprocess control software. You benefit from sophisticated systems, in which your cell lines or microorganisms develop their full potential in a reproducible way, thus contributing to your success.

For your applications, we offer the right solutions:

- Fermentation of microorganisms (bacteria, fungi and yeasts)
- Cell culture (mammalian cells, insect cells, plant cells and algae)
- Biofuel (biodiesel and bioethanol)
- Parallel bioprocesses
- Custom-made bioreactors and incubation shakers
- Bioprocess control software
- Qualification of bioreactors and incubation shakers

Closeness to the customer, high quality, innovation and flexibility are our greatest strengths.

## Institut Virion\Serion GmbH

BIOTECH THERAPEUTICS & DIAGNOSTICS

**Keywords:** Clinical Diagnostics, ELISA/EIA, Autoimmune Diseases, Infectious Diseases, Respiratory Diseases, Automation

Institut Virion\Serion GmbH is a German in-vitro diagnostic company with more than 30 years of experience in the international market. The extensive high-quality product portfolio for the diagnosis of infectious diseases contains SERION ELISA classic tests recommended for quantified antibody detection in human serum, plasma, and, if necessary, in cerebrospinal fluid, against various viral, bacterial, fungal and parasitic infections. SERION ELISA antigen tests enable a direct antigen detection of pathogens. Our Complement Fixation Tests are featuring more than 50 different antigens. The latest developments of our particle-based SERION Multianalyt™ products allow simultaneous antibody detection against multiple antigens using flow cytometry. Parallel to immunoassays we have introduced the Immunomat™ for automated processing and analysis of SERION ELISA classic and SERION ELISA antigen tests.

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## Intana Bioscience GmbH

BIOTECH PRECLINICAL SERVICES

Keywords: Drug Development, Microscopy, Antibody, Peptide/Protein, Small Molecules

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Intana Bioscience GmbH, founded 2008, is a privately owned service provider company. Understanding the selectivity profile and the binding characteristics of a candidate drug has been shown to be essential for downstream optimization. Intana Bioscience GmbH offers interaction analysis based on a single molecule sensitive spectroscopic approach called fluorescence cross correlation spectroscopy (FCCS). FCCS can be applied in cellular lysates to determine the binding and rate constants of biomolecular interaction and represents a highly efficient approach to develop selective inhibitors for targeted therapies. Customers benefit from short assay development time, in depth interaction analysis and assay conditions that mimic the natural environment of a drug.

## INTERLAB central lab services – worldwide GmbH

CRO

Keywords: Biomarker Discovery & Development, Laboratory, Drug Development, PCR, Analytical Chemistry, Clinical Diagnostics, Logistics

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INTERLAB is an independent central laboratory supporting clinical trials for pharmaceutical and biotechnology companies covering Europe, North and South America, Australia, Africa and Asia. The international head office is in Munich, Germany. INTERLAB performs routine and esoteric testing on a daily basis: over 15.000 samples daily: clinical chemistry, hematology, endocrinology, genetics, PCR, microbiology, virology, immunology, serology, histopathology, cytology, toxicology, drug assays, incl. LC-MS/MS. Additional services: professional project managers, flexible data management and transfer, cost-effective shipment logistics worldwide, extended sample storage at  $-20^{\circ}\text{C}$ ,  $-70$  or  $80^{\circ}\text{C}$ , rental or sale of centrifuges and freezers. EN 45,000, ISO 9001 and EC/ISO/EN 15189 (17025)

## Iris Biotech GmbH

PHARMA & CHEMICAL INDUSTRY

Keywords: Fine Chemicals/Reagents, Peptide/Protein, Drug Development, Drug Delivery, Medicinal Chemistry, Combinatorial Chemistry, Natural Compounds

1. Starting materials for peptide synthesis, peptidomimetic and medicinal chemistry: protected amino acids, coupling reagents, linkers and resins, natural and unusual amino acids and natural compounds with physiological properties.
2. Technologies for Drug Delivery: more than 900 different carriers used in polymer therapeutics products (PEGylating reagents, PASylation, PGA Poly(glutamic acid) and multi-functional dendrimers).
3. Reagents for Life Sciences and Diagnostics: substrates, inhibitors, cross-linker, immunologic tools, carbohydrates, dyes and fluorescent labels.
4. We carry out custom synthesis in all areas above. Our strengths are compounds with one or several chiral centers.

## ISARNA Therapeutics GmbH

BIOTECH THERAPEUTICS & DIAGNOSTICS

Isarna Therapeutics has an unmatched commitment to developing TGF- $\beta$  inhibitors that stimulate the human immune system to effectively fight cancer and other diseases. We are advancing a unique pipeline of novel oligonucleotides and combination modalities to transcend clinical response and improve patient outcomes.

## iThera Medical GmbH

BIOTECH DEVICES & REAGENTS

Keywords: Nanobiotechnology, Drug Development, Devices, Cardiovascular Diseases, Inflammation, Oncology

iThera Medical develops and markets a novel in-vivo biomedical imaging technology, "MSOT" = multi-spectral opto-acoustic tomography. MSOT utilizes the photo-acoustic effect to visualize and quantify anatomical, functional and molecular information of living tissue. Today, MSOT allows the early and reliable validation of new substance efficacy in drug discovery (e.g., for oncology, neurology and cardiovascular problems). For the future, MSOT also promises to become a valuable tool for clinical diagnostics.



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## ITM Isotope Technologies Munich AG

### BIOTECH THERAPEUTICS & DIAGNOSTICS

Keywords: Cardiovascular Diseases, Chip/Array Technology, Automation, Devices, New Materials, Drug Delivery, Drug Development

The ITM Group is a leading pharmaceutical company for the development, production and worldwide distribution of highly effective radionuclides for diagnostics (soon to be GMP-certified) and therapy (GMP-certified since 12/2011). Its commitment to bringing exclusive next-generation radionuclide concepts and advanced medical devices to patients, has been successfully achieved in the treatment of neuroendocrine tumors, skin cancer and end-vascular therapy. Strengthening its portfolio with the development of targeted radiodiagnostics and radiotherapy, while at the same time further expanding the esteemed network of strategic partnerships, investigating small peptidic binding molecules for co-development into clinical phase, is ITM's number one priority in order to remain the provider of choice in radionuclide technology. Headquartered on the premises of the elite Technical University of Munich TUM and next door to the novel FRM II one of the most modern neutron source in the world this high-tech environment provides the ITM Group with the ideal setup to drive forth radionuclide technologies. A state of the art GMP Labeling Platform and sophisticated radiopharmaceutical supply chain management contribute to the success. The ITM AG and its subsidiaries ITG GmbH, ITM OncoBeta GmbH and ITM RP Munich GmbH are renowned for their excellence and precision in R&D and production, as well as their unprecedented reliability and flexibility in terms of offering global logistic services and customer care, 365 days a year.

## Kantar Health GmbH Clinical Research

### CRO

Keywords: Regulatory Affairs, Data Management and Biostatistics, Clinical Trial Management and Monitoring, Medical Writing, Oncology, Pharmacovigilance, Logistics

Kantar Health GmbH Clinical Research conducts phase I-IV clinical trials, retrospective and prospective non-interventional studies, patient reported outcomes and pharmacoeconomic studies. Our operations span local agencies in over 45 countries worldwide. Kantar Health combines more than 30 years of CRO expertise in drug research including development of innovative web-based applications (InTrial® and InDrugs®). Our services include: protocol and CRF design, eCRF solutions, feasibility and site selection, investigators training, handling of legal and ethical requirements, monitoring and site management, project management, implementation of risk management programs, data management, medical coding, pharmacovigilance, quality assurance, statistical planning and analysis, medical writing.

## KLIFOVET AG

CRO

**Keywords:** Regulatory Affairs, Medical Writing, Clinical Trial Management and Monitoring, Data Management, Pharmacovigilance, veterinary clinical trials

KLIFOVET is the provider of high quality services for the Animal Health and Animal Nutrition Industry regarding the registration and marketing of all kind of veterinary products. Full business and product development management, regulatory affairs including dossier writing, compilation and submission, full CRO services for safety and efficacy studies in all animal species is our business. We handle EU, US or other projects with our dedicated partners. 15 years of experience, well organized logistics, a highly motivated team, a comprehensive net of co-operators and skilled investigators throughout Europe, North America and other continents. We handle large multinational projects as professionally as national ones, complying to national, EMA, EFSA or FDA standards.

## kmbs

BIOTECH DNA/PROTEIN ANALYTICS

**Keywords:** Genomics, PCR

kmbs is your service partner for organismic studies e. g. in Conservation Biology, Zoology, Phylogeny, Taxonomy, and Molecular Biology to clear up specimens' identities by means of molecular/genetic analyses (Sample preparation, PCR, DNA sequencing, Gene Fragment analysis) for purposes like resolving species relationships, detecting sibling species, delimiting species boundaries, investigating population structure and integrity, a.s.o.

In addition, we are experienced in making microscopic preparations, carrying out outdoor services like mapping species inventories or searching for special organisms within a given habitat including the collection of organisms on demand, and acting as project manager and consultants.

## Laboklin GmbH & Co KG – Unternehmensbereich Labogen

BIOTECH THERAPEUTICS & DIAGNOSTICS

Our laboratory provides a complete testing service for veterinary surgeons to meet the diagnostic needs of your practice. You can find all important information and our laboratory profiles and screens (microbiology, haematology, allergy, pathology and genetic testing). Furthermore you can download submission forms or order sample collection material. If you are registered you are able to locate your samples, the stage of investigation and much more.



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## Labor Friedle GmbH

BIOTECH THERAPEUTICS & DIAGNOSTICS

Keywords: [Clinical Diagnostics](#), [Medicinal Chemistry](#), [Allergy](#)

Labor Friedle GmbH is an accredited analytical laboratory for analytics of chemical residues like heavy metals, pesticides, mycotoxins and radioactivity testing. Our scope includes furthermore food ingredients, nutrient content analytic, examination of human biological matrices, microbiological and molecular biological examinations and examination of indoor air pollutions.

## Labor L+S AG

BIOTECH DNA/PROTEIN ANALYTICS

Keywords: [Medicinal Chemistry](#), [Allergy](#), [Clinical Diagnostics](#), [Laboratory](#), [Analytical Chemistry](#)

Labor L+S AG is a service provider who understands the language of the future: Achievement, service, quality. With L+S AG there is no separation from advisors and practitioners. More than 900 customers from the pharmaceutical, cosmetics, food and feed industry trust our know-how. Our range of services: Microbiological, molecular-biological, biological, chemical and physicochemical tests of pharmaceuticals, medicinal products, food and feed, cosmetics as well as related raw materials and intermediate goods, Industrial hygiene, Clinical-microbiological diagnostic as well as diagnostic of food intolerances and allergies. In our state of the art laboratory (5100 sqm) 350 employees carefully handle more than 240.000 samples/year.

## LabPMM GmbH

BIOTECH DNA/PROTEIN ANALYTICS

Keywords: [Clinical Diagnostics](#), [Molecular Diagnostics](#)

LabPMM GmbH is an ISO 15189 accredited reference laboratory based in the South of Munich, Germany focused on Personalized Molecular Medicine and Personalized Molecular Diagnostics for customers throughout Europe. LabPMM is the only reference laboratory licensed to perform testing for FLT3 and NPM1 mutations – these are the most important prognostic biomarkers for karyotype normal AML. Current WHO guidelines include assessment of FLT3 mutation status as a “standard of care” in treatment of acute myeloid leukemia.



## LAT GmbH Dr. Tittel Institut für Pharma-Analytik

CRO

Keywords: Pharmacovigilance, Regulatory Affairs, Laboratory, Analytical Chemistry, Small Molecules

LAT is a well equipped, state-of-the art service provider with 35 years of experience in the pharmaceutical industry. Main analytical focus of the company is gas and liquid chromatography, mass spectrometry and capillary electrophoresis as well as development of tests for in-vitro in-vivo correlation. All analytical work is embedded in a long-term experience of all aspects of regulatory affairs (CTD, eCTD, IMPD, ASMF/US-DMF).

## leon-nanodrugs GmbH

BIOTECH DEVICES & REAGENTS

Keywords: Drug Development, Drug Delivery, Nanobiotechnology, Antibody, Antisense/Nucleotides, Peptide/Protein, Small Molecules

leon-nanodrugs is a specialized contract drug development company providing its clients with nanotechnology-based reformulations of established oral and parenteral drugs. More than 70 % of all marketed drugs are poorly soluble in water and often show a low membrane permeability in parallel, limiting their oral bioavailability. These problems can be solved by using our innovative, proprietary and patented MJR-Technology. By "downsizing" the APIs into the "nanoscale" we increase the solubility and the dissolution rate of the given API without violating the chemical integrity of the API, which is very important for regulatory reasons (no toxicology!). With the MJR-Technology we can process small molecules, peptides, hormones and proteins. Our approval strategy meets the requirements of an ANDA, NDA (505) b (2) (FDA) or hybrid approval (EMA). From concept to submission for approval we execute our projects within an average time of 36 to 48 months. Based on our "network of expertise" we are able to provide a 360 degree service range – from concept to market launch incl. GMP-manufacturing any size. Each of our reformulation projects is covered by an API-specific formulation patent. After drug approval, the complete IP is transferred to the client, whereas leon-nanodrugs gets royalties after approval.



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## LEUKOCARE AG

BIOTECH DEVICES & REAGENTS

- LEUKOCARE provides proprietary formulation technologies and related development services for stabilization and protection of biologics
- LEUKOCARE technologies are employed in collaborations with partners in the field of vaccines, therapeutic proteins, and biologic device combination products.
- LEUKOCARE provides development services based on fee for service during implementation of its technologies.
- LEUKOCARE's technologies provide manifold benefits:
  - Improved shelf-life / stability / quality
  - Terminal sterilization of biologics
  - Significant production cost savings

## LINDIS Biotech GmbH

BIOTECH THERAPEUTICS & DIAGNOSTICS

Keywords: Drug Development, Antibody

LINDIS Biotech was founded to develop ektomun®, an innovative immunotherapeutic for the treatment of small cell lung cancer, melanoma and other neuroectodermal cancers that currently lack sufficient treatment options. The company is managed by Horst Lindhofer, inventor of the underlying trifunctional antibody technology and CEO of TRION Pharma.

## LISANDO GmbH

BIOTECH THERAPEUTICS & DIAGNOSTICS

Lysando is a manufacturer of medical devices. Lysando AG and the R&D centre Lisando GmbH are owned by the TGI Group, which is specialised in environmentally supportive technologies and manufacturing.

- Achievements: In 2010 our team received the Food Safety Innovation Award for a novel method to detect bacterial contamination in food. In October 2012 LYSANDO AG has been rated with the best rating possible by Dun&Bradstreet.
- Cooperations: Lysando cooperates with various Universities and Institutes in Europe, Thailand, Japan and United States of America.

## LivImplant GmbH

BIOTECH THERAPEUTICS & DIAGNOSTICS

**Keywords:** Inflammation, Bone/Joint Diseases, Cell Therapy, Tissue Engineering/Cell Culture

LivImplant GmbH develops and sells innovative cell based therapies for lesions and diseases of tendons, joints, cartilage and bones, focusing on stimulating the self-healing powers of the body by applying stem cells and growth factors. As a spin off from the Experimental Surgery and regenerative Medicine department of the Ludwig-Maximilians-University of Munich ([www.experimed.de](http://www.experimed.de)) and a close collaboration with the Veterinary Clinic of the University of Giessen LivImplant benefits from the latest scientific proceedings. First applications are available for curing lameness with horses and dogs.

## Loewe® Biochemica GmbH

BIOTECH DEVICES & REAGENTS

**Keywords:** Agrobiotechnology, ELISA/EIA

LOEWE is committed to the development and production of high quality reagents for the detection of plant diseases caused by bacteria, fungi, nematodes, and viruses. Furthermore we offer contract testing services for all kinds of crops and ornamentals (ELISA techniques, Immuno Fluorescence Antibody Assays, Blotting, and PCR).

## Lophius Biosciences GmbH

BIOTECH THERAPEUTICS & DIAGNOSTICS

**Keywords:** Clinical Diagnostics, Immune Therapy, Infectious Diseases

Lophius Biosciences GmbH, a German biotech company, is focusing on the development and marketing of innovative T-cell based diagnostic systems for the diagnosis and immunomonitoring in the fields of transplantation, infectious and autoimmune diseases. With its innovative products, the company also aims towards enabling therapy control and personalized treatment in the above fields of application.

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## MAB Discovery GmbH

BIOTECHTHERAPEUTICS & DIAGNOSTICS

Keywords: [Drug Development](#), [Antibody](#)

MAB Discovery, based in Munich, Germany, is a provider of high quality IND ready monoclonal antibodies derived from rabbits and rats. Relying on the natural immune response and state of the art B cell cloning techniques, we produce monoclonals with unprecedented epitope coverage and potency, so much so that further time consuming affinity maturation is not required. The diversity of the immune responses also ensures success against targets heretofore considered intractable. We offer simple and straightforward business terms by eschewing the traditional IP license approach.

## MagForce AG

MEDTECH

Keywords: [Oncology](#), [Nanobiotechnology](#)

MagForce AG, listed in the entry standard (MF6) of the Frankfurt Stock Exchange, together with its subsidiaries MT MedTech Engineering GmbH and MagForce USA, Inc., is a leading medical device company in the field of nanomedicine in oncology. The headquarters of the MagForce AG are in Berlin. The departments of Clinical Development, Commercial, Intellectual Property and Legal are located at the Munich site. The group's proprietary NanoTherm® therapy enables the focal treatment of solid tumors through the intratumoral generation of heat via activation of instilled superparamagnetic nanoparticles by an alternating magnetic field applicator. The nanoparticles are instilled into a tumor via a minimal invasive procedure and remain at the site of injection due to their aminosilane coating. Based on the amount and location of the instilled nanoparticle depots and the applied magnetic field strength the company's therapy planning software simulates the temperature distribution within the treatment area prior patient treatment. NanoTherm®, NanoPlan®, and NanoActivator® are components of the therapy and have received EU-wide certification (CE mark) as medical devices for the treatment of brain tumors. For more information, please visit [www.magforce.com](http://www.magforce.com).

## medicomp GmbH

CRO

medicomp GmbH was founded in 1985 and has developed ever since into a full service CRO. We offer a wide range of services for phase I-IV trials, PMS and medical devices: medical and biometrical planning, protocol and CRF design, project management, data management, monitoring, statistical analysis and medical writing. medicomp is a member of the Bundesverband Medizinischer Auftragsinstitute (BVMA), which implies regular independent system audits. Furthermore, medicomp is a founding member of Pharmaceutical Service Network (PSN), a network of independent European CROs, which allows us to offer services for studies conducted on a European scope in collaboration with our partners.

## Medigene AG

BIOTECHTHERAPEUTICS & DIAGNOSTICS

**Keywords:** Oncology, Drug Development, Personalized Medicine, Immune Therapy, Autoimmune Diseases, Dermatology

Medigene AG is a publicly listed (Frankfurt: MDG, prime standard) biotechnology company headquartered in Martinsried/Munich, Germany with a cancer immunotherapy platform to target various tumour types and stages (DC vaccines, T cell receptor- (TCR) modified T cells and TABs) following the purchase of Trianta Immunotherapies GmbH. Medigene was the first German biotech company to have revenues from marketed products, which are distributed by partner companies. It has two drug candidates in clinical trials and is developing an innovative vaccine technology. Medigene focuses on clinical research and development of novel drugs against cancer and autoimmune diseases.

## Medpace Germany GmbH

CRO

**Keywords:** Cardiovascular Diseases, Metabolic Diseases, Oncology

Medpace, established in 1992, is a full-service Contract Research Organization (CRO), who partners with leading pharmaceutical and biotech organizations to bring promising new drugs to market. Medpace combines comprehensive regulatory consulting with efficient clinical trial management to provide sponsors with exceptional support in drug development. Proven leaders in medical and scientific research monitor every project. Medpace physicians have first-hand experience working with regulatory agencies to successfully guide projects through the complexities of the regulatory process. The medical expertise and regulatory guidance provided by Medpace leads to reduced costs and increased efficiencies for our valued customers.

## MedPharmTec GmbH

CRO

**Keywords:** Regulatory Affairs, Data Management and Biostatistics, Medical Writing

MedPharmTec GmbH is a Pharmaceutical Contract Service Organisation providing expert assistance in drug development, clinical research (phase II through IV), medical information, regulatory affairs and drug safety to pharmaceutical and biotechnology companies. Our clinical research services range from protocol planning, CRF design, trial management, monitoring and auditing up to data management, biometrics and report writing. Further areas of MedPharmTec-Services' activities include medical information, i.e. medical and scientific translations, proof-reading, writing/designing of brochures, publications and scientific literature searches as well as consulting and services in terms of regulatory affairs and drug safety.

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## Merck KGaA Institute of Drug Metabolism and Pharmacokinetics

PHARMA & CHEMICAL INDUSTRY

**Keywords:** Drug Development, ELISA/EIA, Pharmacokinetics, Antibody, Small Molecules

The Institute of Drug Metabolism and Pharmacokinetics (DMPK) is located in Grafing near Munich and is part of Global Research of Merck Serono, Geneva. The institute was established in 1969 and has grown considerably over the years. Currently 80 people are working at Grafing. The scope of the Institute of DMPK includes ADME studies of NCEs and NBEs in laboratory animals during drug discovery and development phases. Support is given to toxicology (toxicokinetics) and to clinical R&D by providing bioanalytical data and information about the metabolism in humans. The institute is equipped with state of the art instruments (e.g. LC-MS/MS, NMR, biacore, phosphor-imaging systems) and laboratories for radiolabelling of drugs with various radioisotopes (e.g. C-14, H-3, J-125).

## metabion

BIOTECH DEVICES & REAGENTS

**Keywords:** PCR, Antisense/Nucleotides, Antibody Production Service, Other Diagnostics, NGS, Genomics, Proteomics

metabion is one of the globally leading suppliers of custom nucleic acids renowned for its focus on reliable supplies of consistently high quality products and services. Founded in 1997 in Munich/Martinsried, metabion keeps on expanding its product portfolio from the production of a wide range of synthetic DNA and RNA oligonucleotides according to customers' needs to the supply of standard life science products. Successfully translating highest quality standards into daily practice is the core of metabion's business philosophy and key to its popularity at the same time. Careful evaluation and implementation of new and promising technologies and products are complementing metabion's progressive and innovative approach within a healthy and sound business setup.

## MetaHeps GmbH

BIOTECH PRECLINICAL SERVICES

**Keywords:** Toxicology, Drug Development

MetaHeps® – First technology to diagnose or exclude DILI in individual patients. MetaHeps® is a unique service provider that generates a personalized cell model reflecting individual drug hepatotoxicity from a small patient blood sample. Customers are research driven pharmaceutical companies and global acting CROs, using Metaheps' services in clinical phases of drug development as well as postmarketing to diagnose or exclude Drug-induced liver injury (DILI) in individual patients.



## Metronomia Clinical Research GmbH

CRO

**Keywords:** Drug Development, Data Management and Biostatistics, Clinical Trial Management and Monitoring

Metronomia Clinical Research is a mid-size European CRO, providing full- or tailored services in clinical trials phase I-IV and NIS, with special focus on e-clinical, data management and biostatistics. Metronomia's mission statement is to improve and accelerate drug development by bringing together cutting-edge e-clinical technologies, well accepted study designs and pronounced customer orientation. Since more than 20 years our customers particularly esteem the high-quality and reliability of our data, our commitment to best service and outstanding flexibility, our stable project teams and the competitive cost-benefit ratio. Metronomia has a proven track record in all major therapeutic areas (core indications: oncology, dermatology, transplantation, nephrology and pulmonary diseases).

## MicroCoat Biotechnologie GmbH

BIOTECH DNA/PROTEIN ANALYTICS

**Keywords:** Analytical Chemistry, PCR, ELISA/EIA, Clinical Diagnostics

Founded in 1992, MicroCoat is a biotechnology company focused on the field of Immune- and Nucleic acid-Diagnostics.

The major work areas are

- Coating of various biological reagents (Streptavidin; antibodies; nucleic acids; and others) on solid phases (e.g. micro plates, micro particles, tubes, chips)
- Development and manufacturing of diagnostic assays, especially for pharma testing (biologicals, ADA-, Nab-testing)
- Service in the field of Immune and Nucleic acid-Diagnostics like: measurement of samples, also for preclinical and clinical trials; method comparison of assays; configuration and handling of "sample panels"; system verification and validation.

MicroCoat has been certified for EN ISO 13485:2003 (9001/EN 46001).

GLP-Certified since April 2009

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## microDimensions GmbH

BIOTECHTHERAPEUTICS & DIAGNOSTICS

Keywords: [Molecular Diagnostics](#)

MicroDimensions GmbH is based in Munich and was founded in 2011 by Dr. Marco Feuerstein, Dr. Martin Groher and Dr. Hauke Heibel as a spin-off of the chair for Computer Aided Medical Procedures of the Technische Universität München (TUM). After a successfully completed project phase, as soon as 2012 the first customers could benefit from microDimensions software solutions. In a very early stage of its history, the company could already achieve first sales, together with the European market leader for Virtual Slide Scanner, 3DHISTECH Ltd., Hungary, since 2012 distribution partner of microDimensions. With microDimensions first product Voloom, accurate 3D reconstructions can be generated from previously sectioned microscopic samples and then analyzed. For this purpose several sections are reconstructed to a high-resolution volume using a technology developed by microDimensions. This reconstruction is evaluated by means of algorithmic methods so that deformations in the extremely thin sections can be detected and compensated. The resulting 3D volume has a maximum analogy with regard to the unsectioned tissue samples. Compared to other software solutions, microDimensions solution has two decisive advantages. On the one hand, the reconstruction is generated automatically which significantly saves labour and time, as opposed to the semi-automatic procedures currently available. On the other hand, the microDimensions technology offers a maximum analogy with regard to the original sample; other section reconstruction methods cannot guarantee this result and are therefore less accurate.

## MIKROGEN GmbH

BIOTECHTHERAPEUTICS & DIAGNOSTICS

Keywords: [Chip/Array Technology](#), [Autoimmune Diseases](#), [Automation](#), [Infectious Diseases](#), [ELISA/EIA](#), [Clinical Diagnostics](#), [PCR](#)

Founded in 1989 MIKROGEN GmbH offers innovative solutions for medical laboratories. The companies scope is the development and production of clinical diagnostic test systems based on recombinant antigens, with the focus on bacterial, viral, parasitic and autoimmune diseases. MIKROGEN's core competencies covers genetic engineering and the scientific quality of research and development, which is reflected in various patent applications and publications in international journals. The key success factors of the company are consistent customer orientation, the strong product competence and highly skilled employees. MIKROGEN meets ongoing market demands by emphasising its activities on automation and standardisation in the in-vitro diagnostics, to improve processes in medical laboratories.

## MLL Münchner Leukämie Labor GmbH

BIOTECH THERAPEUTICS & DIAGNOSTICS

**Keywords:** Clinical Diagnostics, Chip/Array Technology, Genomics, PCR, Hematology, Oncology

MLL Munich Leukemia Laboratory is working as a reference laboratory for the diagnosis of hematologic malignancies focussing on leukemia and lymphoma. All 132 coworkers (physicians, molecular biologists, biostatisticians, and technicians) have outstanding reputation in the field of comprehensive diagnostics. In parallel, cytomorphology, cytochemistry, immunophenotyping, cytogenetics, FISH, and molecular genetic techniques such as PCR as well as new techniques such as next-generation sequencing are performed. The seven day available work-flow is orientated to the clinical needs of patients and physicians. MLL serves as a reference laboratory for German and European leukemia studies and is a SME-member in the European Leukemia Network (ELN). Education programs are provided for physicians and technicians.

## Molecular Machines & Industries GmbH

BIOTECH DEVICES & REAGENTS

**Keywords:** Microscopy, Molecular Diagnostics, Devices

Molecular Machines & Industries (MMI) is the leading provider of microscope based micromanipulation solutions for the life sciences, material sciences, and healthcare. We specialize in single cell handling, laser microdissection and optical tweezers for a wide range of clinical and research based applications. MMI is a high value partner for our customers providing worldwide unique competence in micromanipulation and single cell handling. Founded in 1998 by Prof. Dr. Stefan Seeger in Heidelberg, Germany, MMI moved in 2001 to Zurich, Switzerland. Since then, MMI emerged into the global market and today has established a broad instruments base all over the world.

## Molecular Networks GmbH

BIOTECH BIOINFORMATICS

**Keywords:** Molecular Modelling, Small Molecules

Molecular Networks offers innovative cheminformatics software products, consulting, development and research services to increase the quality and productivity of discoveries in chemical, pharmaceutical and biotechnology R&D. Founded in 1997, the company established international business relationships and Molecular Networks' technology is utilized in major industrial and academic discovery laboratories worldwide to design and optimize chemical products and processes. Molecular Networks' product portfolio comprises a variety of software tools, databases and decision support applications for the design and the synthesis of chemical compounds, the prediction of their chemical, physical and biological properties, their chemical reactivity and metabolic or environmental fate.



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## Molekula GmbH

BIOTECH DEVICES & REAGENTS

**Keywords:** Antibiotics, Analytical Chemistry, New Materials, Medicinal Chemistry, Peptide/Protein, Fine Chemicals/Reagents, Drug Development

Molekula is a leading supplier of fine chemicals and biochemicals and stands at the forefront of this constantly changing industry. Molekula is different – we specialise in hard-to-source chemicals using production laboratories across the world with a diligence and tenacity that sets us apart from any other chemical supply company. Having started in a rented facility just over ten years ago, Molekula now boasts sales locations all over Europe. We are constantly expanding, having recently developed our operations in the UK and Germany. Our catalogue, which was initially comprised of just 500 research chemicals, now holds over 8000 ex-stock products and our ability to source high-quality compounds quickly and easily means our product list is growing all the time.

## MorphoSys AG

BIOTECH THERAPEUTICS & DIAGNOSTICS

**Keywords:** CNS, Oncology, Infectious Diseases, Antibody, Drug Development, Inflammation, Rheumatoid Arthritis

MorphoSys is an independent biotechnology company that develops novel antibodies, mainly for therapeutic applications. By successfully applying HuCAL® and other proprietary technologies, MorphoSys has become a leader in the field of fully human therapeutic antibodies. With Ylanthia, MorphoSys's next-generation antibody technology has been launched in 2011. Through its alliances with some of the world's largest pharmaceutical companies, MorphoSys has created a pipeline of more than 70 drug candidates of which 20 are in clinical studies. In addition, the company develops a portfolio of proprietary therapeutic antibody candidates in the area of inflammation and oncology.

## MSD SHARP & DOHME GMBH

PHARMA & CHEMICAL INDUSTRY

**Keywords:** Cardiovascular Diseases, Diabetics, Oncology, Endocrinology, Infectious Diseases, Rheumatoid Arthritis, Hepatology

MSD SHARP & DOHME GMBH is the German subsidiary of Merck & Co., Inc., a research-driven, worldwide acting pharmaceutical company based in the US, which develops, produces and distributes medicines and vaccines in different therapeutic fields. MSD wants to contribute to medical care in order to guarantee and improve access to urgently needed medicines worldwide. Thus, MSD supports numerous poor countries with donations of pharmaceuticals. For more than 100 years MSD publishes the renowned "MSD-Manual", a standard publication for physicians and pharmacists ([www.msd.de/msdmanual/](http://www.msd.de/msdmanual/)). Medical knowledge and advice for the public is published in the "MSD-Manual Handbuch Gesundheit". MSD Germany has app. 1.200 employees. The company is situated in Haar near Munich.

## MUC Research GmbH

CRO

**Keywords:** Medical Writing, Clinical Trial Management and Monitoring, Data Management and Biostatistics, Logistics, Regulatory Affairs, Hepatology, Infectious Diseases

MUC Research is specialized in clinical research, i.e. the planning, conduct and analyses of clinical and diagnostic studies. MUC Research has extensive research experience in the field of infectious diseases such as HIV/AIDS or hepatitis B and C as well as in various other therapeutic areas. The services of MUC Research include the statistical planning of interventional and observational cohort studies, the establishment of electronic study platforms involving medical data bases and electronic case report forms (eCRFs), data management, clinical monitoring, statistical analyses and medical writing.

## multi service monitoring

CRO

**Keywords:** Oncology, Clinical Trial Management and Monitoring, Autoimmune Diseases, Devices, Regulatory Affairs, Drug Development,

multi-service-monitoring (in the BioPark, founded in 2003, 5 employees) is a clinical research organisation (CRO) that is specialised in monitoring of non-commercial clinical trials and medical clinical trials with devices. All tasks are carried out in accordance with the appropriate national regulations and the international guidelines ICH/GCP and "DIN ISO 14155".

## multimmune GmbH

BIOTECH THERAPEUTICS & DIAGNOSTICS

**Keywords:** Drug Development, Clinical Diagnostics, Antibody, Cell Therapy, Vaccines, Oncology

multimmune is a biopharmaceutical company dedicated to the discovery and development of new products for the treatment of cancer. The company focuses on the development of drug candidates to treat heat shock protein 70 (Hsp70) positive tumors, as surface-bound Hsp70 is a tumor-specific marker expressed on about 50-75% of various cancer entities, e.g. lung, breast, colon, pancreas. Currently, four approaches are being explored to destroy cancer cells: (1) by extracorporeal activation of Natural Killer (NK) cells with a synthetic peptide (ready to go into phase II), (2) by using an antibody against Hsp70 (preclinical), (3) by inducing tumor specific apoptosis with a recombinant human serine protease (preclinical), (4) by direct infusion of an Hsp70 peptide (preclinical).

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## MWM Biomodels GmbH

BIOTECH THERAPEUTICS & DIAGNOSTICS

Keywords: Drug Development, Pharmacokinetics, Transgenic Animals, Cardiovascular Diseases, Diabetics, Respiratory Diseases

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MWM Biomodels GmbH is a spin-off company of the LMU Munich and Minitube, specialized in the development and characterization of transgenic large animal models for biomedical research. Current projects are focused on genetically modified pigs for xenotransplantation as well as transgenic pig models of diabetes mellitus, muscular dystrophy and immunodeficiency. MWM Biomodels offers support starting from the design of a project, the development of expression and targeting vectors, the generation of genetically modified large animals, their phenotypic characterization and the performance of preclinical studies.

## Myriad GmbH

BIOTECH THERAPEUTICS & DIAGNOSTICS

Keywords: Clinical Diagnostics, Molecular Diagnostics, Biomarker Discovery & Development, Genomics, Personalized Medicine, Oncology

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Myriad is a leading molecular diagnostic company based in Salt Lake City, Utah. Myriad's key focus is to personalize cancer therapy by the discovery and commercialization of targeted tests to assess a person's risk of developing disease, guiding treatment decisions and assessing risk of disease progression and recurrence. Originally founded in 1991, Myriad has spent more than twenty years to help patients and care givers to better understand the role genes play in hereditary cancers, such as breast, colon, endometrial, ovarian, pancreatic, and skin cancers. Since 2011/2012 Myriad is building onto its strong tradition and extending the geographic footprint in Europe. The central European laboratory of Myriad GmbH has opened in Martinsried/Munich in March 2012. The Company provides caregivers access to the technology of its BRACAnalysis<sup>®</sup> test for genetic predisposition to hereditary breast and ovarian cancer, Prolaris<sup>®</sup> – a test to assess prostate cancer aggressiveness to predict disease outcome, Colaris<sup>®</sup> – a test for genetic predisposition to colon and endometrial cancer, and Colaris AP<sup>®</sup> – a test for genetic predisposition to polyposis colon cancer. In addition to the laboratory in Munich, Myriad operates its European headquarters in Zurich, Switzerland and regional offices in Paris, France, Madrid, Spain, and Milan, Italy.



## Nanion Technologies GmbH

BIOTECH DEVICES & REAGENTS

Keywords: Devices, Nanobiotechnology

Nanion Technologies is a spin-off from the Center for Nanoscience (CeNS) of the Ludwig-Maximilians-University of Munich (LMU). Nanion combines bio- and microtechnology in a company serving the life sciences industry by offering products and services which will dramatically increase the speed and efficiency of the drug discovery process in an important segment of the pharmaceutical market. Nanion bases its business on a proprietary chip technology and will design and develop High Throughput Screening (HTS) systems for ion channel active drugs (ICADs). Ion channels are prime targets for innovative medicines aimed at many important diseases.

## nanoSaar AG

NANOTECHNOLOGY

Keywords: Nanotechnology Platform, Nanoparticles, Nanoemulsions, Nanoencapsulations

nanoSaar AG, based in Starnberg, is the exclusive license owner of the patented MJR nanotechnology. Our business approach is to commercialize our proprietary MJR technology in the pharma OTC, food & beverage, consumer products, (petro)chemical, construction and electronics industries. The MJR technology can produce nano/micro -particles, -emulsions and -encapsulations with a highly defined size. Our MJR technology creates superior results compared to spray drying, milling and other technologies. The continuous production setup allows for an unlimited industrial scale up. We offer product development services and buildup of MJR production capacity at the customer site. We also offer in-house production services with our proprietary products. The nanoSaar team has a long term experience and a worldwide network.

## NanoScape AG

PHARMA & CHEMICAL INDUSTRY


Keywords: Nanobiotechnology, Drug Delivery, New Materials, Peptide/Protein, Small Molecules, Vaccines, Fine Chemicals/Reagents

NanoScape is a developer and producer of porous, nanoscale materials for the pharmaceuticals, environment (e.g. water purification membranes) and electronics (e.g. gas sensors; anti-reflection-coatings) sectors. Its NanoZeolite materials are cage-like structures with very high loading capacity which, through modification of the particle size and pore diameter, functionalisation of the surface chemistry or binding of ligands, can be adapted to the meet the requirements of the individual customer, allowing a wide range of pharmaceutical, biochemical, electrical and optical properties to be realised. Using such materials intelligent drug-delivery systems for APIs (small molecules, biopharmaceuticals) and diagnostic sensors can be developed, and applications in the area of proteomics supported.



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## NanoTemper Technologies GmbH

BIOTECH DNA/PROTEIN ANALYTICS

Keywords: [Small Molecules](#), [Peptide/Protein](#), [Nanobiotechnology](#)

NanoTemper Technologies GmbH develops, produces and markets innovative, high quality instruments for bio-medical research. The products are based on NanoTemper's unique and proprietary technology termed Microscale Thermophoresis (MST). Microscale Thermophoresis allows to measure all kinds of biomolecule interactions ranging from protein-ion, protein-compound/fragment to protein-macromolecular complex interactions (e.g. ribosomes and liposomes). Worldwide NanoTemper is the only provider of this patented technology, which has major advantages over existing technologies and provides an important add-on for academic and biopharmaceutical research.

## NDA Regulatory Service GmbH

CRO

Keywords: [Regulatory Affairs](#), [Pharmacovigilance](#), [Drug Development](#)

NDA Group is one of the leading Regulatory Affairs consultancies in Europe. With ~85 employees and offices in Sweden, UK and Germany, NDA has successfully provided Regulatory Support throughout Europe for over 15 years. NDA Regulatory Service GmbH in Munich was founded by a core group of regulatory experts from the European headquarter of an international pharmaceutical company. Our consultants are experienced professionals who offer expert knowledge and understanding of European regulations, guidelines and procedures. They are proficient in all regulatory activities associated with small molecules, biologicals and advanced therapies. We are dedicated to guide our clients smoothly through product development and registration in Europe.

## Neaspec GmbH

BIOTECH DEVICES & REAGENTS

Keywords: [Devices](#), [Analytical Chemistry](#), [Microscopy](#), [Nanobiotechnology](#)

Neaspec is dedicated to delivering innovative solutions for nanoscale optical imaging & spectroscopy for research laboratories in industry and academic institutions. After 15 years of R&D, Neaspec now introduces the NeaSNOM microscopy platform – the only commercially available microscope that enables optical imaging and spectroscopy with a lateral resolution of better than 20 nm within the material fingerprint region in the infrared, visible and terahertz spectral region. As the ultimate nanoanalytic tool for material research and photonics, NeaSNOM has a high application potential in many disciplines such as Semiconductor Technology, Chemistry, Photonics, Polymer Science and Life-Sciences.

## NEOVII Biotech

BIOTECH THERAPEUTICS & DIAGNOSTICS

**Keywords:** Oncology, Gene Therapy, Cell Therapy, Antibody, Immune Therapy, Hematology, Drug Development

Neovii Biotech is an innovative, dynamic, and globally active biotechnology company. For more than 30 years, we have been developing and optimizing effective antibody therapies for transplantation medicine and oncology. Neovii Biotech stands for effective antibody therapies. Founded in 2003, we now feature development locations in Germany and in the US. Our experts work on the development and commercialization of biotherapeutic products within a global network. Our work focuses on innovative antibody technologies that we develop specifically for use in transplantation medicine and cancer therapy.

- Our mission: At Neovii Biotech, we focus on innovative antibody technologies: from development to the market. Solving unmet medical needs through continued development of new and existing antibody technologies.
- Our objective: Improving Patient health and quality of life. We share this goal with physicians, researchers, and sales partners worldwide. Our focus lies on unsolved problems in transplantation medicine and oncology.
- Our expertise: We combine the dynamics and creativity of a research-oriented biotech company with market-oriented efficiency – from clinical development to worldwide registration and marketing of biopharmaceuticals. We realize our business goals on the basis of clear structures, short decision paths, and high flexibility.
- Our experience: For more than 30 years, Neovii Biotech has been supporting physicians through effective antibody therapies. Our focus on immunotherapeutic treatment approaches and years of continual improvement is the basis of our success. Extensive biopharmaceutical experience is a key resource from which our cooperating partners benefit as well.

## NeuroProfile GmbH

BIOTECH THERAPEUTICS & DIAGNOSTICS

NeuroProfile is committed to the discovery and development of novel therapeutics for the treatment of Central Nervous System (CNS) diseases. The main objective is the identification and commercialization of novel neuronal drug targets (disease-related genes or proteins) for the most important neurodegenerative diseases Alzheimer and Parkinson and for psychiatric disorders such as schizophrenia and depression. Our targets will be the basics for forthcoming drug generations with new mechanisms of action that not only ameliorate the disease symptoms, but potentially prevent or block progression of the disease. Several patent pending target candidates are run in pre-clinical validation projects.

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## NIGU Chemie GmbH

PHARMA & CHEMICAL INDUSTRY

Nigu offers a full range of high-purity guanidine salts for biotechnological applications, which meet the supreme quality standards set by the biopharmaceutical industry. The product group includes several grades of guanidine hydrochloride for separation and purification of recombinant proteins and antibodies. Guanidine thiocyanate for nucleic acid based diagnostics is another integral part of the portfolio. A typical example is to provide guanidine-salts and recycling of used solutions as a complete package to the biopharmaceutical industry.

## Novartis Consumer Health GmbH

PHARMA & CHEMICAL INDUSTRY

Novartis Consumer Health, located in Munich, merchandises and distributes OTC and prescription drugs for self-medication. Novartis provides innovative healthcare solutions that address the evolving needs of patients and societies. Headquartered in Basel, Switzerland, Novartis offers a diversified portfolio to best meet these needs: innovative medicines, eye care, cost-saving generic pharmaceuticals, preventive vaccines and diagnostic tools, over-the-counter and animal health products. Novartis is the only global company with leading positions in these areas. In 2013, the Group achieved net sales of USD 57.9 billion, while R&D throughout the Group amounted to approximately USD 9.9 billion (USD 9.6 billion excluding impairment and amortization charges). Novartis Group companies employ approximately 136,000 full-time-equivalent associates and operate in more than 140 countries around the world. For more information, please visit <http://www.novartis.com>.

## Novartis Pharma GmbH

BIOTECHTHERAPEUTICS & DIAGNOSTICS

Novartis provides innovative healthcare solutions that address the evolving needs of patients and societies. Headquartered in Basel, Switzerland, Novartis offers a diversified portfolio to best meet these needs: innovative medicines, eye care, cost-saving generic pharmaceuticals, preventive vaccines and diagnostic tools, over-the-counter and animal health products. Novartis is the only global company with leading positions in these areas. In 2013, the Group achieved net sales of USD 57.9 billion, while R&D throughout the Group amounted to approximately USD 9.9 billion (USD 9.6 billion excluding impairment and amortization charges). Novartis Group companies employ approximately 136,000 full-time-equivalent associates and operate in more than 140 countries around the world. For more information, please visit <http://www.novartis.com>.

## Novartis Vaccines Vertriebs GmbH

PHARMA & CHEMICAL INDUSTRY

The Novartis Vaccines division is a leader in providing products to fight more than 20 vaccine-preventable viral and bacterial diseases. The only thing better than finding a cure for a disease is preventing illness in the first place. Novartis Vaccines the world's fifth largest manufacturer of vaccines and the second largest producer of influenza vaccine is committed to the fulfillment of this highest of medical ideals. Novartis Vaccines Deutschland is made up of the production site Novartis Vaccines GmbH and Novartis Vaccines Vertriebs GmbH. The production company has a more than 100-year tradition, which goes back to the founder Emil von Behring, the first winner of the Nobel Prize for Medicine. The product portfolio in Germany includes vaccines for Influenza, TBE – Tick-Borne Encephalitis, Rabies, Tetanus, Diphtheria, Pertussis, Meningococcal B, C and Meningococcal A, C, W, Y, Japanese Encephalitis, Cholera, Hepatitis A and Typhoid. Novartis Vaccines is a strong and vibrant combination of tradition and the future: The tradition is based on the company's founder, Emil von Behring, the first winner of the Nobel Prize for Medicine (1901). Novartis also stands for an innovative future-oriented global company that is committed to maintaining the health of people throughout the world. An example of the innovative power of the vaccines division is the first commercial cell culture influenza vaccine, which was developed in Marburg.

## numares GROUP

BIOTECH THERAPEUTICS & DIAGNOSTICS

**Keywords:** Cardiovascular Diseases, Metabolomics, Biomarker Discovery & Development, Drug Development, Clinical Diagnostics, Nephrology, Metabolic Diseases

numares GROUP is specialized in developing diagnostic and analytical tests based on NMR. numares HEALTH develops and sells diagnostic products for the healthcare sector and medical research in the therapeutic areas of cardiology, oncology and nephrology. Specific tests for the early detection of renal graft rejection and cardiovascular risk assessment are currently in development. numares PLANTS supports plant breeders and the plant processing industry in optimizing output traits and answering complex issues such as seed identification. numares ENERGY develops systems and provides information for controlling biogas plants and assessing raw materials for their use as substrates. numares is certified to EN ISO 13485:2003 and ISO 9001:2000 and has been issued the Statement of GMP Compliance.



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## Nuvisan GmbH

CRO

**Keywords:** Oncology, Small Molecules, Peptide/Protein, Pharmacokinetics, PCR, ELISA/EIA

Nuvisan Pharma Services is a global provider of product development and support services to the pharmaceutical, biotechnology and medical device industries. We deliver services ranging from a single test to fully integrated drug development programs. Together with Focus we are pleased to offer our sponsors the complete spectrum of drug development services and assist the sponsor in bringing safe and effective pharmaceutical products to market.

## Omegamatrix GmbH

BIOTECH THERAPEUTICS & DIAGNOSTICS

Prof. W.S. Harris, Sanford University – USA, and Prof. C. von Schacky, University of Munich, invented and defined the HS-Omega-3 Index in 2004. Then, in 2006 Schacky founded Omegamatrix GmbH, as a Laboratory, to deal with the ever growing number of research projects, applications and samples. Initially proposed as a risk factor for sudden cardiac death, it now indicates cardiovascular risk as well. First studies have shown its association to life expectancy in general. Other applications, still in development, range from psychiatric diseases to pregnancy and lactation.

## OncoLead GmbH & Co. KG

BIOTECH THERAPEUTICS & DIAGNOSTICS

**Keywords:** Drug Development, Clinical Diagnostics, Oncology

Oncolead, is a privately owned service provider company. We offer a unique cellular screening of anticancer agents in a panel of 80-200 cancer cell lines. Routine operation and highly standardized processes guarantee our customers the results within 2-4 weeks with outstanding reproducibility for cellular screening. Customers will further benefit from a comprehensive data analysis including correlation of activity profile with mutation status and with activity profile of thousands of known anticancer agents. We provide complementary tests using a complete 80+ cell line panel: an in vitro combination of more than 500 combination pairs, development of drug tolerance or test of different drug schedules using a longer (3-4 weeks) drug treatment. All these data are requested in translational research and clinical development and help our customers to increase confidence in making drug development decisions.



## origenis GmbH

BIOTECH THERAPEUTICS & DIAGNOSTICS

**Keywords:** Combinatorial Chemistry, Medicinal Chemistry, Automation, Combinatorics, Molecular Modelling, Small Molecules

Origenis is a leader in small molecule drug discovery with over 14 years of experience in the field. Origenis is a privately owned company based in Martinsried, Germany. Origenis runs its own patented Drug Discovery platform MOREsystem®. The unique platform combines state-of-the-art drug design, patent analysis, chemical synthesis and biological characterization performed in an integrated manner on 20.000 square feet of integrated lab space. Origenis runs research alliances as well as active in-house programs. Origenis is currently focusing on anti-inflammatory and CNS drugs. Origenis is offering a variety of out-licensing opportunities. Origenis offers access to its proprietary patent database Cippix® – [www.cippix.com](http://www.cippix.com).

## Otsuka Novel Products GmbH

PHARMA & CHEMICAL INDUSTRY

**Keywords:** Drug Development, Clinical Diagnostics, Antibiotics, Infectious Diseases

Otsuka Novel Products GmbH (ONPG) was founded in 2011 in Munich, as an Otsuka group company. With an international network of 145 subsidiaries and 39,000 employees in 23 countries, and regions across Europe, Asia-pacific, America and the Middle East, Otsuka researches, develops, manufactures and markets innovative and original products with a focus on pharmaceutical products for the treatment of diseases. ONPG will initially focus on infectious diseases, working in collaboration with other group companies to develop improved diagnostic tools and novel products for the treatment of tuberculosis.

## Oxford BioLabs Ltd.

BIOTECH DEVICES & REAGENTS

Oxford BioLabs Ltd. is a science-based company tackling Androgenetic Alopecia (AGA). A small group is located in Regensburg, BioPark. Our goal is to create a new standard of care for the treatment of AGA. Oxford BioLabs is developing novel therapies for the treatment of androgenetic alopecia (AGA), which is commonly known as male and female pattern baldness. Available therapies include drugs or hair transplant surgery, which treat acute symptoms but lead to side effects, hospitalization and unsatisfactory patient outcome. Currently there is no cure against AGA and new treatment options are urgently needed.

# origenis

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## PaediaCRO GmbH

CRO

Keywords: [Pharmacovigilance](#), [Regulatory Affairs](#), [Drug Development](#), [Medical Writing](#)

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PaediaCRO – your specialised CRO for your product development in paediatric use. Founded in 2007 by Prof. Dr. med., Dr. rer. nat., Dr. h. c. mult. Dieter Adam, Dr. rer. nat. Josef Hofer and Dipl.-Math. Jürgen Wyen, PaediaCRO will support you in the development of solutions for your products in paediatric use. A smile of a healthy child is our vision. To achieve this, PaediaCRO develops with its partners medicinal products to save children's life and improve their quality.

## PAN Biotech GmbH

BIOTECH DEVICES & REAGENTS

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PAN-Biotech GmbH is a modern and innovative company with its headquarters in Aidenbach/Germany. PAN-Biotech was founded in 1988 and is today a major producer of biotechnological products which are worldwide distributed and used in research and industry. The product range includes new serum- and proteinfree media, sera (FCS) from different countries of origin including important special variants and a broad variety of media for cell culture. Important new product areas are our automated cell culture systems for research and industry as well as new services all around the cell culture and cell processing. As a specialist for cell culture we can offer you nearly the complete range of products and services that you need for your successful cell culture.

## Panacea Biotec GmbH

BIOTECH THERAPEUTICS & DIAGNOSTICS

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Panacea Biotec is the third largest biotechnology company (as per ABLE Survey, 2011), as well as among the top 50 pharmaceutical companies (as per ORG IMS March 2010) of India. Panacea Biotec Germany GmbH is located in Munich and delivers and markets products in transplantation, immunosuppression and anti-infection.

## PARI Pharma GmbH

MEDTECH

**Keywords:** Drug Development, Drug Delivery, Analytical Chemistry, Liposomes, Antibiotics, Infectious Diseases, Respiratory Diseases

PARI Pharma focuses on the development of aerosol delivery devices and comprehensive inhalation drug development to advance aerosol therapies where drug and device can be optimized together. Based on PARI's 100-year history working with aerosols, PARI Pharma develops treatments for pulmonary and nasal administration customized with advanced delivery platforms, such as eFlow (lower respiratory) and Vibrent (upper respiratory) Technologies. PARI Pharma partners with pharmaceutical companies to develop new or improved therapies. PARI Pharma has several clinical development programs ongoing, either partnered or on its own, for cystic fibrosis, asthma, COPD, respiratory syncytial virus (RSV) infection, and treatments for lung transplant patients among other indications. PARI Pharma, a PARI Medical Holding company, is located near Munich, Germany with a major presence in the United States.

## Patrys GmbH

BIOTECH THERAPEUTICS & DIAGNOSTICS

**Keywords:** Drug Development, Antibody, Infectious Diseases, Oncology

Patrys – the natural human antibody based company. Patrys GmbH is a subsidiary of Patrys Limited (ASX: PAB), an Australian public company committed to the development of novel treatments for cancer and the commercialization of a unique natural human antibody based therapies for the treatment of multiple myeloma, melanoma, lung, gastric and colon cancers. The company has the world-wide and exclusive rights to technologies that have been developed over 25 collective years of research and development and which uniquely allow for the capture, development and production of natural human antibodies for potential therapeutic applications. The technologies, and resulting deep product pipeline, have achieved positive results in animal studies in the treatment of human lung, pancreatic, gastric and colon cancers. Currently a phase I clinical trial in refractory multiple myeloma patients is ongoing at the University clinic Würzburg. Patrys' commercial strategy is to blend the internal development of lead product candidates while simultaneously benefiting from partnerships and collaborations aimed at developing additional product candidates from the company's deep product pipeline.



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## Pelo Biotech GmbH

BIOTECH DEVICES & REAGENTS

FROST LIFESCIENCE and Steeb Handelsvertretung merged to offer an excellent product portfolio and a one shop solution for 2D as well as 3D cell culture products. Together we have more than 30 years of experience producing and selling primary cells & stem cells, media and further cell culture products.

## Pfizer Manufacturing Deutschland GmbH

PHARMA & CHEMICAL INDUSTRY

Pain, Infectious Diseases, CNS, Cardiovascular Diseases, Automation  
Pfizer is a leading pharmaceutical company with headquarters in the US which develops, produces and distributes medicines and vaccines in different therapeutic fields. The product portfolio of the Pfizer Illertissen manufacturing site is specialized in solid dosage forms sold globally. We stand for a high degree of automation, system integration and innovation with an excellent supply performance. We provide innovative concepts and services in Containment Manufacturing and Wallet Packaging with a proven high quality and high service level at competitive costs. The unique expertise is proven by renowned awards achieved: Overall "Facility of the Year Award" from "International Society for Pharmaceutical Engineering" (ISPE) in 2008 for the fully automated containment manufacturing facility and "Healthcare Compliance Packaging Council (HCPC)-Columbus Award 2011" for innovative compliance packaging solutions realized with wallet cards.

## Pharma Stulln GmbH

PHARMA & CHEMICAL INDUSTRY

Keywords: Ophthalmology, Respiratory Diseases

Experience in manufacturing eye drops in bottles and single-dose-units for more than 30 years. Pharma Stulln fulfills international standards in modern production of sterile preparations. Pharma Stulln has approximately fifty well established pharmaceutical customers in Germany, Europe and international countries such as Australia, China, Canada etc. Pharma Stulln is specialist in manufacturing: Eye drops, Nasal sprays, Respiratory solutions, Lens care products. In our production building in seven separate rooms high-performance bottelpack®-filling machines are placed for manufacturing individual products. A modern zone concept fulfills European and international standards for the production of sterile fluid pharmaceuticals. Advanced water treatment and ventilation technology combined with continuous monitoring ensure a continuous high level of quality production.

## Pharmalog – Institut für klinische Forschung GmbH

BIOTECHTHERAPEUTICS & DIAGNOSTICS

Pharmalog Institut für klinische Forschung GmbH acts as an European full service CRO with an excellent reputation in clinical trials phase I–IV since 1983. Our staff of 42 colleagues in our office plus further central field based monitors conducts clinical and non-interventional trials. We operate in Germany and all EU/EEU-countries, using our large pool of motivated investigators in clinics/ practices. Our local monitors are native speakers.

We work

- transparent for our clients
- accurate in planning, realization and evaluation of clinical trials
- flexible focusing the needs of our customer
- friendly to assure a long lasting and strong collaboration with our clients

We have performed more than 400 clinical trials in all medical indications for medical products/-devices/biotechnology products according to ICH-GCP and FDA-standards for more than 50 nat./internat. pharmaceutical companies. We offer full service or modular approach (e.g. monitoring, data management/ statistics), reasonable pricing due to short contact ways and low overhead costs. Pharmalog is TÜV – certified and member of the BVMA.

## PharmaZell GmbH

PHARMA & CHEMICAL INDUSTRY; CRO

The in-house development and production of various multi-customer active pharmaceutical ingredients is one pillar of PharmaZell API business model. A product list of currently offered generic APIs is available and information about new products under development and/or evaluation can be provided upon request. The development and production of different single-customer (exclusive) active pharmaceutical ingredients is the other pillar of our API business model. PharmaZell draws upon a long history of successful custom synthesis projects, performed on a proprietary basis for innovation driven pharmaceutical companies worldwide. The company is also diversified into finished dosage form development. Formulation and analytical development labs as well as pilot/pivotal facilities are available at its Indian site in Vizag. The site develops entire dossiers and modular services to customers.



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## Pharm-Olam International Deutschland GmbH

CRO

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Pharm-Olam International is a global, full service, Phase I-IV CRO with offices across Europe, North America, Latin America, South Africa, and India. In Germany, we have conducted trials since 1999 and have a local office in Munich along with regional staff. Our staff are highly experienced and can provide a range of services including Marketing Surveillance (AMG § 67.6) – from protocol writing to delivery of final report, auditing, monitoring and regulatory. Our Munich office also supports neighboring Austria and Switzerland. Let us evaluate your protocol at several of the largest centers in Germany and worldwide to determine projected enrollment by contacting [german.office@pharm-olam.com](mailto:german.office@pharm-olam.com)

## PhaToCon (Pharm/Tox Concept)

BIOTECH PRECLINICAL SERVICES

**Keywords:** Toxicology, Pharmacology, Antibody, Tissue Engineering/Cell Culture, Drug Delivery, Drug Development, Regulatory Affairs

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You think about Quality-Management (QM) to improve efficiency, data reliability and comparability? However, you work at full capacity and additional resources are not available? We offer individually tailored QM-Concepts in Research and Development as well as preclinical Study-Management with regard to regulatory requirements in Pharmacology / Toxicology (in vitro / in vivo). Our support is customized based on international standards like GLP/GMP, ISO, .... We operate from a scientific point of view and with our "hands-on" mentality we have strong execution skills. With our network of competence and capabilities we guide your project to success. Benefit from our know-how and our network of experienced partners: selected experts, toxicologists and more than 40 accredited testing laboratories.

## Phenoquest AG

BIOTECH THERAPEUTICS & DIAGNOSTICS

**Keywords:** CNS, Pharmacology, Drug Development, Antibody, Small Molecules

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Phenoquest is a recently founded biopharmaceutical company dedicated to the development of innovative medications for the treatment of psychiatric diseases. The lead project focuses on the development of antibody-based therapeutics for depressive disorders. Scientists at Phenoquest combine profound knowledge in the fields of neurobiology and behavioural pharmacology with substantial experience in drug-development processes in industry. Making use of this combination, Phenoquest offers services ranging from the performance of basic experiments to a multi-faceted evaluation of drug candidates.



## Phytochem Referenzsubstanzen GbRmbH

BIOTECH DNA/PROTEIN ANALYTICS

Phytochem develops, produces and markets high purified substances for the pharmaceutical industry, research, analytics and authorities (main focus over 3,000 Natural Compounds). Phytochem synthesizes or isolates also Degradation products and Impurities in remedies or other rare drugs especially for customers needs with best equipment and experience. Lot specific testing is guaranteed. Phytochem products were used as Reference Standards for research and development: (Identity standard Data File: IDF) also for quality control as Primary Standards (Reference Substance Masterfile: RMF) and full documented Method Validation. Additional products and consulting services in the fields of Funcional Foods, Dietary Supplements, Food Additionals and Cosmetics are new focuses from Phytochem.

## Pieris AG

BIOTECH THERAPEUTICS & DIAGNOSTICS

Keywords: Peptide/Protein, Drug Development

Pieris AG is a biopharmaceutical company engaged in the discovery and development of Anticalins® for the diagnosis and treatment of life-threatening human disorders. Exploiting extensive know-how in protein engineering as part of a broad intellectual property portfolio, the Company applies a balanced risk business model to the development of its Anticalin® candidates. Recognizing the enormous market potential of protein-based drugs, Pieris is committed to becoming an integrated drug discovery and development company.

## PIKA Weihenstephan GmbH

BIOTECH AGRO, FOOD, ENVIRONMENT

Keywords: Agrobiotechnology, New Materials, Analytical Chemistry, PCR

PIKA Weihenstephan was founded in 2000 as a spin-off from the Technical University of Munich-Weihenstephan. Our focus is the fast detection and identification of microorganisms which may occur as spoilers during the production process of beer and beverages, but also in a diversity of other applications. Besides offering analyses for customers, PIKA Weihenstephan is producing and selling enrichment media and kits to be used for fast and specific process control. We are specialists in microbiology, both in conventional and in DNA analyses, especially PCR based methods. All processes at PIKA Weihenstephan are certified according to DIN EN ISO 9001:2008.



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## PolyQuant GmbH

BIOTECH THERAPEUTICS & DIAGNOSTICS

Keywords: [Oncology](#), [ELISA/EIA](#), [Clinical Diagnostics](#), [Proteomics](#)

PolyQuant is a service provider commercializing technology of multiplex protein quantification QconCAT. Technology: QconCAT allows absolute quantification of multiple (5 to 100) proteins simultaneously. Method is based on gene synthesis and mass spectrometry platforms; it is a highly sensitive and cost-efficient assay applicable to samples of any nature. Applications: Protein biomarker research and validation; compound screening and toxicology evaluation; elucidation of the stoichiometry of protein complexes; quality control of expressed proteins; research and analysis of biological pathways. Products and services: Full service of protein quantification based on particular project requirements as well as the ready kits (isotope labeled control mixtures) for MS quantification.

## Postnova Analytics GmbH

BIOTECH DNA/PROTEIN ANALYTICS

Keywords: [Devices](#)

Postnova Analytics provides complete analytical solutions for the characterization of proteins, biopolymers, macromolecules and nanoparticles (1000 Da – 10E12 Da, 10 nm – 100 µm). Postnova's products are used by all major global companies and institutions in the field of biotechnology, pharma, polymer and environmental research, e.g. DOW, BASF, Roche, MIT, TUM. Postnova's product portfolio includes systems, supplies and services based on its proprietary patented FFF technology for protein-virus, aggregate characterization, polymer-rubber characterization, nanoparticle characterization and preparative micron particle separation. Postnova has two locations in Landsberg, Germany (headquarters) and Salt Lake City, Utah, USA.

## PPD Germany GmbH & Co. KG

CRO

Keywords: [Medical Writing](#), [Logistics](#), [Devices](#), [Drug Development](#)

PPD is a leading global contract research organization providing drug discovery, development and lifecycle management services. Our clients and partners include pharmaceutical, biotechnology, medical device, academic and government organizations. With offices in 46 countries and more than 13,000 professionals worldwide, PPD applies innovative technologies, therapeutic expertise and a commitment to quality to help clients and partners accelerate the delivery of safe and effective therapeutics and maximize the returns on their R&D investments.

## PreSens Precision Sensing GmbH

BIOTECH DEVICES & REAGENTS

**Keywords:** Devices, Drug Development, Tissue Engineering/Cell Culture, Analytical Chemistry

PreSens is a world leader in the field of chemical-optical sensors. It develops, manufactures and distributes sensor systems for Biotech & Pharma, Food & Beverage, Scientific Applications and Medical Devices. PreSens focuses on parameters which are essential for life: oxygen, pH and carbon dioxide. Over the last 15 years, we have delivered our special microsensors and our non-invasive systems for various applications such as respirometry, biology, or medical research. We also offer imaging Solutions: 2D-sensing of oxygen-, pH- and CO<sub>2</sub>-distributions. PreSens is certified EN ISO 13485:2003 + AC:2007 and ISO 9001:2008. Together with its partners it offers full service in Europe, USA and Asia.

## Priaxon AG

PHARMA & CHEMICAL INDUSTRY

**Keywords:** Peptide/Protein, Oncology, Proteomics, Small Molecules, Drug Delivery, Drug Development

Priaxon is an emerging pharmaceutical company building a pipeline of novel drug candidates in different therapeutic fields, but mainly focusing on protein-protein interactions in oncology and other diseases. The goal is to discover and develop candidates for validated but hard-to-drug targets using two orthogonal drug discovery platforms. In January 2009 a collaboration agreement for the development of mdm2/p53-inhibitors with Boehringer Ingelheim was signed. We open up a new dimension in drug discovery by a unique combination of proprietary chemoinformatic tools with innovative synthetic chemistries. As a result Priaxon rationalizes and accelerates the whole drug discovery process.

## PRIONICS DEUTSCHLAND GmbH

BIOTECH AGRO, FOOD, ENVIRONMENT

**Keywords:** Clinical Diagnostics, Agrobiotechnology, ELISA/EIA, Infectious Diseases

PRIONICS DEUTSCHLAND GmbH, founded in September 2005, is responsible for the marketing, sales and technical support of innovative tests for the early detection of important zoonotic diseases of production animals. The company provides its customers in Germany and Austria with a portfolio of more than 50 diagnostic kits, accessories and biochemicals. PRIONICS offers diagnostic solutions for all major animal disease areas including TSE, BVDV, FMD, TB, ParaTB, CSF, Salmonella, Trichinella and Blue Tongue. PRIONICS is also the distributor for all Ingenasa products. The parent company Prionics AG, Switzerland, is one of the world's leading providers of farm animal diagnostics and a recognized centre of expertise in BSE and prion diseases.



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## Project Pharmaceuticals GmbH

BIOTECH THERAPEUTICS & DIAGNOSTICS

Keywords: Small Molecules, Peptide/Protein, Antibody, Liposomes, Drug Delivery, Drug Development

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Project Pharmaceuticals, based in Martinsried/Munich, Germany, transforms proteins, peptides and cytotoxic molecules into pioneering drugs. Project Pharmaceuticals adds value to clients bio-pharmaceutical products by applying innovative concepts of pharmaceutical development.

We offer:

- predictive formulation analytics
- formulation development including in-depth protein analytics
- lyophilization process development and optimization
- processing of Arte's Lyo Dual Chamber Prefillable™ syringe
- development of liposomal formulations and manufacturing processes
- manufacturing of preclinical study material
- technology-transfer including scale-up to GMP-manufacturing

## Proteros biostructures GmbH

BIOTECH PRECLINICAL SERVICES

Keywords: Oncology, Metabolic Diseases, Infectious Diseases, Cardiovascular Diseases, Small Molecules, Fine Chemicals/Reagents, 3D-Structural Analysis

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Proteros is Europe's largest and most experienced biotechnology company in the field of X-ray protein structure analysis and a leading partner for fully integrated lead discovery. Successful in business since 1998, Proteros collaborates with more than 80 international pharma, biotech and agricultural companies. Proteros services delivers protein crystallography, profiling and screening and tailor-made proteins. Lead discovery combines these unique technologies and medicinal chemistry to generate novel lead compounds for a variety of therapeutically relevant target proteins. Flexible business models, makes Proteros an ideal partner to the Pharmaceutical and Biotech Industry.

## quattro research GmbH

BIOTECH BIOINFORMATICS

quattro research addresses the needs of life science and chemical industry by providing state-of-the-art solutions to manage all scientific data produced in research projects. Our applications help scientists to optimise the value of their research data, e.g. the electronic lab notebook quattro/LJ or the compound management solution quattro/CM. quattro research offers software and consulting services to build and integrate heterogeneous data sources and applications, such as compound registration, HTS, LIMS or SAP, into efficient and user friendly data management platforms.

## QUINTILES GmbH

CRO

**Keywords:** Clinical Trial Management and Monitoring

Quintiles is the largest provider of biopharmaceutical development and commercial outsourcing services. With a network of more than 28,000 employees conducting business in approximately 100 countries, we have helped develop or commercialize all of the top 50 best selling drugs on the market. With extensive therapeutic, scientific and analytics expertise, we help biopharmaceutical and health sciences customers navigate the increasingly complex landscape with more predictability to enable better outcomes. For more information visit the company's Website at [www.quintiles.com](http://www.quintiles.com)

## RAPID Biomedical GmbH

BIOTECH DEVICES & REAGENTS

**Keywords:** Oncology, CNS, Cardiovascular Diseases, Bone/Joint Diseases, Devices

RAPID Biomedical GmbH is specialised in RF coils for MRI and NMR spectroscopy. The company collaborates with research institutes, hospitals and MR system manufacturers worldwide. Our products include 1H MR resonators for clinical studies at all magnetic field strengths and for all organs. We also supply multi-nuclear (e.g. 1H / 31P) MR-coils for combined MRI and MRS in clinical and basic science investigations. We offer custom made MR probeheads for routine animal research and various accessory devices. Our recent work concentrates on dual tuned coils and multi array coils for parallel MRI both for human as well as for animal studies. Our sister company RAPID MR International, LLC ([www.rapidmri.com](http://www.rapidmri.com)), situated in Columbus, Ohio, is contact partner for customers from the United States, Canada and South America.



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## REMARK GmbH Pharmaservices & Consulting

CRO

Keywords: Drug Development, Medical Writing

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REMARK is a privately owned pharma services and consulting company founded in 1999. Quality and speed are the decisive factors in the success of a company involved in the healthcare market. To reach your goals our business unit Clinical Research offers the following services:

- Strategic Consulting
- Project Management
- Quality Assurance
- Pharmacovigilance Services
- Training / Coaching
- Medical Writing
- Due Diligence

Together with our unit Pharma Marketing, REMARK bridges the gap between development and marketing. For more information visit our web site at [www.remark-pharma.com](http://www.remark-pharma.com)

## Ritter GmbH

BIOTECH DEVICES & REAGENTS

Keywords: Proteomics, Pharmacogenetics, PCR, Genomics, ELISA/EIA, Automation, Devices

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As a very productive brand-supplier, Ritter provides over 40 years of know-how in developing and producing fine high-precision plastic parts. Ritter produces in accordance to the local quality standards only in own production plants. The company is DIN ISO 9001:2000 certified and works according to the DIN EN ISO 13485:2003. The 200 employees are engaged to provide packaging solution for construction chemicals (cartridges), laboratory and medical products (liquid handling systems, products for dialysis and robotic systems).



## Roche Diagnostics GmbH

BIOTECHTHERAPEUTICS & DIAGNOSTICS

Keywords: Peptide/Protein, Antibody, PCR, ELISA/EIA, Automation, Clinical Diagnostics, Drug Development

Roche Diagnostics GmbH is part of Roche, Switzerland, a leader in research focused healthcare with combined strength in pharmaceuticals and diagnostics. Roche is also the world's largest biotech company with medicines in oncology, immunology, infectious diseases, ophthalmology and neuroscience and is also the world leader in in vitro diagnostics and tissue-based cancer diagnostics, and a frontrunner in diabetes management. At Penzberg, Roche operates one of the largest biotechnology facilities in Europe for research, development and production of biotechnology based diagnostics and active pharmaceutical ingredients. The portfolio comprises test systems for the life science market, diagnosis, patient stratification and therapy monitoring. Pharma specializes in therapeutic human proteins with focus on monoclonal antibodies and biomarkers for oncology.

## Sandoz International GmbH

PHARMA & CHEMICAL INDUSTRY

Sandoz, the generic pharmaceuticals division of Novartis, is a global leader in the generic pharmaceutical sector. Sandoz employs over 26,500 employees across more than 160 countries, offering a broad range of high-quality, affordable products that are no longer protected by patents. With USD 9.2 billion in sales in 2013, Sandoz has a portfolio of approximately 1,100 molecules, and holds the #1 position globally in biosimilars as well as in generic injectables, ophthalmics, dermatology and antibiotics, complemented by leading positions in the cardiovascular, metabolism, central nervous system, pain, gastrointestinal, respiratory, and hormonal therapeutic areas. Sandoz develops, produces, and markets these medicines, as well as active pharmaceutical and biotechnological substances. Nearly half of Sandoz's portfolio is in differentiated products, which are defined as products that are more difficult to scientifically develop and manufacture than standard generics. In addition to strong organic growth since consolidating its generics businesses under the Sandoz brand name in 2003, Sandoz has benefitted from strong growth of its acquisitions, which include Lek (Slovenia), Sabex (Canada), Hexal (Germany), Eon Labs (US), EBEWE Pharma (Austria), Oriel Therapeutics (US), and Fougera Pharmaceuticals (US).



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## ScienceMums

SPECIAL SERVICES

ScienceMums offers specialised expertise and services in natural science. Customers from industry and research institutes can tap into our unique database of top-notch scientists, research managers, science communication experts, biotech consultants and many more. With the founders' own backgrounds in the natural sciences, we understand how research works and how goals and needs can rapidly shift as projects progress. At ScienceMums we can help fill the need for expertise, either by managing your project for you or supplying experienced, knowledgeable scientists on a temporary or permanent basis.

## Securetec Detektions-Systeme AG

BIOTECH THERAPEUTICS & DIAGNOSTICS

**Keywords:** [Analytical Chemistry](#), [Antibody](#), [Toxicology](#), [Small Molecules](#)

Established in 1995, Securetec Detektions-Systeme AG provides leading edge technologies to facilitate detection of drugs, explosives, and other hazardous substances. By close cooperation with its customers Securetec understands the specific demands of traffic safety, customs, and drug enforcement authorities across the globe. Securetec's competencies cover tailor-made development and production of immunological test solutions reflecting in highly reliable products for day-to-day use. The specific technologies are successfully employed across a multitude of rapid identification applications of drugs and hazardous substances. We detect to protect – Securetec is proud to play a part in making today's world a safer one.

## Sension GmbH

BIOTECH THERAPEUTICS & DIAGNOSTICS

**Keywords:** [Clinical Diagnostics](#), [ELISA/EIA](#), [Autoimmune Diseases](#), [Antibody](#)

Sension develops immunoassays and rapid test systems for on-site analysis. The tests find broad applications in the fields of food analysis, environmental analysis, medical diagnostics, reproductive management in agriculture, and in the monitoring of samples for mold. Also technologies for label production to prevent products from counterfeiting are realized. Sension is realizing own product developments, but also performs R&D developments for partners and customers and specifically focus on the specific needs required.

## SequiServe GmbH

BIOTECH DNA/PROTEIN ANALYTICS

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SequiServe offers the following custom services in molecular biology: DNA-sequencing (plasmids, PCR-products, BACs, PACs, primer-walking).  
Purification of PCR products.

## SERVIER Deutschland GmbH

PHARMA & CHEMICAL INDUSTRY

Keywords: Diabetics, CNS, Cardiovascular Diseases, Bone/Joint Diseases, Drug Development

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Following its international success, SERVIER Deutschland GmbH has established an independent branch in Munich since 1996. SERVIER is one of the very dynamic pharmaceutical companies in Germany, experiencing a growth-rate in double figures on average. The reason for this is not only the approved and merchandised drugs but also new, innovative products. The success of the new drugs is supported by the SERVIER Forschung und Pharma-Entwicklung GmbH (also in Munich), which manages many different projects throughout the German-speaking region.

## Sigma-Aldrich Chemie GmbH

BIOTECH DEVICES & REAGENTS

Keywords: Proteomics, Antibody, Genomics, CNS, Small Molecules, Knock Out, PCR

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Sigma-Aldrich is a leading Life Science and High Technology company. Our biochemical and organic chemical products and kits are used in scientific and genomic research, biotechnology, pharmaceutical development, the diagnosis of disease and as key components in pharmaceutical and other high technology manufacturing. We have customers in life science companies, university and government institutions, hospitals and in industry. Sigma-Aldrich operates in 36 countries and has over 7,600 employees providing excellent service worldwide.



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## SiNatur GmbH

BIOTECHTHERAPEUTICS & DIAGNOSTICS

Keywords: [Metabolic Diseases](#), [Diabetics](#)

SiNatur owns the patent rights for the structure, preparation and medicinal applications Sub-Nano-Silicic Acid (SNSA). This recently discovered SNSA is the first biologically active form of silicic acid and of silicon generally. The substance is a potent inhibitor of P-type ATPases and of certain Protein-Phosphatases with IC50 in the nanomolar range. Due to the ubiquitous presence of Si in living organisms the discovery of the first biological active form of this element will have a broad scientific and practical impact. SiNatur is developing medicinal applications of SNSA first of all in the therapy of diabetes and of gastric hyperacidity.

## SIRION BIOTECH GmbH

BIOTECH DEVICES & REAGENTS

Keywords: [Gene Transfer](#), [Drug Development](#), [Drug Delivery](#), [Knock Out](#), [RNAi](#) & [Antisense](#)

SIRION Biotech was founded in 2006 in Munich and maintains offices in Tokyo and New Hampshire. It stands for sophisticated cell modeling and viral vector platforms. These enable much improved target identification and compound screening in the drug, the food & cosmetic industries. Its technology has over the years been validated in more than 250 commercial projects with more than 70 academic and industrial organizations worldwide. As a result, primary cell immortalizations are being technically advanced, so are the recombinant construction of adenovirus serotype vectors serving for gene therapy applications and novel vaccines. Specifically, SIRION Biotech is offering a satisfaction guarantee on gene knockdowns of nearly 100 % (RNAiONE), cell lines with built-in reporter genes (SenCELL), next generation cell models with high on-target knockdowns. VariCHECK represents an inducible expression system for the functional analysis of protein variants. Ready-to-use-kits offer up to 50 fold transduction enhancement (AdenoBOOST) or convenient and reliable vector cloning & purification within just 4 weeks (AdenoONE). Commercial arrangements range from fee-for-service over exclusive rights on single clones all the way to milestone & licensing arrangements. The latter are suited for longer term complex product developments in the areas of gene therapy and vaccines. Molecular biologists experienced in the field stand ready for project discussions in Europe, Japan and USA.

## siTOOLS Biotech GmbH

BIOTECH DEVICES & REAGENTS

siTools Biotech is a young, innovative Biotech start-up dedicated to provide innovative and superior RNAi reagents to the scientific community. siTools Biotech is located at Munich's biotech cluster in Planegg/Martinsried. "siPools" are highly complex but accurately defined pools of siRNAs. They enable highly efficient and reliable target gene silencing without detectable off-target effects.

## SMARTEC IngenieurBüro

BIOTECH DEVICES & REAGENTS

**Keywords:** Devices, Automation, Chip/Array Technology, PCR, Tissue Engineering/Cell Culture

Smartec IngenieurBüro is your competent partner for individual system approaches and instrument development in the biological laboratory. Smartec IngenieurBüro convinces with know-how within the ranges biotechnology, analytics, genetic engineering, micro technology as well as micro fluidic. Smartec IngenieurBüro solves tasks of instrumentation for molecular and immunological process engineering. Smartec IngenieurBüro supports you from the idea to all stages of the product. Smartec IngenieurBüro offers complete solutions, consisting of mechanics, optics, electronics, as well as firm- and software of a hand. Smartec IngenieurBüro consists of engineers and physicists which are predominantly settled in the ranges Research and Development (R&D) of bioanalytic systems.

## Spherotec GmbH

BIOTECH PRECLINICAL SERVICES

**Keywords:** Drug Development, Oncology, Tissue Engineering/Cell Culture

Spherotec is a biotech company using 3D cell-culture systems that have similar properties to microtumors in cancer patients. On this basis, Spherotec offers pharmaceutical and biotech companies the opportunity to conduct functional tests of drug candidates for oncology in close to real conditions. This permits the early identification of promising substances and gives a broad profile of the effects of substances. The process also allows the definition of the kinds of tumors for which a substance or a combination of substances has the best clinical efficacy.



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## SSS International Clinical Research GmbH

CRO

Keywords: Medical Writing, Respiratory Diseases, Oncology, Cardiovascular Diseases, Hematology

SSS International Clinical Research is a Functional Service Provider for the pharmaceutical, biotechnological and medical device industry since 1993, with headquarter in Germany and subsidiaries in Romania, Poland and UK. We provide cost-effective, high quality, comprehensive and internationally integrated Clinical Operations Services throughout Europe. Our services have been proven for nearly 20 years and through many successful projects. The services include feasibility surveys in European countries, regulatory document preparation and submissions, site identification and initiation, investigator contract negotiations, clinical trials management, monitoring, and quality assurance. Our indication focus in the past years has lied on Oncology, Neurology, Nephrology, and Pulmonology. Due to our long standing partnerships we have deep insights into the potentials of many possible study sites in these areas.

## Staburo GmbH – Statistical Consulting

CRO

Keywords: Data Management, Informatics, Cardiovascular Diseases, Oncology, Dermatology, Infectious Diseases, Data Management and Biostatistics

We are a biostatistics company based in Munich and are specialized in statistical consulting for clinical trials. We process your projects on a flexible basis according to your demands. Thereby your company benefits from our expertise in complex statistical questions (e.g. crossover studies in oncology). Our firm has profound knowledge in SAS programming for clinical studies – of course in compliance with ICH-GCP standards. Furthermore, we can organize statistics workshops to train your staff in statistical analysis tools (SAS, S-Plus, R).

## SÜD-LABORBEDARF GmbH

BIOTECH DNA/PROTEIN ANALYTICS

Keywords: Devices

SLG is a German whole seller for molecular biology research consumables, located in Gauting near Munich since 1980. Our main business is high quality consumables such as gloves, liquid handling products, DNA/RNA kits and plastic ware like racks and cryo boxes. We sell by direct mail to Germany, Austria and Switzerland and through distributors in various European Union countries under our own brands SLG, SafeGrip, SL-Tip, SL-Pette and Hi Yield.



## SuppreMol GmbH

BIOTECH THERAPEUTICS & DIAGNOSTICS

Keywords: Autoimmune Diseases, Rheumatoid Arthritis, Antibody, Drug Development, Peptide/Protein

SuppreMol is a privately held biotech company developing novel proteins to treat autoimmune diseases. The Company is pioneering the development of Fc gamma receptor (FcGamma-R) based therapeutics, a novel therapeutic concept, which relies on the immune regulatory effect of FcGamma-Rs. The most advanced clinical product, SM101 is in Phase II clinical trials to treat Primary Immune Thrombocytopenia (ITP) and Systemic Lupus Erythematosus (SLE). SM101 dual mode of action strongly suggests the capability to treat different autoimmune diseases, such as Rheumatoid Arthritis (RA). SuppreMol approach has the potential to specifically rebalance the impaired functions of the immune system rather than just treating disease symptoms.

## synlab Labor München Zentrum synlab Medizinisches Versorgungszentrum Labor München Zentrum GbR

BIOTECH DNA/PROTEIN ANALYTICS

synlab Holding GmbH was founded in 2010 as a merger of synlab GmbH (Augsburg), Futurelab GmbH (Vienna, Austria) and Fleminglabs Srl (Brescia, Italy). Objects of the company: Laboratory diagnostics for human and veterinary medicine, environmental analysis services. Furthermore, medical supplies trade, consultancy services, plasma donation centres and clinical trials. Turnover 2011: € 570,8 million. Number of analyses in 2011: Approx. 300 million. Number of employees: Approx. 6.800. Number of sites, incl. blood collection points: 300 in 20 countries. Our Customer structure: Doctor's surgeries, patients, clinics, university hospitals, retirement and nursing homes, veterinary practices, business enterprises, communities and authorities, pharmaceutical companies.

## SuppreMol

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## Syntacoll GmbH

PHARMA & CHEMICAL INDUSTRY

Syntacoll is the manufacturing division of Innocoll, Inc. and produces clinical supply or commercial product to its marketing partners and to Innocoll's two other divisions, Innocoll Technologies and Innocoll Pharmaceuticals. Using proprietary manufacturing processes, Syntacoll converts raw collagen material and incorporates medicinal compounds yielding finished pharmaceutical product in the form of a sponge or membrane. This system forms the basis of Innocoll's lead collagen-based technology, CollaRx. The sponge or membrane product format is a unique way to locally deliver a wide variety of medicinal compounds and is fully biodegradable and resorbable. The sponge and the membrane formats can be implanted at the time of surgery or applied topically to a chronic, acute or traumatic wound. Delivering drug locally to the site of action has a number of benefits, including the safe delivery of higher doses than could be achieved through systemic routes and avoidance of systemic side effects.

## Temmler Werke GmbH

PHARMA & CHEMICAL INDUSTRY

The Temmler Group, now a member of the Aenova group, is one of the largest providers of contract services in the pharmaceutical environment. Temmler has a wide experience in formulation development of finished solid, semi-solid and liquid dosage forms, in manufacture, packaging, blinding, distribution and return handling of clinical trial supplies, in the optimization of established manufacturing processes as well as in the contract manufacture of medicinal products with marketing authorization, supplemented by Quality Control and Analytical services. Temmler offers services from stand-alone processes according to customer specifications, to strategic services comprising the entire supply chain.

## Thermosome GmbH

BIOTECH THERAPEUTICS & DIAGNOSTICS

**Keywords:** [Oncology](#), [Liposomes](#), [Drug Delivery](#)

Founded in 2010, Thermosome is a biotech company developing new drug delivery systems for therapeutic and diagnostic agents based on temperature-sensitive liposomes. The company is using a novel liposome technology based on synthetic phospholipids that provides liposomes with prolonged circulation half-life and ultra-fast release properties. Drug release shall be triggered by the application of energy from an exogenous or endogenous device (e.g. regional hyperthermia, high intensity focused ultrasound) to the patient receiving the treatment. Thermosome will make use of its platform technology in order to not only enhance the efficacy of the drug but also to reduce systemic side effects

## TopLab GmbH

BIOTECH DNA/PROTEIN ANALYTICS

Keywords: Proteomics,

TOPLAB GmbH is a leading ISO 9001 certified service provider with high end research facilities for proteomics, protein analytics, target and biomarker discovery and validation. The company has outstanding expertise in proteome analysis, protein identification and characterisation with more than 15 years experience. A portfolio of proprietary technologies has been developed and/or licensed that is able to significantly enhance the rate of discovery of potential biomarkers and novel therapeutic targets. The vision of TOPLAB is to support our clients from pharma, biotech and academia with highest quality standards, modern technologies and an experienced and highly motivated team, to achieve confident results in compliance with the timelines of our customers with calculable costs.

## Transcatheter Technologies GmbH

MEDTECH

Keywords: Devices, Cardiovascular Diseases

TRANSCATHETER TECHNOLOGIES develops medical devices aimed at reducing the trauma of open-heart valve surgeries. Its re-positionable transcatheter aortic valve system TRINITY is at the forefront of next generation valve implantation technology. The new technology makes it possible to implant aortic valve prostheses without the need for traumatic open-heart surgery. Key features of TRINITY allow the physician to reposition the valve during implantation. ZERO PRESSURE CRIMPING™ technology protects the fragile biological leaflets when the stent is folded and expanded. This will increase the safety and durability of the valve prosthesis and will allow for implantation in younger patients.

## TRION Research GmbH

BIOTECH PRECLINICAL SERVICES

Keywords: Drug Development, Immune Therapy, Antibody Production Service

TRION Research GmbH, founded in 1998, is a Biotech research company and a strategic partner of TRION Pharma GmbH focusing on the generation of novel Triomab® antibody candidates and the support of non-clinical and clinical development of Triomab® antibodies. The company offers Immunomonitoring Service, special antibody conjugation support, additional analytical service in tumor biology and further analytical support for reagent control to investigators, study sponsors and CROs. TRION Research is ISO 9001:2008 certified. The core competences of the company are:

- Immunomonitoring and logistical support for clinical and non-clinical studies
- Supply of purified antibodies (labeled and unlabeled)
- Development of immunological assays



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## U3 Pharma GmbH

BIOTECH THERAPEUTICS & DIAGNOSTICS

Keywords: Antibody, Drug Development

U3 Pharma GmbH, based in Martinsried near Munich, Germany, is a leader in targeted cancer drug development. Established in July 2001, the company has produced a pipeline of novel targeted therapeutics based on the ground-breaking discoveries made by its founder – Professor Axel Ullrich. Since May 2008 U3 Pharma belongs to DAIICHI Sankyo Co. Ltd., one of the top 20 leading pharmaceutical companies worldwide and no. 3 in Japan. Being part of this global environment, U3 Pharma is striving to provide patients around the world with innovative antibody-based therapeutics.

## vasopharm GmbH

BIOTECH THERAPEUTICS & DIAGNOSTICS

vasopharm is a pharmaceutical company dedicated to the discovery and development of novel therapeutics for the treatment of cerebro- and cardiovascular diseases and their consequences. The company is focused on the development of therapeutics which permits steering the bioavailability of biological NO, covering the entire NO/cGMP signal cascade and its functional counterpart NOX. vasopharm's drug candidate VAS203 represents a completely new class of NOS modulators targeting cerebral vessels and cerebral tissue, thus preventing life threatening rises in intracranial pressure after a traumatic brain injury.

## vermicon AG

BIOTECH AGRO, FOOD, ENVIRONMENT

vermicon is an innovative and international solutions provider for microbiology. With 17 years of expertise, its highly qualified team of experts and its powerful technology portfolio, the company is able to meet even complex microbiological challenges. The company's philosophy is based on the fact that only cultivation-independent methods allow real insights into microbiology. The products, services and consulting services deliver not only rapid results, but focus additionally on highest specificity and reliability. With satisfied customers worldwide, vermicon creates impressive solutions and is actively participating in the evolution of modern microbiology.

## vertis Biotechnologie AG

BIOTECH DNA/PROTEIN ANALYTICS

Keywords: PCR, NGS, Informatics, Genomics

VERTIS was established in 2000 as a spin off from Technical University Munich-Weihenstephan, Germany. The company offers molecular biology services in the field of functional genomics with focus on Next Generation Sequencing (NGS) especially on transcriptome sequencing (RNA-seq). The company offers a complete product line, ranging from project consulting, nucleic acid isolation, sample preparation and DNA sequencing to bioinformatic sequence analysis and data mining. The strength of the VERTIS is customer-oriented flexibility, which is based on an innovative technology platform, the company has developed in its 13-year history. VERTIS is a pioneer in the analysis of small non coding RNAs (sncRNA) and of bacterial transcriptomes.

## verum.de GmbH

CRO

Keywords: Cardiovascular Diseases, CNS, Dermatology, Diabetics, Oncology, Respiratory Diseases

Verum has been the first Western-Standard CRO specializing in CEE countries, operations starting in 1992. Our core business and key competence is Full Clinical Service for Phase II-IV in CEE countries. Our team consists of about 100 experts that share our experience of more than 120 trials with some 35.000 patients in indications like cardiovascular, neurology, psychiatry, pain, CNS-diseases and oncology. With offices from Eastern Europe to the US we are pooled for the success of our trials.

## Viramed Biotech AG

BIOTECH DEVICES & REAGENTS

Keywords: Clinical Diagnostics, ELISA/EIA, Infectious Diseases

Based on 20 successful years on the German IVD-Market, Viramed Biotech AG produces and markets IVD-Products, based on its proprietary research and development. The company focuses on Westernblot-, Stripe- and Elisa-test kits for serological screening and confirmation of infectious and autoimmune diseases. The major products are Westernblot tests for Borrelia sp., Yersinia, Helicobacter p., Epstein-Barr-Virus, Bordetella pertussis, ENA and autoimmune liver diseases. New analytics based on purified and recombinant antigens are under development. The development of antigens and test kits for specific analytics are offered as service. The company aims to intensify export of existing products worldwide and appreciates further distribution contacts.



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## vivoPharm Europe Ltd

CRO

Keywords: Bone/Joint Diseases, Metabolic Diseases, Oncology, Drug Development, Medical Writing, Pharmacology, Toxicology

vivoPharm is a contract research organization that offers integrated preclinical services in various disease areas (with focus on cancer) to the biotechnology and pharmaceutical industries. We specialize in planning and conducting studies tailored to guide drug development, starting from compound libraries and ending with a comprehensive set of in vitro and in vivo data and reports, as needed for Investigational New Drug Applications (IND) filing. The company's state-of-the-art animal facilities, laboratories and its corporate headquarters are located in Melbourne, Australia and Hershey, PA, USA. Its European office is based in Munich, Germany. vivoPharm operations follow strict quality control methods and meet the highest industrial standards, acknowledged by our customers worldwide. Our highly motivated and qualified team guarantees short response times, consistency of service, regular updates and transparency. vivoPharm operates in AAALAC accredited and GLP compliant audited facilities.

## Volvox Therapeutics GmbH

BIOTECH THERAPEUTICS & DIAGNOSTICS

Keywords: Drug Development, Antibody, Peptide/Protein, Small Molecules, Hematology, Oncology, Clinical Trial Management and Monitoring

Volvox Therapeutics is a private virtual biotechnology development company focusing on generating, creating and re-creating value from fallen angel and hidden treasure compounds that have fallen off development or lost their priority status due to issues occurring during early development stages. The company is focused on salvaging these compounds and carry them into the next development step thus creating value for patients and investors. Volvox was founded by an experienced management team with significant expertise in all phases of development and broad network of high caliber individuals and top advisors. Volvox key expertise is in oncology and immunology.



## Wacker Chemie AG

PHARMA & CHEMICAL INDUSTRY

**Keywords:** Fine Chemicals/Reagents, Antibody Production Service, Peptide/Protein, CRO/CMO, Nutraceuticals

WACKER is a globally active chemical company headquartered in Munich, Germany. With a wide range of state-of-the-art specialty products, WACKER is a leader in numerous industrial sectors. Its products are required in countless high-growth end-user sectors such as photovoltaics, electronics, pharmaceuticals and household/personal care products. Within its bio division, WACKER uses advanced biotech processes to offer innovative and tailored solutions and biotech products for the pharma and the food & nutrition industry. Its products include pharmaceutical proteins, cyclodextrins and fermentation-grade cysteine. The division focuses on developing customized solutions for growth sectors such as food additives and pharmaceutical actives.

## Willex AG

BIOTECH THERAPEUTICS & DIAGNOSTICS

**Keywords:** Oncology, Small Molecules, Antibody, Drug Development

WILEX is a biopharmaceutical company and develops drugs based on antibodies and small molecules with a low side effect profile and targeted treatment of different types of cancer as well as diagnostic agents for specific detection of tumours. WILEX' aim is to help oncologists administer targeted treatments to carefully diagnosed patients and to enhance patients' quality of life. The subsidiary Heidelberg Pharma GmbH offers pre-clinical services, in particular an antibody drug conjugate technology platform (ADC technology). The business model of WILEX thus comprises research, technology platform, development collaboration as well as sales and marketing.

## Wimasis GmbH

BIOTECH BIOINFORMATICS

**Keywords:** Devices, Automation, Microscopy, Cardiovascular Diseases, Dermatology, Inflammation

Wimasis is an image analysis service in the field of life science, preclinical and clinical research. Its focus lies in the automation of image analysis tasks via an intuitive, web-based interface, that allows access to large scale computing power. With multiple fully automated solutions in the life sciences (Scratch, Tube Formation, Chemotaxis Assays, etc.), Wimasis has grown a worldwide userbase from Australia to Zypress. Besides the ongoing development projects in the field of cell-based assays, many custom solutions are continuously being developed for in vitro and in vivo analysis. If you are looking at cells, tissue or data generated from clinical imaging modalities, Wimasis can help you solve the automation task with cost efficient tools.



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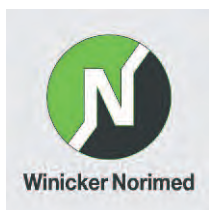
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## Winicker Norimed GmbH Medizinische Forschung

CRO

Winicker Norimed GmbH, located in Nuremberg, is an independent, owner-operated contract research organization. Our experienced, interdisciplinary team of approximately 100 employees manages your projects from the planning through the field phase to the analysis and the clinical study report or publication. We deliver quality services according to applicable laws and international guidelines based on either our own or our clients' standard operating procedures. In cooperation with hospitals and primary care physicians, we manage phase II-IV clinical trials with pharmaceuticals, studies with medical devices as well as non-interventional and epidemiological studies.

## XL-protein GmbH

BIOTECH

Keywords: Drug Development, Pharmacokinetics, Peptide/Protein

XL-protein is a biopharmaceutical company utilizing its proprietary 'PASylation' technology to develop second generation biopharmaceuticals with prolonged plasma half-life. PASylation of therapeutic proteins allows less frequent and lower dosing combined with better tolerability, also opening perspectives for follow-on products of approved biopharmaceuticals. 'PASylation' – the genetic fusion with conformationally disordered polypeptide sequences composed of the amino acids Pro, Ala, and/or Ser – provides a superior way to attach a solvated random chain with large hydrodynamic volume to a biologically active protein. Thus, its typically rapid clearance via kidney filtration can be retarded by one to two orders of magnitude while the PAS moiety is biochemically inert and easily degradable.

## XVir® Therapeutics GmbH

BIOTECH THERAPEUTICS & DIAGNOSTICS

Xvir Therapeutics GmbH was founded in 2004 and is focusing on the clinical development of novel cancer therapies for the treatment of various solid tumors, and in particular of drug-resistant or radiation-resistant tumors. Such cancer therapies are based on the use of oncolytic adenoviruses restoring drug sensitivity and radiation-sensitivity, respectively, of the tumors. Experimental evidence for the efficacy of Xvir's therapeutic approach has been provided in several animal studies. Xvir's therapeutic approach is covered by proprietary patents and patent applications, respectively.

## Zentiva Inhalationsprodukte GmbH

PHARMA & CHEMICAL INDUSTRY

Zentiva, the generics business for the Sanofi group, is the third largest and fast growing generics company in Europe. With origins dating back to the 15th century, Zentiva is a valued generics partner. Today, we are at the forefront of developing modern, high-quality and affordable medicines. We currently operate in 50 markets, targeting a population of more than 1 billion people. Zentiva holds leading positions in several pharmaceutical markets, such as the Czech Republic, Romania and Turkey and is successfully expanding its business in other international markets. In Bavaria, Zentiva Inhalationsprodukte GmbH is located in Munich and runs a production plant in Höchststadt/Danube.

## Zentrum für Humangenetik und Laboratoriumsdiagnostik (MVZ) Martinsried Dr. Klein, Dr. Rost und Kollegen

BIOTECH THERAPEUTICS & DIAGNOSTICS

**Keywords:** Pharmacogenetics, PCR, Genomics, Chip/Array Technology, ELISA/EIA, NGS, Clinical Diagnostics

The Ambulatory Healthcare Center in Martinsried was founded in 1998 and is accredited according to DIN EN ISO/IEC 17025 and ISO 15189. The facility is specialized in advanced laboratory testing in genetics, clinical chemistry and immunology – continuously developing new tests and implementing state-of-the-art technologies. The institution offers clinical consultations with a focus on pediatric genetics, infertility and inherited diseases, applying proven as well as latest technologies such as PID, NIPT Prenatalis®), Next Generation and Sanger Sequencing, Array technologies, Blotting, FACS, FISH, HPLC, pyrosequencing, real-time PCR and tandem mass spectrometry.

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## Zeta Biopharma GmbH

BIOTECH & PHARMA PRODUCTION

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The Zeta group of companies specialises in the development and supply of tailored process and procedure solutions for sterile and aseptic applications.

**Zeta Biopharma:**

Early cooperation in all technical disciplines within the framework of projects enables us to provide customers with:

- reliable, high-quality and integrated process solutions and technologies
- a user-oriented, productivity- and maintenance-optimised layout
- optimum economic, functional and technical safety for the operator without interfaces, for the purpose of a simultaneous engineering concept based on our specific knowledge and our project experience from the pharmaceutical industry and biotechnology.

We have made it one of our central objectives to offer our customers added value in the shortest possible time via activated technology investment in order to have a sustainable positive impact on their return (ROI). Short project accomplishment times in accordance with the schedule, predominantly through efficient project management and targeted project accomplishment at the highest technical level, and the heavy involvement of our customers and partners in the project development and accomplishment process are our strategies for fulfilling this requirement.



# Innovation and Entrepreneur Center Würzburg



- ⊙ **renting of lab and office space**
- ⊙ **coaching of start-ups**
- ⊙ **consulting on financing**
- ⊙ **support of the management**
- ⊙ **networking / business contacts**



# Our research benefits your health. That's why we're investigating disease.

Combating serious diseases  
such as cancer is our speciality.

Our innovations  
help millions of people by  
alleviating their suffering and  
improving their quality of life.  
We give them hope.

