



Third GSK deal in Vienna within 15 months

aws and ZIT portfolio companies AFFiRiS, Intercell and also now Apeiron to form strategic alliances



Hans Loibner and Josef Penninger
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Apeiron Biologics AG and **GlaxoSmithKline Biologicals SA** announced the signing of an agreement granting GSK exclusive rights to APN01 (recombinant human Angiotensin Converting Enzyme 2: rhACE2). This biotherapeutically active enzyme is currently in phase I development for the treatment of Acute Respiratory Distress Syndrome (ARDS). ARDS is an acute, severe injury of the lungs associated with a variety of life-threatening conditions such as sepsis and pneumonia. It affects up to one million people in OECD countries a year, the mortality rate is 30-50% and no effective drug currently exists. Target indications for APN01 also include other diseases with an imbalance of the Renin Angiotensin System and insufficient natural ACE2 activity.

► Up to EUR 236 million milestone payments for Apeiron

Under the terms of the agreement, the total payments could reach EUR 236 million in

the event of a launch of APN01 for multiple indications. Apeiron will receive an up-front-payment of EUR 12.5 million in cash and equity investment as well as royalties on net sales. GSK now owns a minority share of Apeiron. Hans Loibner, CEO of Apeiron, commented: "We are very pleased that we could attract GSK, one of the world's top pharmaceutical companies, to license this exciting project." Evelyn Schödl, Vice President and General Manager of GlaxoSmithKline Austria stated: "Currently we screen worldwide for promising early stage product ideas like APN01 to fill our product pipeline and do fifteen deals per year. This is the third deal in Austria since October 2008, a clear sign of the quality of the R&D in Vienna."

► Product candidates for cancer and pain in the pipeline

Apeiron was founded in Vienna in 2003 by Josef Penninger, scientific director of the Institute of Molecular Biotechnology (IMBA)

of the Austrian Academy of Sciences. Both the company and the institute are located at Campus Vienna Biocenter. He stated: "When I returned to Austria after several years of basic research in North America, I had the vision of translating some of my research, including that for ACE2, into clinically useful and commercially viable products. This is just the beginning, we have many more ideas!" Having signed the agreement with GSK, Apeiron is now in a position to concentrate on the development of its other projects, including the following two:

- :: **Cbl-b:** A novel immunotherapeutic approach against cancer via modulation of the autoimmune potential of T cells by inhibition of the E3 ubiquitin ligase Cbl-b
- :: **DREAM:** A new class of analgesics to induce the expression of an endogenous opioid via targeting of the suppressor protein DREAM

► GlaxoSmithKline Biologicals SA: Recent deals with AFFiRiS and Intercell

In 2008 GSK signed a collaboration agreement with **AFFiRiS AG** granting GSK exclusive rights to AFFiRiS' therapeutic Alzheimer's disease vaccine programmes targeting beta-amyloid. The total potential value of the agreement could reach EUR 430 million in the event of full commercial success of the candidate vaccines. An up-front payment of EUR 22.5 million and a EUR 10 million milestone payment have already been transferred to AFFiRiS.

At the end of 2009, **Intercell AG** and GSK announced a strategic alliance to develop and commercialize innovative needle-free patch-based vaccines. The agreement includes Intercell's candidate vaccine for travellers' diarrhoea, an investigational single application pandemic influenza vaccine, as well as the use of the patch technology for other vaccines in GSK's portfolio. GSK made an up-front cash contribution of EUR 33.6 million. In addition an equity investment of up to EUR 84 million through a staggered shareholding purchase option of up to 5 % in Intercell has been agreed upon.

- www.apeiron-biologics.com
- www.affiris.com
- www.intercell.com
- www.glaxosmithkline.at





Dear Readers,

We are delighted to report that **BIO-Europe 2009** turned out to be a true success story for Vienna. Around 2,500 decision makers from roughly 1,400 biotech and pharma companies around the world met to discuss future deals in drug development. More than 60 Austrian organizations profited from the home field advantage – which was the largest number ever to participate in a biotech partnering meeting! We are very proud of that and thank all the helping hands that made BIO-Europe 2009 such a prosperous event - from the City of Vienna, the Centre for Innovation and Technology, the Federal Ministry of Economy, Family and Youth and the Austrian Business Agency to LISA, and last but not least the EBD Group.

This 2010 LISA VR Newsletter includes an **expanded update on news from Vienna** as we have decided to keep the 8-page format

from our previous BIO-Europe special edition. The extra space is available for news-flashes from industry and academia. Here we draw on our **online news collection** at www.lisavr.at that is loaded with up-to-date press releases. Vienna-based organizations are invited to contribute to this collection via e-mail to news@lisavr.at. We further invite you to make use of our **media package** that allows you to get discounts on advertisements in a variety of news media.

2010 LISA VR will be attending ten international business fairs, which is more than ever before. However, to respond to the requests for more meeting opportunities at home, we have developed a new event format: Our **"Business Treff"** series is a regular informal gathering to be hosted by a biotech, medtech or pharma company and held at varying places throughout the city. It provides updates on current developments as well as exclusive insights into the companies that host the meetings. We very much look forward to our first Business Treff at Otto Bock on April 21st. Additional meetings are already being planned with Carl Zeiss and Schrack Seconet. For more information on our activities please go to www.lisavr.at.

We hope to meet you soon!

Eva Czernohorszky and Michaela Fritz
LISA VR Executive Board

► www.lisavr.at

Arab Health
Dubai, January 25-28

Biosquare
Geneva, February 1-2

Analytica
Munich, March 23-26

Medtec Europe
Stuttgart, March 23-25

BIO International Convention
Chicago, May 3-6

EuroMedtech
Leipzig, June 1-2

CPhI Worldwide
Paris, October 5-7

Biotechnica
Hannover, October 5-7

BIO-Europe
Munich, November 15-17

Medica
Düsseldorf, November 17-20

: Meetings in Vienna*

Jak-Stat Signalling
From Basics to Disease, February 10-13

Eur. Congress of Radiology
March 4-8

CEC 2010:
Methodology of Clinical Trials in
Oncology, March 11-22

2nd International Mycosafe
Symposium, April 7-9

20th Eur. Cong. of Clinical
Microbiology and Infectious
Diseases, April 10-13

45th Annual Meeting of the Eur.
Ass. for the Study of the Liver
April 14-18

eHealth 2010, May 6-7

BioProcess International
European Conference & Exhibition,
May 18-21

18th International Conference
on Aids, July 18-23

Partnership in Clinical Trials
November 16-19

* This list is not exhaustive.

What we offer:

- ❖ One-on-one consulting
- ❖ International marketing
- ❖ Networking events
- ❖ Training courses

Life Science Austria Vienna Region is your professional partner of choice in the Vienna Region when it comes to biotechnology, medical technology and pharmaceuticals. Whether you are a researcher, a company or an investor, located in Austria or abroad, you will find all the important services and contacts here under one roof.



Media Package

LISA VR encourages companies, universities and research institutions in the Vienna region to strengthen their public relations activities. Therefore LISA VR has negotiated discounts on advertisements with its media partners:

- ❖ Chemiereport
- ❖ Das Österreichische Gesundheitswesen
- ❖ Der Standard
- ❖ Die Presse
- ❖ Medianet Health Economy
- ❖ Medizin&Technik
- ❖ Österreich starkes Land – Wirtschaftswoche Deutschland

Details are provided at www.lisavr.at. Further cooperations in this regard are welcome!

Early stage funding available in Vienna

Public funds get business ideas up and running so that private investors can come in and push the accelerator.

Starting up in biotech and medtech is different from starting a company in IT. Products take longer to get to the marketplace and more money is required than banks are willing to offer without appropriate guarantees. LISA VR provides detailed information on the availability and combinability of public funds. In Vienna, grants, subsidized loans and guarantees are available to provide initial financing and funding for specific projects. For example, aws offers EUR 200,000 PreSeed financing for proof-of-principle experiments or prototype production before the foundation of a high-tech business. Once start-ups reach the seed phase, aws Seedfinancing can provide a EUR 1 million conditionally repayable grant. Grants like those awarded in the framework of ZIT's Research funding program are additional resources for financing research and development in such companies, but are equally accessible for early stage products in established firms. International sources of funding and FFG-processed funding are other important monetary sources.

► Public funding: Seeding today, reaping rewards tomorrow

Savira Pharmaceuticals and Themis Bioscience are two of the biotech firms that opened their doors in Vienna in 2009. Both were recently granted support via aws Seed financing. **Savira** was founded by onepharm and the European Molecular Biology Laboratory (EMBL) and aims to develop small molecule drugs for the treatment of influenza. Savira's lead program is dedicated to the design of novel, selective inhibitors of

the unique cap snatching mechanism of the influenza virus polymerase. **Themis** develops vaccines for emerging tropical infectious diseases such as Dengue fever, which is believed to be spreading more widely due to increased global travelling and climate change. Themis focuses on advancing promising academic vaccine development projects into preclinical and clinical development. The success of internationally renowned firms with headquarters in Vienna, such as Intercell, Affiris, and Nabriva, illustrate how public funding can help bring promising product candidates with clear medical needs closer to the marketplace.

► Venture Capital: Giving shares for receiving money

f-star and PDC Biotech have recently received venture capital investments. **f-star** raised EUR 8 million in an extended series A financing round. Kevin FitzGerald, CEO of f-star, commented, "We have completed this significant investment round despite the current financial climate and I am pleased to welcome MPH and Merck Serono Ventures as new shareholders of f-star. Both MPH and Merck Serono Ventures are investors with a strong strategic focus and the connections they have with their parent pharmaceutical organisations will provide valued support for f-star as it moves product candidates into the clinic. I am also grateful to our existing investors, Atlas, Aescap, Novo and TVM Capital for their continued support and encouragement." The new financing will support drug discovery and development efforts using f-star's proprietary Modular Antibody Technology. The technology allows the engineering of new antigen binding sites

into constant and variable domains of antibodies. **PDC Biotech** closed a series A Financing round of over EUR 4 million at the end of last year. MIG Verwaltungs AG and Edmond de Rothschild Investment Partners co-led the round. The capital will be used to complete preclinical work and start the first clinical study of the company's lead compound, PDC31, which is being developed for the treatment of preterm labour and primary dysmenorrhoea. The remaining preclinical work is expected to be completed in mid 2010 followed by the phase I/II trial. Ms. Patricia Griffin and Ms. Diane Kalina, co-founders of PDC stated: "We are delighted to have such outstanding investors who understand the potential of our company and who are able to provide the necessary capital to advance our programs despite the difficult financing market."



► Business Angels: Coaching, contacts & cash

Apeiron began by using a different approach. Manfred Reichl, Chairman of Apeiron's Supervisory Board and business angel of the year in 2009 noted: "Remarkably, Apeiron achieved this major success without prior venture capital financing, but only with individual private investors. This proves that the biotech cluster in Vienna has come a long way and is catching up to global standards in research quality, management capabilities and financing." According to Reichl, public funding has been very important for Apeiron and was a prerequisite for starting up at all. In total the company received EUR 3.5 million of public funding (from aws, ZIT, FFG, FP6), which brought Apeiron up to a speed of 30 km/h, as he put it. Reichl went on to say that taking a company from 30 to 100 km/h is something only private investment can achieve. Prior to the GSK deal, Apeiron in total raised EUR 6.7 million private investments.

► www.awsg.at
 ► www.zit.co.at



Newsflash +++ Newsflash +++

CeMM:

ERC Advanced Investigator Grant awarded to Giulio Superti-Furga: EUR 2 million grant for a study on the body's immediate reaction to infections, bridging basic molecular biology and applied medicine
www.cemm.oeaw.ac.at

Miracor Medical Systems:

EN ISO 13485:2003 certification awarded - an important step to establish Pressure-controlled Intermittent Coronary Sinus Occlusion (PICSOTM) as standard of care for heart attack patients
www.miracormedical.co.at

MUW:

First chair for gender medicine in Austria: Alexandra Kautzky Willer, expert in endocrinology and metabolism where gender differences are most noticeable, is hired to strengthen gender-specific medicine at the Medical University of Vienna. A new postgraduate training course on gender medicine is also available.
www.meduniwien.ac.at

MUW and VSCR:

Master of Science in Clinical Research started: Together with the Vienna School of Clinical Research, the Medical University of Vienna offers a new MSc program where students develop a clinical study protocol including patient information for their master thesis
www.meduniwien.ac.at/kks

MUW:

European Medicines Research Training Network (EMTRAIN) coordinated by Michael Wolzt: With EUR 7.7 million, a pan-European platform for education and training covering the whole life-cycle of medicines research, from basic science through clinical development to pharmaco-vigilance will be established. ESFRI BMS Infrastructures, EFPIA companies and IMI Education & Teaching amongst others are already on board
www.meduniwien.ac.at

MUW:

New Christian Doppler Lab for the diagnosis and regeneration of cardiac and thoracic diseases is set up: Partner: Aposcience AG, Focus: Discovery of pathomechanisms in diseases related to cardio-thoracic surgery
www.meduniwien.ac.at

Sanochemia Pharmazeutika AG:

Application for listing in Vienna and relisting to Deutsche Börse's General Standard / Successful clinical application of PVP hypericin in the fluorescence diagnosis of bladder cancer – phase II study goes according to plan
www.sanochemia.at

University of Vienna:

ERC Advanced Grant to William Tecumseh and Sherman Fitch: Grant for a comparative computational research project on the syntax of the mind at the Department of Cognitive Biology
www.univie.ac.at

University of Vienna:

NanoSIMS Facility opened at Biocenter Althanstrasse: One of only 10 manufactured NanoSIMS machines is now available in Vienna. Together with the existing equipment, NanoSIMS makes Biocenter Althanstrasse one of the top places for isotope analysis in the world.
www.univie.ac.at

University of Vienna:

New Chair for biofunctionality of food appointed: Veronika Somoza to head new Research Platform on Molecular Food Science linking the university's departments on Chemistry and Nutritional Science
www.univie.ac.at

WWTF:

EUR 5.5 million granted for 11 life sciences projects: Topics range from epigenetics, miRNA, memory formation, cancer research and autoimmunity to sustainable food and bioenergy as well as wastewater treatment
www.wwtf.at

WWTF:

2 young investigators to head research groups in Vienna wanted: City of Vienna and WWTF issue a call for two group leader positions in the life sciences. Vienna-based research institutions intending to hire excellent researchers from abroad can submit pre-proposals until April 7th, 2010, EUR 1.5 million per group available for 6 to 8 years
www.wwtf.at

Affiris AG:

Encouraging results from phase I studies of two Alzheimer's candidate vaccines generates a EUR 10 million milestone payment / Interim analysis of clinical phase I data triggered the decision to move Alzheimer's vaccine candidate AD02 into clinical phase II testing
www.affiris.com

Apeiron Biologics AG:

Exclusive licence agreement for Apeiron's therapeutic enzyme project APN01 is signed with GSK
www.apeiron-biologics.com

Biomay AG:

Cooperation with Boehringer Ingelheim RCV for small-scale GMP-grade manufacturing of plasmid DNA by Biomay using Boehringer Ingelheim's plasmid DNA manufacturing technology
www.biomay.com

Eucodis Bioscience GmbH:

Exploration of novel enzymatic activities in Bio Sidus antarctic bacteria library / EUR 2 million cash injection from existing shareholders to enlarge the portfolio of customized enzymes for the pharmaceutical, chemical, and other industries
www.eucodisbioscience.com

IMBA:

Jürgen Knoblich received Wittgenstein Preis and ERC

grant: For his research on stem cells Jürgen Knoblich has been awarded Austria's most important science award (EUR 1.4 million) and in addition received an ERC Advanced Investigator Grant (EUR 2.5 million)
www.imba.oeaw.ac.at

IMP:

Alexander Stark wins ERC Starting Independent Researcher Grant: (EUR 1.8 million) for his regulatory genomics approach in Drosophila melanogaster to study how gene regulation is encoded in the genome
www.imp.ac.at

Intercell AG:

Strategic alliance with GSK to develop and commercialize innovative needle-free patch-based vaccines / Initiation of a phase III study for a vaccine to protect children against Japanese Encephalitis in the U.S. / Start of additional efficacy trial for patch-based investigational travellers' diarrhoea vaccine system in Asia / Promising phase I data for Pneumococcus vaccine candidate
www.intercell.com

MFPL:

Vienna International Post-Graduate Program for Molecular Life Sciences (VIPS) is launched: Call for promising young scientists to take up a Post-doc position in Vienna for 3-5 years opens from the beginning of March until May 1st, 2010, bi-annual international calls are planned
www.mfpl.ac.at/VIP

Nabriva Therapeutics:

Euro 15 million raised from existing investors to fund the development of the systemic pleuromutilin program up to and including the generation of phase II data in the second half of 2010
www.nabriva.com

Sorbus Pharmaceuticals GmbH:

New biotech company focusing on complicated wounds incorporated in Vienna
www.sorbus.at

Themis Bioscience GmbH:

New biotech start-up focusing on vaccines and medicines against tropical infectious diseases is founded in Vienna
www.themisbio.com

VBC:

New Summer School to attract talented undergraduate students: IMP, IMBA and MFPL collaborate to offer 10 week research programs in five key areas of molecular life sciences to 20 undergraduates. Stipends available
www.VBCsummerschool.at

Your news placed here:
Vienna-based organizations are invited to e-mail news and press releases to news@lisavr.at to contribute to LISA VR's online news collection and this printed newflash
www.lisavr.at

Newsflash +++ Newsflash +++

Austrian Centre of Industrial Biotechnology (ACIB):

A collaboration of 7 universities and about 25 companies attracts around EUR 59 million (EUR 31.5 million public funds, with the rest provided by partners) until 2014, for knowledge-based industrial biotech. Numerous attractive PhD, PostDoc and group leader positions are available in Graz, Innsbruck and Vienna.
www.acib.at

BOKU:

New management team: Martin Gerzabek (Rector) * Barbara Hinterstoisser (Vice Chancellor for Teaching and International Affairs) * Andrea Reithmayer (Vice Chancellor for Finance) * Josef Glöbbl (Vice Chancellor for Research and International Research Collaboration) * Georg Haberhauer (Vice Chancellor for Strategic Development) as new heads of the Vienna University of Natural Resources and Applied Life Sciences
www.boku.ac.at

Baxter:

One of the most effective plasma fractionation facilities in the world opened in Vienna for the production of 18 different plasma-based pharmaceuticals. 1.7 million litres of human blood are processed annually
www.baxter.at

AVIR Green Hills Biotechnology AG:

Start of phase II study for intranasal seasonal influenza vaccine, deltaFLU
www.greenhillsbiotech.com

Marinomed Biotechnologie GmbH:

Carragelose® shows promising antiviral activity against the common cold in children / Drug discovery collaboration with the Portuguese company BIOALVO
www.marinomed.com

Mycosafe Diagnostics GmbH:

International Symposium on recent advances in the detection, prevention and control of mycoplasmas in biotechnological research, biopharmaceutical processes and cell therapy applications: April 7-9, 2010, Vienna
www.mycosafe.com

Savira Pharmaceuticals GmbH:

Onepharm and EMBL establish a new company for the development of novel anti-influenza drugs
www.savira.at

VUW:

Messerli-Institute for Human-Animal-Relationship set-up: Swiss Messerli Foundation supports a new interdisciplinary research institute where the University of Veterinary Medicine Vienna, the Medical University of Vienna and the University of Vienna join forces to foster research on animal welfare, ethics and legal issues connected with animal protection
www.vu-wien.ac.at

VUW:

New international PhD program on Population Genetics: First three PhD students started research projects, next selection round will start soon
www.vu-wien.ac.at

PDC Biotech GmbH:

EUR 4 million series A financing round enables the lead compound for the treatment of preterm labour and primary dysmenorrhea to be taken into a first clinical study
www.pdcbiotech.com

ZIT:

EUR 2 million funding for business R&D projects: Applications are invited from Vienna-based businesses intending to develop products and services to help make tomorrow's cities more sustainable and innovative.
www.zit.co.at

emergentec biodevelopment GmbH:

SysKid (Systems Biology towards Novel Chronic Kidney Disease Diagnosis and Treatment), a large-scale collaborative European research project coordinated by emergentec studying chronic kidney disease in the context of diabetes and hypertension has been granted EUR 11.8 million from EU FP7
www.emergentec.com www.syskid.eu

f-star GmbH:

EUR 8 million extended series A financing co-led by MP Healthcare Venture Management and Merck Serono Ventures
www.f-star.com

Otto Bock Healthcare Products GmbH:

Thought controlled prostheses with microsensors on forefinger will restore sensing capabilities to prosthesis user / Austrian Federal Award for Design goes to Otto Bock's AXON Hand System
www.ottobock.at

Boehringer Ingelheim:

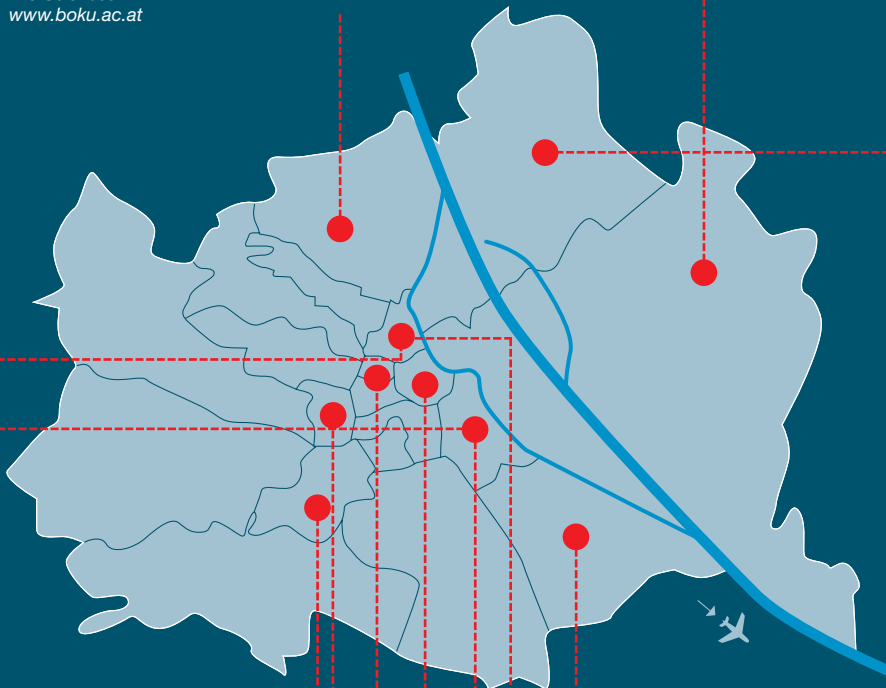
Collaboration with Priaxon for research and development of novel cancer therapeutics based on an HDM2/p53 inhibitor is signed
www.boehringer-ingelheim.at

Apeptico Forschung und Entwicklung GmbH:

Orphan Medicinal Product Designation by EMEA and FDA for lead product AP301, for the treatment of Acute Lung Injury and prevention of Ischemia Reperfusion Injury, respectively
www.apeptico.com

IMBA and MUW:

Cell publication on fat storage opens door to new obesity treatment option: IMBA and MUW researchers show evidence for differential regulation of white and brown fat tissue generation. Reducing triglyceride storage in white adipose tissue by channelling fat into heat-generating brown adipose tissue might become a new focus for drug development.
www.imba.oeaw.ac.at
www.meduniwien.ac.at



First LISA VR Medtech Award

Join BOB, Austria's international business plan competition for the life sciences, and win an additional EUR 10,000 for the best business plan in the area of medical technology!



Do you want to stand out from the crowd and

challenge your life science business idea by entering an international competition? If so, join BOB ("Best of Biotech - get your business started"), the international life science business plan competition, organized in 2010 for the fifth time by Austria Wirtschaftsservice.

As we have recently broadened our focus to the medtech area, LISA VR decided to sponsor a special prize for medtech in the context of the business plan competition BOB 2010: An additional EUR 10,000 will go to the best medical technology business plan!

Participation rules and conditions are the same as for the overall business plan competition. Therefore, if the best medical technology business plan also wins the first prize in the overall competition, as well as one of the three prizes for the best business idea in phase 1, it could net EUR 26,500 in prize money.

Medical technology in the framework of BOB 2010 includes:

- :: Diagnostic tools and technologies (e.g. X-ray, NMR, urea tests, allergy tests, blood pressure measuring tools)
- :: Therapeutic tools and technologies (e.g. implants, prostheses, rehabilitation tools, orthopaedic tools, dialysis technology, cryotherapy)
- :: Medical tools (e.g. disposable gloves, syringes, incontinence aids, bandaging material)
- :: Laboratory, ambulance and hospital furniture and technology (e.g. beds, mattresses, textiles, tables, lighting solutions)
- :: Services (overall medical services such as medical IT)

For more information concerning the LISA VR Medtech Award please contact Colette Zazjal, E-mail: zazjal@lisavr.at, Phone: +43-1-501 75-266.

Details on BOB 2010 can be found at
▶ www.bestofbiotech.at

SCHEDULE:

// Phase 1: February-April 2010

Selection of the 3 best business ideas. Registration for phase 1 is open between 01 February and 15 March 2010.

// Phase 2: May-October 2010

Selection of the 3 best life science business plans and the best medical technology business plan. Registration for phase 2 is open from 01-14 May 2010. ★

: ZIT Call Patients in Focus 2009

Funding for ten new R&D projects: 4 x biotech, 3 x medtech, 3 x hospital infrastructure

- :: **Apeiron:** Phase I clinical trials with recombinant human soluble Angiotensin Converting Enzyme 2
- :: **Baxter:** Learning from patients: How does the immune system accept coagulation factor VIII drugs?
- :: **Cryptas IT-security:** Card authentication virtualization environment for hospitals to improve safety of medical data
- :: **Dr. Grossegger & Drbal:** System for automatic spike analysis to improve control of therapeutic efficiency in case of epilepsy
- :: **Fluidtime Data Services:** Online platform for integrating routine patient treatment and care as well as research in hospitals

- :: **Ing. Sumetzberger:** RFID based pneumatic tube system for medical blood sample logistic
- :: **Nabriva Therapeutics:** Development of a new pleuromutilin antibiotic against Staphylococcus aureus (MRSA) infections
- :: **PDC Biotech:** Pre-clinical development of PDC31 for treatment of preterm labour
- :: **Siemens:** Medication safety belt with e-card for hospitals
- :: **TissueGnostics:** Method for validated quantitative analysis of biomarkers for breast cancer

▶ www.zit.co.at

ZIT Call: The City 2020



EUR 2 million funding available for Vienna-based companies carrying out R&D projects leading to novel products and services that contribute to making tomorrow's cities more sustainable and innovative. Particular attention will be given to the following areas:

- :: Living, construction work and urban renewal
- :: Transport and mobility
- :: Supply and disposal (e.g. water, energy, disposal and prevention of waste)
- :: Health and health care infrastructure (especially ambient assisted living)

Deadline for the submission of proposals: June 17th, 2010

▶ www.zit.co.at



Baxter opens new plasma fractionation facility in Vienna

Vienna emerges as one of the few metropolises for plasma processing

Pharma production technologies have changed significantly during the last few decades. Just think of the general decrease in the use of animal-derived drugs. Baxter for example switched from vaccine production in chicken eggs to a Vero cell platform. Microbial cells and fungi are also being used more frequently in biopharmaceutical companies and contract manufacturers like Boehringer Ingelheim, Biomay, Polymun and Sandoz. Despite all the advantages associated with genetic engineering, recombinant proteins do not entirely replace products fabricated from human tissue. There is still a great need for products derived from human blood in day-to-day medical practices, and thus room for innovations in plasma fractionation – particularly in the generation of new plasma-based drugs and the manufacturing efficiency of the established products.

➤ Over EUR 50 million investment by Baxter

One of the world's largest and most modern plasma fractionation facilities has recently been completed in Vienna, after three years of construction work and more than EUR

50 million investments by Baxter. This makes Vienna one of the few metropolises for plasma processing. A special feature of the new facility is its ability to recover all relevant plasma fractions in an integrated process chain. These fractions are the basis for 18 different drugs. Conventional plasma processing facilities are less efficient and lose significant parts of the invaluable human raw material.

➤ 18 plasma derived drugs fabricated in Vienna

Every year, around 1,700 million liters of human plasma donated by healthy volunteers worldwide are processed in Vienna. The products derived from Baxter's new processing facility include:

- ⌘ Blood clotting drugs for patients suffering from haemophilia A and B
- ⌘ Antibodies for people with hereditary immune deficiencies to protect against permanent infections
- ⌘ Human albumin as a stabilizer for extensive blood losses in emergencies
- ⌘ Tissue glues to promote faster healing of wounds introduced in surgery

Production capacities are designed for 85 countries worldwide. In Austria, Baxter BioScience production plants make up a total size of 25 soccer pitches.

➤ Next investments concluded

Baxter has recently agreed upon another investment package of around EUR 105 million to further increase production capacities in Vienna and to implement another product. This project will be put into practice over the next three years.

➤ Baxter in Austria

- ⌘ 3,700 employees in Austria, mostly in production plants in Vienna and Orth
- ⌘ EUR 368 million investments into facilities in Austria in recent years
- ⌘ Largest research division outside the USA
- ⌘ 22 Baxter products manufactured on site; 18 of them plasma-based
- ⌘ Baxter BioScience R&D worldwide is managed from Vienna

➤ www.baxter.at



New premises that supply all the needs of ambitious high tech firms

Marxbox at Campus Vienna Biocenter and the new BOKU Biotech 1 building at the Vienna Life Sciences Centre Muthgasse are two of the most modern domiciles for biotech in Austria. A comparison of these two buildings is provided below. Novartis has already signed a contract and is among the first tenants of the BOKU Biotech 1 building.



► Marxbox:

Helmut Qualtinger Gasse 3, 1030 Vienna

Modern new building with high tech housing systems for cooling and heating and an effective sunscreen management, concrete core cooling is also available, windows can still be opened manually

Located at Campus Vienna Biocenter, next to Affiris, Intercell, IMBA, IMP and MFPL, to name a few neighbours

Close to S7 train stop, 17 and 71 tram stop, 74A bus stop and U3 station Schlachthausgasse within walking distance

Total rentable area: 6,244 m²

Current available space: 3,200 m²

Costs: Composite rent based on individual requirements

Flexible office and laboratory units:

Modular outline for highly flexible usage

The building at a glance:

- 6: 432 m² office space, 260 m² sun terrace
- 5: 744 m² office space, 375 m² sun terrace
- 4: 1,175 m² office space
- 3: 1,130 m² office and lab space (S1, S2)
- 2: 1,083 m² office and lab space (S1, S2)
- 1: 1,079 m² office and lab space (S1, S2)
- 0: office and lab space (S1, S2)

- 1: 36 car parking spaces
 - 2: Facility management
- To be completed until autumn 2010

Owner and constructor: Marxbox Liegenschaftsentwicklungs GmbH, Messeplatz 1, 1021 Vienna, a consortium of: WSE - Wiener Stadtentwicklungsges.m.b.H and S+B Gruppe

Future projects at VBC:

Marxbox extension BT2 (completion until 2011) and VBC 1 (completion until 2014)

Contact: Karin Strini, WSE

Tel: +43-1-7203050-0

E-Mail: marxbox@wse.at



► BOKU Biotech 1:

Muthgasse 11, 1190 Vienna

Connected with a bridge to the buildings of the Vienna University of Natural Resources and Applied Life Sciences' (BOKU) technology centre Muthgasse

Contemporary architecture: Clear, L-shaped building with 4-5 floors that provides space for BOKU's Vienna Institute of BioTechnology (VIBT) and the spin-off center

Adjacent to U4 station Heiligenstadt as well as 11A and 39A bus stops and S45 train stop

Total rentable area in the spin-off centre:

7,000 m² / Both offices and labs possible at levels 0-3 in the spin-off centre; L1, L2 and L3 security level possible

Current available space: 4,000 m²

Costs: Composite rate depending on individual office and lab needs

Spin off center:

- 4: 300 m² office space, facility management
 - 3: 1,600 m² lab space & office space
 - 2: 1,600 m² lab space & office space
 - 1: 1,600 m² lab space & office space
 - 0: 1,600 m² lab space & office space
 - 1: Store room, 67 car parking spaces
 - 2: Store room, 68 car parking spaces, facility management
- Available since October 2009

Owner and constructor: Glamas Beteiligungsverwaltungs GmbH & Co "Alpha" KEG, a consortium of BAI Bauträger Austria Immobilien GmbH, Porr Solutions Immobilien- und Infrastrukturprojekte GmbH, WSE Wiener Stadtentwicklungsgesellschaft m. b. H. and MAP Bürodienstleistung Gesellschaft mbH, a daughter company of Wiener Städtische Versicherung AG Vienna Insurance Group

Future projects at Muthgasse: BOKU Biotech 2 (31,000m² gross space) and White Space (40,000m² gross space)

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