



Life Sciences in Vienna at a Glance

A recent study, carried out by LISAvienna and Biocom, revealed that Vienna is currently home to more than 400 life science companies. Of these, 99 are considered to be active in research and development and/or production in the field of biotechnology or medical technology (according to the OECD and GMDN criteria). These companies employ over 9,000 staff. The companies active in the core area of biotechnology and medical technology generated revenue to the tune of EUR 1.7 billion in the year 2010.

Vienna's share in the Austrian life sciences is remarkable. The strength in medical biotechnology is particularly visible: 56 % of all Austrian biotechnology companies are located in Vienna. They account for 61 % of the total revenue and employ 58 % of all employees working in the Austrian biotech industry. Also, in the area of medical technology many companies are located in Vienna: 34 % of all Austrian medtech firms are in Vienna. They generate 16 % of the total revenue with 20 % of the employees working in the medical technology branch in Austria.

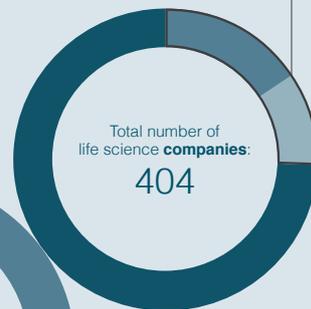
In life science research and education, Vienna ranks top in Austria. Twenty-two research institutions are located in Vienna. Five universities, two applied universities, ten non-profit research institutes and five other organizations perform noteworthy research and teaching activities in the life sciences. With more than

35,000 students in the life sciences alone, Vienna educates more young scientists than any other city in Austria. Altogether, the 22 research institutions employ over 14,000 people. Numerous publications (5,182 in 2010) in international journals prove the excellent research activities.

Total number of life science companies, employees and revenues in the Viennese life science scene.

Dedicated & active life science **companies: 99**

- Biotech companies: 61
- Medtech companies: 38
- Life science related companies: 305



- Employees in biotech companies: 7,498
- Employees in medtech companies: 1,661



- Revenues in biotech companies: EUR 883 M
- Revenues in medtech companies: EUR 835 M





Dear Readers

In corporation with Biocom we have published the **Life Science Report Vienna**, an extensive brochure, which aims to show Vienna as a leading European research and business location in the field of the life sciences. The report provides the latest facts and figures on the life science industry in Vienna as well as a company directory (p. 1).

In order to better promote Vienna as a leading life science location in Europe we have broadened our marketing activities. We decided to change the name of our organization from LISA VR to **LISAvienna** thereby making the city we represent more prominent. Also, our logo was adjusted to illustrate the character of the Viennese life science cluster: well cross-linked companies, universities and re-

What we offer

- ∴ Consulting
- ∴ Marketing
- ∴ Qualification
- ∴ Networking
- ∴ Knowledge

LISAvienna (Life Science Austria Vienna) is your key professional partner in Vienna when it comes to biotechnology, pharmaceuticals and medical technology. Whether you are an entrepreneur, an investor or a researcher, LISAvienna provides you with essential services in Austria's largest life science location.



search institutes in the area of biotechnology, pharmaceutical and medical technology.

Additionally we work on the relaunch of our website www.LISAvienna.at. With our new Homepage we want to serve the community with up-to-date news, a life science event calendar and, above all, an overview on all funding available for the life sciences in Vienna. The website is complemented by our presence in new media including LinkedIn, Xing and Twitter (p. 3).

Excellent location marketing on an international stage strongly supports business success for Viennese life science companies. Many companies join us every year to be featured at the most important trade fairs, like the **BIO International Convention**. In a review of this year's BIO you can learn the reasons behind why Viennese biotechs attend the convention (p. 6).

Financing is and will remain one of the most important topics for life science companies. Learn more about the venture capital deals closed in 2011 and get to know the winners of the **ZIT Call Life Sciences 2011** (p. 8).

Peter Halwachs and Johannes Sarx
LISAvienna Executive Board

Benefit from our Knowledge

Take a closer look at the life science location Vienna:

The Vienna Life Science Report provides the latest facts and figures on the life science industry in Vienna as well as a company directory.

The report can be ordered for free. Contact us at +43 (0)1 501 75 358 or office@LISAvienna.at



Meet LISAvienna abroad

Arab Health
Dubai, January 23-26, 2012

BIO-Europe Spring
Amsterdam, March 19-21, 2012

BIO International Convention
Boston, June 18-21, 2012

BIO-Europe
Hamburg, November 12-14, 2012

Life Science Events in Vienna:*)

VIPCA - Molecular Ecology
www.vipca.at/MOLECOL
February 4-7, 2012

VIPCA - Molecular Mapping & Marker Assisted Selection
www.vipca.at/MAS12
February 8-11, 2012

Plant Growth, Nutrition & Environment Interactions
February 18-21, 2012

Plant Abiotic Stress Tolerance II
February 22-25, 2012

European Congress of Radiology
www.myESR.org
March 1-5, 2012

8th European Breast Cancer Conference
www.ecco-org.eu
March 21-24, 2012

*) This list is not exhaustive.



www.LISAvienna.at: Life Sciences in Vienna on one Click

Our homepage is celebrating its relaunch! Are you looking for specific life science information in Vienna? www.LISAvienna.at is your source for all your information needs.

Our Services

Consulting, marketing, qualification, networking and knowledge. Learn more about our services

Financing

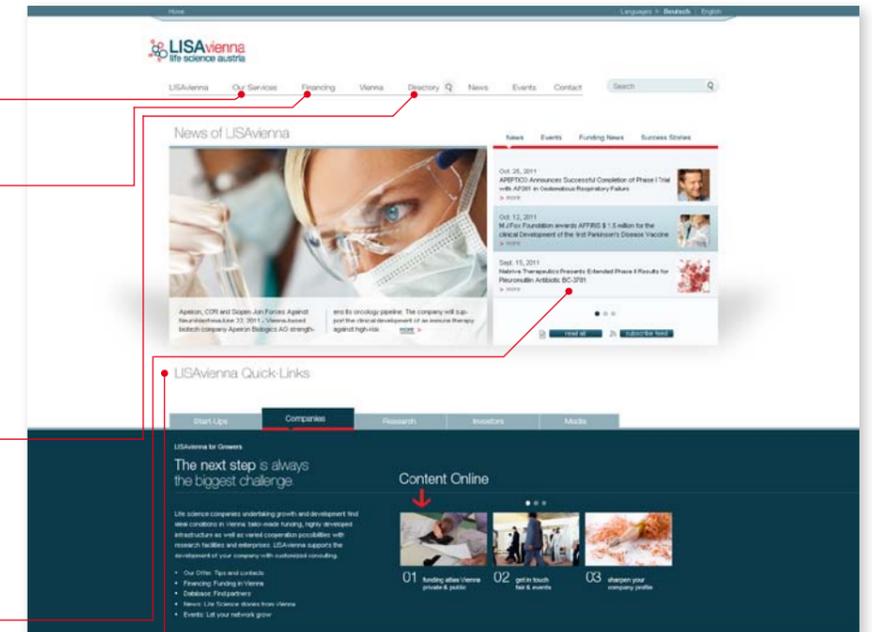
Are you looking for public funding? We can provide you with a comprehensive overview on all funding available for life sciences in Vienna. Click your way through the different categories to get a first impression of the diversity of funding or specify your needs through a filter to receive tailored funding possibilities.

Directory

Are you looking for cooperation partners, CROs or patent attorneys? Here you can find an extensive list of all life science companies in Vienna. Can't find your company's listing? Contact us at hinnerth@LISAvienna.at

Update

Also on our new webpage we keep you up-to-date on life science news, upcoming events and funding news. Do you want to see your news/event placed here? Contact us at hinnerth@LISAvienna.at



Quick-Links

An overview on essential topics tailored to the needs of the respective audience

LISAvienna 2.0

We have made our way to social media. You can find us on LinkedIn, Xing and Twitter.

▶ Take a look at our new webpage and send us your feedback to hinnerth@LISAvienna.at

best of biotech get your business started!



THE INTERNATIONAL BIOTECH & MEDTECH BUSINESS PLAN COMPETITION

www.bestofbiotech.at

Best of Biotech, short BOB, starts again in February 2012.

Start:	12.02.2012
Phase I:	15.02.2012 - 10.05.2012
	Business Idea
	Prizes: 3 x EUR 1,500
Phase 2:	11.05.2012 - 18.10.2012
	Business Plan
	Prizes: 1 st EUR 15,000
	2 nd EUR 10,000
	3 rd EUR 5,000
	LISAvienna Medtech Award: EUR 10,000

Newsflash +++ Company

APEPTICO Announces Successful Completion of Phase I Trial with AP301 in Oedematous Respiratory Failure

Oct. 25, 2011 - APEPTICO a biotechnology company developing peptide drugs based on its PEPBASE™ discovery technology, announced completion of a Phase I clinical trial for its pulmonary sodium ion channel activator AP301. The orally inhaled drug candidate was safe and well-tolerated by all study participants. AP301 is being developed for the prevention and treatment of oedematous respiratory failure in patients suffering from lung infection, lung injury and lung transplantation. www.apeptico.com

M.J.Fox Foundation awards AFFIRIS \$ 1.5 million for the clinical Development of the first Parkinson's Disease Vaccine

Oct. 12, 2011 - The Michael J. Fox Foundation (MJFF) announced that it has awarded \$1.5 million to AFFIRIS AG, a Vienna, Austria-based biotech company, for a clinical study of AFFITOPE® PD01, a first-of-its-kind Parkinson's disease (PD) vaccine. AFFITOPE® PD01 targets and helps remove the alpha-synuclein protein, whose clumping is the pathological hallmark of PD. Principal investigator Achim Schneeberger, MD, chief medical officer at AFFIRIS AG, will head the Phase I study of the vaccine candidate. www.affiris.com

Nabriva Therapeutics Presents Extended Phase II Results for Pleuromutilin Antibiotic BC-3781

Sept. 15, 2011- Nabriva Therapeutics, a biotechnology company focused on developing a new class of antibiotics for serious infections caused by resistant pathogens, announced that a series of studies including data from the first phase II study will be presented at the 51st Interscience Conference on Antimicrobial Agents and Chemotherapy (ICAAC) in Chicago, Illinois, USA. The studies further support the fact that the company's lead product BC-3781, the first of a new class of systemically available pleuromutilin antibiotics, can be used both orally and intravenously for the treatment of bacterial skin and lung infections. www.nabriva.com

Viennese e-health Start-up mySugr Wins Award at the Hasso Plattner Ventures Forum

Sept. 14, 2011 - Fifty-five million Europeans suffer from diabetes, and the cost of treating the disease and its complications accounts

for about 20% of the total annual expenditures in healthcare. mySugr, a Viennese e-health start-up, intends to change this situation. The founders, who are diabetics themselves, created a web service and an iPhone app to help people with diabetes cope better with their complicated data-driven therapy. The app learns from users' behavior, making it easier to use. It also motivates via game mechanics woven into the system. The jury (featuring representatives from organizations including IBM, Deutsche Bank, Telefónica, and Danone) and audience at the Hasso Plattner Ventures forum, 300 people from the international venture capital and finance community, voted mySugr "The Most Promising Company in 2011". mySugr is due to launch by the end of 2011 and will be available via the Apple App Store and mysugr.com. www.mysugr.com

F-star and Merck Serono to Collaborate in the Discovery and Development of Novel Targeted Biologics

Sept. 7, 2011 - F-star GmbH announced that a research, license and commercialization agreement was signed with Merck Serono, a division of Merck KGaA, Darmstadt, Germany, for the discovery of new antibody-derived therapeutics against inflammatory disease targets using F-star's Modular Antibody Technology. Under the terms of the agreement, Merck Serono will nominate up to three therapeutic targets and the parties will collaborate to jointly discover mono-specific Fc-based targeted biologics (Fcabs) and bi-specific IgG-based targeted biologics (mAb2) for which Merck KGaA will have exclusive worldwide development and commercialization rights. f-star will receive an initial technology access fee and research-based funding and is eligible to receive additional license fees, development, regulatory and commercialization milestones which in aggregate could reach EUR 492 million, as well as undisclosed tiered royalties on product sales. www.f-star.com

Tube Pharmaceuticals to Develop a New Class of Anti-cancer Drugs

July 19, 2011 - Ascenion, the technology transfer partner of the Helmholtz Centre for Infection Research (HZI), and Austria Wirtschaftsservice (aws) announced today the foundation of Tube Pharmaceuticals, a Vienna-based biopharmaceutical company dedicated to the development of tubulysins as powerful anti-cancer drugs. The company has recently closed a one million seed financ-

ing round with aws. Ascenion has mediated the licensing of key IP originating from the HZI and has acquired shares in the newly founded venture. info@tubepharma.at

Apeiron, CCRI and Siopen Join Forces Against Neuroblastoma

June 22, 2011 - Vienna-based biotech company Apeiron Biologics AG strengthens its oncology pipeline: The company will support the clinical development of an immune therapy against high-risk neuroblastoma that is being conducted by the Children's Cancer Research Institute (CCRI) and the European Neuroblastoma Research Network (SIOPEN). It is presently under investigation in a phase III trial across various European clinical centers. In return, Apeiron obtains the rights to file for regulatory approval and to market the final product. The approach is based on a monoclonal antibody (ch14.18) and constitutes Apeiron's most advanced project. It also marks another milestone for the company and its development strategy to treat neuroblastoma. This strategy was initiated earlier this year with the licensing of a clinical phase II project from Merck KGaA. www.apeiron-biologics.com

AVIR Green Hills Reaches Important Milestone

April 28, 2011 - AVIR Green Hills Biotechnology AG is testing the trivalent influenza vaccine deltaFLU in a phase I/II study at the Medical University of Vienna. This is a very important milestone pertaining to the development of innovative intranasal influenza vaccines. The formulation of the vaccine consists of three virus strains (H1N1, H3N2 and B) and is similar to the composition of the final product. The phase I/II study of deltaFLU will close in the middle of September 2011 and data will be expected in October/November 2011. Dr. Thomas Muster, CEO/CSO of AVIR Green Hills: "We are very enthusiastic and satisfied that the safety profile of the vaccine deltaFLU was reconfirmed and we are looking forward to the study results." www.greenhillsbiotech.com

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

Newsflash +++ Academia

MedUni Vienna: Innovations in Treatment with Hearing Implants

Sept. 14, 2011 - Cochlear implants are electronic hearing aids, which in the case of deafness or severe hearing difficulties can restore the patient's ability to hear. An implant with a stimulation electrode is inserted into the cochlea during a surgical procedure with the use of a microscope. Electrical impulses are sent through this device to the brain via the cochlear nerve and as a result a hearing impression is created. "As well as the new electrode, we have developed a surgical method in which the cochlea no longer has to be opened with a bore hole. We simply puncture the membrane of the round window. That protects the residual hearing and is significantly less destructive," says Wolf-Dieter Baumgartner when explaining the innovation. www.meduniwien.ac.at

MFPL: The Machinery for Recombination is Part of the Chromosome Structure

Aug. 5, 2011 - During the development of gametes, such as egg and sperm cells in humans, chromosomes are broken and rearranged at many positions. Using state of the art technology, the research group of Franz Klein, Professor for genetics at the Max F. Perutz Laboratories of the University of Vienna (MFPL), has analyzed this process at high resolution. The surprising observations regarding the mechanism of meiosis are now published in the scientific top-journal CELL. www.mfpl.ac.at

AIT and a.tron3d GmbH 3D-digital Scanner Facilitates Dentist Visit

July 8, 2011 - In close cooperation with the Carinthian company a.tron3d, experts from the AIT Safety & Security Department developed the world's smallest 3D intraoral scanner. The revolutionary idea: contactless scanning of teeth instead of former silicone impressions. Together with a.tron3d the AIT-team of the research service Embedded 3D Vision created the most innovative and unique application in the field of 3D technology. The 3D intraoral scanner consists of two stereo cameras. The corresponding AIT software captures all images in real time, generates a 3D model of the jaw and sends the data via USB connection to a conventional laptop. This takes the place of former silicone impressions. The 3D scanner is a fully mobile solution and can therefore be used in every dental environment. a.tron3d was the winner of the 2010 LISAvienna Medtech Award. www.ait.ac.at, www.a-tron3d.com

Here Comes the Infantry: Researchers from CeMM Discover the Foot Soldiers of the Antiviral Molecular Defense System of the Cell

June 3, 2011 - An intracellular receptor expressed in many cell types that seems to have an important role in the recognition and control of virus infection is the subject of an online report this week in Nature Immunology. Giulio Superti-Furga and colleagues find that a protein called IFIT1 is very strongly unregulated in virus-infected cells, where it then binds the 5' end of viral RNA. They discover that IFIT1 demonstrates an exquisite ability to distinguish between host and viral RNA, which vary in their end structures, and that once bound, IFIT1 forms a large complex with many other cellular proteins and can block viral replication. As a result, mice lacking the IFIT1 protein are much more susceptible to infection by certain viruses. The team concludes that IFIT1 is therefore a key component of a cell's virus-recognition and virus-neutralization machinery. www.cemm.oeaw.ac.at

Marxbox: New Site for Biotech Research in Neu Marx

May 19, 2011 - The first phase in the construction of the Marxbox, a new molecular biotechnology research center, is complete. 6,800 m² comprises the first part of the Marxbox, 4,900 m² will follow in 2012. Together they will strengthen Vienna's position in central Europe as a location for research, teaching and development. Mayor Renate Brauner named "Life Sciences" as a main focus that is clearly supported by the city of Vienna. The Marxbox, she stated, stands for quality, expertise and academic excellence. The Vienna Biocenter campus itself is an "impressive testimony to a successful development policy." She continues: "Its university departments and successful spin-offs have turned Vienna in the last twenty years into an international center for cutting-edge research. We want to continue by enabling other departments and companies to carry out research and development at the highest level." www.neumarx.at, www.wse.at

VUT: Turn Futuristic 3D-printers into Affordable Everyday Items

May 17, 2011 - Printers which can produce three-dimensional objects have been available for years. However, at the Vienna University of Technology, a printing device has now been developed, which is much smaller, lighter and cheaper than ordinary 3D-printers.

Medical technology could definitely benefit from the new technology. If bones have to be replaced, doctors don't have to take standard size prostheses or implants anymore. They can use tailored ones made by the 3D-printer. Be it medical parts adjusted exactly to the patient's needs, or special spare parts which otherwise would have to be shipped half way around the globe: with the versatile and cheap devices and materials developed in Vienna, highly complex 3D objects can now be built from a variety of materials with very different mechanical, optical and thermal properties. www.tuwien.ac.at

Vetmeduni/MedUni Vienna: Man's Best Friend: a Joint Tumor Marker in Man and Dog

April 18, 2011 - The dog may be man's best friend but even so it comes as a surprise that the two species share a common tumor marker. This finding comes from a joint study between scientists of the Vetmeduni Vienna and the MedUni Wien, headed by Erika Jensen-Jarolim. The researchers looked for similarities in breast cancer of dogs and women, focusing on the tumor marker CEA (carcinoembryonic antigen). They uncovered a molecule, the CEA receptor, which turned out to be essentially identical in the two species. The result could lead to the rapid development of new treatment methods for use in dogs and humans. www.vetmeduni.ac.at, www.meduniwien.ac.at

WWTF-Life Sciences Call 2011 - EUR 5 million for the patient oriented research in Vienna

June 27, 2011 - With the WWTF Life Sciences Call 2011 eight projects are funded, which are dedicated to extend the understanding of the origin of illnesses, and therefore facilitate the development of therapeutic interventions. In total 83 project applications were submitted to the WWTF. An international 11-headed jury has finally recommended eight projects with a total sum of 4.93 million euros. The funding-program "Linking Research and Patients' Needs", existing since 2007, especially fosters projects, which deal with the interfaces of basic research and clinical application. www.wwtf.at

This list is not exhaustive. Please go to www.LISAvienna.at for additional news.

International Contacts Boost Business

Networking on an international level is essential for successful companies. With this in mind many Austrian companies participated in the world's largest biotech partnering exhibition: the BIO International Convention, which took place in Washington, DC (USA) this year. In addition to participants from Lower Austria and Styria, representatives of 11 Viennese companies used the opportunity to establish new and maintain existing international contacts.



The Austrian Booth at the BIO International Convention, ©LISAvienna

Rainer Henning, CEO of **Biomay**, knows how important networking is: "We are using conferences and exhibitions like the BIO2011 to maintain our contact network in the industry and establish new connections. One quality contact is already sufficient to justify the effort of participation." Angelika Spreitzhofer, Quality Manager of **Virusure**, underscores the importance of personal contact: "Joining the BIO 2011 as an exhibitor gave our company the opportunity to personally meet with our international clients, identify new projects, discuss synergies and connect with potential partners for future developments. We believe that the professional and excellently organized atmosphere of this event and the face-to-face contact with clients and partners is fundamental for continuing to offer customer-oriented services of highest quality."

Mycosafe Diagnostics is also conscious of the relevance of this partnering-event. Gabriele Senti, Corporate Communications

Manager: "The BIO2011 in Washington was an excellent opportunity for us to establish new business contacts as well as maintain existing ones. Conversations with potential customers gave us an update on the current demands of the market – insights that were interesting and valuable at the same time." Probing the market and finding potential partners was also a goal of Apeptico: "During the 2011 BIO International Convention, Apeptico met with representatives of all leading respiratory medicine pharmaceutical and biotech companies as well as with service providers. During these meetings we were encouraged to continue our drug development program and clinical validation strategy for AP301 for prevention and treatment of oedematous respiratory failure," says Bernhard Fischer, CEO of Apeptico. Moreover companies offering related services to the biotech industry benefit from participating at the BIO International Convention: "The BIO provides an excellent forum to meet colleagues, to network and ex-

change ideas with other people in the biotech field," explains Andreas Pföstl, Patent Attorney of **Sonn & Partner**.

Jumpstart for Start-ups

As long as an enterprise is young and unknown, partnering facilitates contact with other companies or potential investors. Partnering can be considered "business speed-dating." Prior to the exhibition you identify and select the most suitable potential partners on the basis of short company profiles which are presented on the exhibition homepage. So, thousands of half-hour meetings can be planned in advance. The Viennese start-up Evercyte made extensive use of this networking service: "For us as a very young start-up company, BIO2011 was an extremely exciting event," states Johannes Grillari, CSO, "We had more than 40 contacts with extremely well-matched companies and have more than 50 percent in promising follow-up contacts. Bio2011 in Washington has allowed unparalleled speed in customer acquisition and definitely boosts our business." Also, the young company Zytotec gives a positive summary. "Attending BIO 2011 in Washington was a great opportunity for a start-up company like Zytotec to get in touch with a large number of business partners located all over the world."

The convention makes it easy to approach potential future investors, partners and customers or to be identified by those, despite the fact that the company is not yet well-known," says Klaus Kratochwill. "Zytotec will, of course, pursue the established contacts to eventually explore new business opportunities." LISAvienna used the opportunity to explore China as new market for Viennese biotech companies. Several seminars and lectures provided insight into the Chinese market. In personal talks at the China-pavilion even more detailed information could be gathered. In order to probe the market more closely, LISAvienna is going to visit BIO-China, the biggest biotech-partnering exhibition in the Asian area.

Smart Card, Smart Technology – Made in Vienna

e-Health is more than just the use of information technology in healthcare. By networking information and processes, there are additional benefits for the patient as well as the health service provider. The only obstacle is data security. Health data is one of the most sensitive kinds of information and, therefore, has to be protected in the best possible manner with IT security technologies. The innovative software CAVE of the IT company CRYPTAS based in Vienna, Austria, has recently been supporting the electronic administration of the Statutory Health Insurance Dentists (Kassenzahnärztlichen Vereinigung - KZV) Westphalia-Lippe. The intelligent Smart Card System not only makes online billing easier, but also saves time, money and effort for service.

About 4,000 statutory health service dentists in the region of Westphalia-Lippe within the German federal state of North Rhine Westphalia settle their services through the statutory health insurance system each quarter via the KZV Westphalia-Lippe, both in writing and electronically. From January 1, 2012, all dental practices should be able to legally process all their professional fees for services of dentists under contract online, thus also electronically. A technological, logistic and also financial challenge that the KZV Westphalia-Lippe, one of 17 Statutory Health Insurance Dentists Associations, had to face. Being a link between the contracted dentists and the health insurances, the administration equipment has the task to ensure smooth processing of the online invoicing of fees. The request was for a simple and user-friendly electronic administrative procedure that corresponds with the highest safety standards and is cost-effective at the same time.

A "Public-Key-Infrastructure" (PKI) is behind such online procedures, hence, it is a system that can issue, distribute and check digital certificates. The basis of this concept is a tiny and complex chip with a microprocessor that makes these electronic services possible. The "Smart Card" works with a highly complicated software technology with cryptographic structures that can guarantee the safe encrypting of personal information. The card is provided with an individualized code for identification.

"We have already been working with a Smart Card solution for some time," said Michael Evelt, administration manager of the KZV Westphalia-Lippe. "This PKI system is, however, not very user-friendly: A technician usually had to install the matching software program for our customer in advance. Moreover, the effort for service, system support and thus, also the costs on the side of the server, were high and difficult to assess."

With CRYPTAS it-Security GmbH, KZV



Alexander Chaloupka, development manager of Cryptas, ©ZIT

Westphalia-Lippe found a competent solution partner in 2010: The intelligent Smart Card system CAVE ("Card Authentication Virtualization Environment") of the IT company based in Vienna works using a "Clientless Smart Card Middleware." This allows communication with the Smart Card without using the software that had to be installed in advance. An impressive competitive advantage has been achieved with CAVE in the section for Smart Card systems: The entire structure is transferred to a central environment that is easy to protect and keeps user-friendly and complicated technical processes far away from practices and service providers. "The Public Key infrastructure on the basis of CAVE is server-based. The user does not need any additional expert knowledge," declared Alexander Chaloupka, development manager of the company founded in 2003. Thanks to the "Plug&Play" principle, the user is able to operate the system immediately and without prior knowledge: Simply insert

the chip card in the card-reading device, authenticate and bill online.

eHealth and eGovernment systems benefit especially from this clientless approach. Within the scope of the funded project "Call Patients in Focus 2009", the ZIT – The Technology Agency of the City of Vienna has researched the product CAVE and many other parts of this technology developed by the Vienna-based IT company. Chaloupka says that "Health data is one of the most sensitive kind of information and, therefore, has to be protected with IT security technologies in the best possible manner. So that the users (doctors, patients and hospitals) accept this technology, these have to function according to the "Plug&Play" principle. The "clientless Smart Card" concept offers the best solution for this purpose."

Franz Frenster, IT manager at KZV Westphalia-Lippe, summarizes: "By using CRYPTAS CAVE, we are able to optimize the quality of our services significantly and reduce the time and costs at the same time." Administration manager Michael Evelt is brimming with enthusiasm: "The product simply convinced us and, therefore, clearly prevailed against two other competitors."

www.cryptas.com



Venture Capital Investments in 2011



Since the beginning of 2011 five life science companies have received a total of EUR 59 million in venture capital.

With EUR 25 million, the largest investment went to **AFFiRiS**. EUR 20 million of this amount is contributed by Santo VC GmbH and EUR 5 million by MIG.

The second largest investment with EUR 15 million – led by SR One, the corporate venture capital arm of GlaxoSmithKline – went to **F-Star**. Kevin FitzGerald, CEO of f-star, commented: “With this financing we are now in an ideal position to progress the first product candidates generated from our unique platform through IND enabling studies and thereafter into the clinic.”

Hookipa Biotech, a startup company specialized in developing new generation vaccines, raised EUR 7 million Series A financing led by Sofinnova Partners. Forbion Capital Partners joined the syndicate as co-investor.

Themis Bioscience completed a Series A Financing round of EUR 5 million co-led by Ventech and Crédit Agricole Private Equity to advance two promising vaccine candidates: a Dengue and a Chikungunya Fever vaccine.

And the promising medtech company **Miracor Medical Systems** announced the first closing of a Series B Financing round amounting to EUR 7 million. The financing round was supported by Austria Wirtschaftsservice (aws) and the German venture capital investor SHS Gesellschaft für Beteiligungsmanagement as well as by the existing investors Earlybird and Delta Partners. “Securing the Series B round enables Miracor to start its early commercialization strategy with the enrollment into the RAMSES trials, European reimbursement and sales activities,” said John H. Hoem, Miracor CEO.

The importance of venture capital investment could also be shown by the fully booked LISAvienna Business Seminar themed “**How to Present my Life Science Start-up to VCs/Business Angels.**” Thirty-five participants listened to the advice given by **Regina Hodits**, General Partner at **Wellington Partners**, and **Diane Kalina**, Managing Director

and Executive Vice President of **PDC Biotech**. Hodits listed the facts that are decisive for a VC investment in the life sciences: “You need to present a product that is clearly addressing a significant unmet need, a team that can execute and a financial plan that leads to an exit for the investors in a reasonable time frame.” Kalina explained where to find investors: “From lists of “deals done” and lists of investors attending various events such as BIO-Europe, you need to determine which VC’s currently have money to invest. Then you need to select investors that have criteria matching your opportunity, i.e., size of investment, geographical location, clinical stage of opportunity and therapeutic area of interest being the most important. Then you try by all means to meet with these target investors. In my experience, trade shows such as BIO-Europe or Bio€quity are the best places, although if you can get a direct introduction it is even better.”

ZIT Call Life Sciences 2011 The Winners




 The Technology Agency of
 the City of Vienna

From March to June 2011 30 projects were submitted in the course of the ZIT Call Life Sciences 2011. The call was open for all Viennese companies active in R&D in the area of life sciences. Ten projects were able to attract funding amounting to EUR 3.24 million. The top three projects were additionally awarded with prize money in the amount of EUR 30,000.

1. Place (EUR 15.000) Two Pi GmbH	“Self-Fit” - Self-Fit for interactive adjustment of hearing devices
2. Place (EUR 10.000) Haplogen	21st century human genetics: genome wide knockouts
3. Place (EUR 5.000) Biomay AG	Specific immunotherapy for the treatment of ragweed and Japanese cedar-allergy via recombinant pectate lyases
Other winners in alphabetical order:	
Baxter Innovations GmbH	Prevention of factor VIII inhibitors in patients with hemophilia A
CRYPTAS it-Security GmbH	The emergency card – Availability systems of emergency data
Dutalys GmbH	Development of a novel antibody against IL-6-induced cancer
PLANTA Naturstoffe Vertriebs GmbH	Preclinical evaluation of peroxidase-inhibitors for the treatment of colitis ulcerosa
Savira pharmaceuticals	Dual influenza virus Polymerase-Inhibitors
Ing. Sumetzberger GmbH	Hands-off drug management in hospitals
Zytoprotec	Zytoprotection in the peritoneal dialyses - Evidence from the clinical phase I&II of PD-protec