

Biotech & more



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Paul Christian Jezek
Senior Editor

Biotechnology and Life Sciences Key Technologies in Austria

In the 21st century, biotechnology will be one of the most important technologies of all, as it exercises an enormous amount of influence on broad sections of society and offers solutions for a wide range of applications.

Through the development of innovative medical products, therapies and diagnostic means, it also directly affects the making of health policy in general. Thanks to new opportunities relating to biotechnology in the field of food and nutrition, it also influences general prosperity and quality of life considerably, in addition to making important contributions toward the creation of an ecological society.

The biotech sector in Austria now encompasses more than 10,000 employees, the majority in the field of human medicine, and it has a turnover of two billion euros per year. The general attitude toward "red" biotechnology and products created with the aid of medical research is extremely positive. Attitudes are also improving toward "grey" biotechnology, which deals with the environment. Applications in industrial production processes (e.g. food additives such as citric acid, which is also used for decalcification; detergents; enzymes, e.g. for blood and grass stains; thickeners, such as xanthan gum; bioplastics; and pharmaceutical products and intermediates) represent Austrian activities in the field of "white biotechnology." Biofuels (biodiesel, ethanol) are another prospective field being currently developed. The acceptance of gentle "green" plant biotechnology is still being worked on.

In contrast to other groundbreaking technologies, practical applications are found over the long term. Lead times between idea and concrete effect sometimes amount to several years and can result in considerable expense, one

good example being the research and commercialisation of new medicines. While biotechnology was understood as the manufacture of genetically engineered agents in medicine a few years ago, the field now includes clinical tests, practical applications, accompanying diagnostics, medical technology and even sales of essential biotechnological components.

For this reason, the opportunities with regard to development and added value in the biosciences in Austria have not yet been fully exploited, and they go beyond the borders separating disciplines. Real progress is normally achieved through a transdisciplinary approach: networking of specialised knowledge from the fields of biology, microbiology, molecular biology, chemistry, and engineering and material sciences is decisive for a great many solutions. At present, technological progress in the relevant disciplines takes place in parallel within separate methodological systems. In other words, lateral communication among various areas is decisive for innovation.

For the purpose of realising this potential in Austria, expanded networking activities, intensified interdisciplinary and cross-sector research, and "translational" research as well are all being encouraged. In addition to its direct work force requirements, biotechnology generates and ensures additional jobs in related fields, especially the chemical and pharmaceutical industries. On the other hand, the mere number of jobs is less important than the fact that they require a high level of qualification and are accompanied by considerable economic value. The great significance biotechnology has for pharmaceutical research and development means that biotechnology and the pharmaceuticals industry will increasingly cooperate in equal partnerships. ■



First-rate research is performed at Boehringer-Ingelheim Austria.

© Boehringer-Ingelheim Austria

Enormous potential for innovations

Austrian biotech companies can look back on an outstanding long tradition and at present make up a dynamically growing scene with such well-known members as Austrianova, igeneon, Intercell, Oridis and Sanochemia.

Foreign companies and investors are interested in the gems in Austria's biotech crown, one good example being the 7.5 million dollars of financing provided to Vienna's Fibrex Medical Research & Development GmbH by Global Life Science Ventures, Atlas Venture, EMBL Ventures and Mulligan BioCapital AG.

In addition to flows of international capital, the acquisition of domestic cancer-research company igeneon by Aption of the USA is also typical of the current activity.

Biotechnology firms located in Austria spend up to one-half billion euros on research each year. At present, vaccines and therapeutic proteins, antibiotics and anti-infectives, medicines to treat cancer, non-steroid medications for neurodermatitis, DNA chips, "recombinant" allergens, virus and prion activation, gene-transport systems and biochips for diagnostic purposes are being studied, with some products already on the market.

Baxter AG, one of the country's largest and fastest-growing biotech companies, develops and manufactures medicines, in particular vaccines and therapeutic proteins.

Boehringer-Ingelheim Austria, located in Vienna, is the centre of oncological research and development, at the same time representing one of the two centres for biopharmaceutical production, in the international Boehringer-Ingelheim Group. Two block busters currently being marketed are: the active ingredients Interferon gamma and tumour necrosis factor alpha. Apart from the investments being made in new infrastructure, Boehringer-Ingelheim outlays approximately 60 million euros annually for R&D in Austria. The latest innovation is a new kind of biofermenter for high cell-density fermentation of bacteria and yeasts.

And there's more: Boehringer also runs the Research Institute for Molecular Pathology (IMP), which was founded in 1988. The most important institute in Austria that works with molecular biology performs research on a variety of subjects, such as the development of cancer cells, and it has earned an excellent reputation among international experts in the field. Its neighbour, the Institute of Molecular Biotechnology (IMBA), is operated in close cooperation, and the Gregor Mendel Institute for Molecular Plant Biology

(GMI) is located in the same building. These two institutes, which belong to the Austrian Academy of Sciences perform basic research.

Sandoz GmbH (formerly Biochemie GmbH and a member of the Novartis Group), with development and manufacturing operations in Kundl and Schafsteden, has 2,600 employees and is the leading company for pharmaceuticals and generics in Austria. No less than 98% of its sales are made through exports to more than 120 countries. Enzymes, hormones and therapeutic proteins are manufactured in Kundl.

On January 31, 2006, Nabriva Therapeutics Forschungs GmbH, a biotechnology firm which focuses on antibiotics, opened its doors. This company is a spin-off of Vienna's Antibiotic Research Institute (ABRI), part of the research department of Sandoz GmbH, Kundl.

Nabriva concentrates on developing antibiotics for hospital-acquired infections and has an extremely solid pipeline of antibacterial active agents. At present, three projects are at an advanced preclinical stage, and one product will soon be in clinical phase 1.

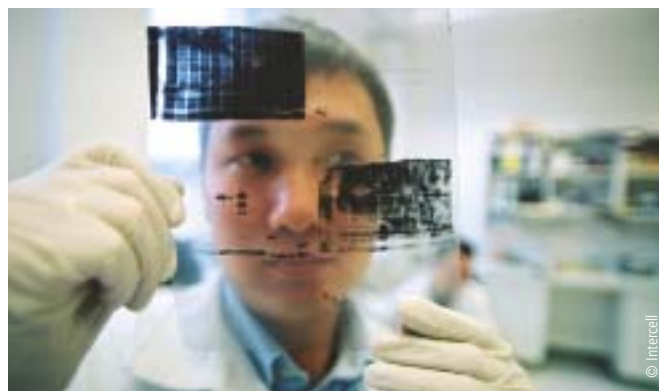
The Campus Vienna Biocenter (VBC) is the product of a smoothly functioning symbiosis of the private sector and both university and non-university research institutes.

The Intercell company, founded in 1998 and now listed on the stock exchange, is located at the Campus Vienna Biocenter. Vaccines used to treat diseases such as tuberculosis are developed here. Late in 2005, its partner Merck & Co., Inc. provided 833,000 euros in recognition of "significant progress." The international market launch of a new vaccine against Japanese encephalitis is planned for 2007, and late in 2005, Pelias AG was established as part of a major partnership of Intercell and Parteurop, a renowned consultancy in the field of life sciences. Thanks to financial support provided by partners around the world and the licensed projects of Chiron and Intercell, Pelias intends to develop new kinds of vaccines and treatments based on antibodies. Its most important product is a vaccine against pseudomonas infections, and this medication's effectiveness has been proven in initial clinical studies.

Another success at the Biocenter is VBC-Genomics Bioscience Research GmbH, which turns patented biochip expertise into marketable products for diagnosing allergies in connection with hormone-replacement therapy. Biomay AG has entered into long-term collaboration with leading allergy researchers at the medical universities of Vienna and Salzburg to develop new strategies for diagnosing and treating allergies, especially with "recombinant" allergens, i.e. those which have been produced through genetic engineering.

Hämosan develops methods relating to the activation of viruses and prions in addition to tests and microbiological examinations for veterinary medicine and the production of hypericin.

The Novartis Institutes for BioMedical Research Austria, Vienna (NIBR) has been one of the most important centres in Austria for pharmaceutical research since 1970; at present, as a centre of excellence for dermatology, it performs research on innovative treatments for inflammatory skin conditions (including neurodermatitis) and related allergies and immunodeficiencies for the Novartis group.



Igeneon – a Novartis spin-off created as one of Austria's first biotechnology companies to work on cancer-immunity treatment – develops vaccines designed to prevent or delay the formation of metastases.

Austrianova, located at Vienna's University of Veterinary Medicine, is an international pioneer in the research, development and use of viral gene-transport systems. A method for treating pancreatic cancer is the first and only in Austria to be registered as an "orphan medicinal product" by the European Medicines Agency (EMA). Late in 2005, Austrianova received credit guarantees totalling 3.5 million euros from the Austria Wirtschaftsservice bank to begin mass production of NovaCaps, capsules containing genetically modified living cells which could be on the market by 2008.

Lambda GmbH of Upper Austria develops and manufactures biochips for diagnostic applications in addition to working with bioanalysis and various kinds of DNA analysis. The company also provides DNA sequencing and validation of test methods in the form of commissioned research.

In close cooperation with Graz's Technical University, Molekulare Biotechnologie GmbH offers technological expertise relating to genetically engineered production of enzymes with the *Pichia pastoris* fungus system.

Also noteworthy are biotechnological products, which are sold primarily for the manufacture of nutritional supplements. For example, Austria's Jungbunzlauer is one of the world's most important producers of citric acid. Another item made for the food industry is the thickener xanthan gum.

The fact that agricultural biotechnology in Austria has to deal with difficult terrain is reflected by the number and nature of the country's companies. Solely Maize Technologies International concentrates on crops.

Numerous other firms develop projects in the field of biotechnology, and they now occupy a firm position in the sector. Included are C4 Holding, Fischer Biotechnology Consulting and HL Bioscience. Some other newly founded companies are Greenhills Biotechnology, Onepharm, Eucodis and Biodevelops.

In 2001, Austria's biotech firms joined to form Austrian Biotech Industry (ABI), which is part of the Association of the Austrian Chemical Industry (FCIO). Both established companies and biotechnology start-ups, most of which are active in biopharma, comprise its membership. The ABI maintains close connections to European and international biotechnology networks. <http://www.biotechindustry.at>

Austria: a profitable location

The ideal hub for Central and Eastern Europe: Austria's attractive business environment offers political and social stability, close connections to the growth markets of Eastern Europe, superb education and training for Austria's workforce and a number of competitive tax advantages for companies operating in Austria.

Martin Spatz

Austria's geographical location provides ideal access to the emerging markets of Central and Eastern Europe, which amount to almost 450 million people. Vienna's Schwechat Airport offers the highest number of direct flights into the new EU member states, and excellent motorway and railway systems have been established.

Furthermore, the Danube links Austria with Slovakia, Hungary, Croatia, Serbia and Montenegro, Romania, Bulgaria, Moldova and Ukraine. In contrast to Western Europe's saturated markets, the nations of Eastern Europe offer enormous opportunities, with up to 6% growth forecast in the coming years. The unanimous opinion of economic experts is that Austria will benefit more than any other EU member from the most recent enlargement, thanks to its longstanding commercial ties to new member states. Most important of all, however, is Austrian service providers'

extensive knowledge of Eastern Europe: for example, banks, management consultants and tax advisors have established wide-ranging contacts and gained a profound understanding of East-West business, knowing exactly "who, how and with whom". Leading companies from across the business spectrum are choosing Austria as their support base for Central and Eastern Europe: for example, global companies such as Boehringer, BASF, Bayer, Baxter, Beiersdorf, Siemens, Henkel, Degussa-Hüls and Eli Lilly have already established their Eastern European headquarters in Vienna.

There is much to learn about Austria as a business location. General information and support can be obtained from the Austrian Business Agency (www.aba.gv.at).

Low taxes

The reduction of the corporate income tax rate to 25% in 2005 elevated Austria to a top position among Europe's most business-friendly nations. Among the EU-15, only Ireland offers more favourable tax provisions.

However, Austria also makes a strong showing in comparison to the new EU member states that are attracting investors through major tax reductions. According to calculations done by the Vienna Institute for Advanced Studies, Austria's tax reform will reduce the effective corporate tax rate even further, to 22%. This advantage is attributable to numerous write-offs, including a research premium of 8%. Research and training exemptions, deductions for losses and the carryover of silent reserves are also resulting in significant reductions. Companies will benefit from the group taxation relief: under the new provisions, the profits and losses of domestic group members are offset along with the losses of foreign subsidiaries, which reduces the basis for calculation of the corporate tax.

Up to 35% of research expenditures are excludable if applied to the development or improvement of inventions with macroeconomic value. Investments in the form of silent partnerships enjoy tax advantages under Austrian law and also play an important indirect role in subsidising and financing commercial research and development. Taken together, these provisions make Austria's tax system the most attractive in Europe with regard to research and development.

Investing in biotech

Outstanding research facilities and the presence of international pharmaceutical companies provide the framework for Austria's thriving biotechnology scene. Support and assis-





The biotech sector in Austria now encompasses more than 10,000 employees, the majority in the field of human medicine, and it has turnover of two billion euros per year.

tance is provided to biotech companies primarily by the federal Life Science Austria (LISA) programme and regional initiatives. LISA draws on many years of experience in the life sciences to put this expertise at the disposal of potential new businesses. It provides help in drawing up business plans and conducting market research and analysis. Advice on patent law, assistance in identifying joint-venture partners and financiers, and a suitable infrastructure are also made available. LISA is administrated by the Austria Wirtschaftsservice (aws, www.awsg.at) federal bank on behalf of the Federal Ministry of Economics and Labour.

In accordance with its corporate motto of "providing financing from establishment to flotation", pre-formation funding is available on favourable terms to allow for preparation of a technical proof of principle (pre-seed financing). Mezzanine loans enable start-ups of young biotech companies with an established technological foundation and high growth potential (seed financing). Both forms of financing are intended to help bridge the interval between start-up and the availability of risk capital.

Venture-capital investments can then be backed by Austrian guarantees: as companies mature, aws provides loans at competitive rates and growth financing in the form of guarantees for business investments. Investors in Austrian biotech companies include Atlas Venture, Global Life Science Ventures (GLSV), EMBL Ventures, Mulligan BioCapital and TVM Life Science Ventures.

In addition, silent investments are very popular in Austria's biotech scene due to special tax reductions. ■

Largest VC Funding Rounds in Austria

29 mil. euros: Intercell AG, Vienna, January 2001

Global Life Sciences Ventures, Apax Partners, Nomura, TVM, NIB Capital, Star Ventures

30 mil. euros: Igeneon AG, Vienna, August 2001

3i, Novartis Venture Fund, DVC, DB-Investor, Dresdner Bank, CBG, Commerz Beteiligungsgesellschaft, Capexit, Horizonte

27 mil. euros: Intercell AG, Vienna, July 2003

Apax, Nomura, TVM, GO Equity, Sal. Oppenheim, Alpinvest

27 mil. euros: Igeneon AG, Vienna, February 2004

Burrill & Co, 3i, DVC, Novartis Venture Fund, Capexit, gamma capital partners, Horizonte, Invest AG

11 mil. euros: Biovertis AG, Vienna, September 2004

TVM, Kapital & Wert

7.5 mil. euros: Fibrex Medical Inc., Vienna, March 2005

Global Life Science Ventures, Atlas Venture, EMBL Ventures, Mulligan BioCapital AG

10 mil. euros: Biovertis AG, Vienna, December 2005

TVM, Life Sciences Partners

42 mil. euros: Nabriva Therapeutics Forschungs GmbH, February 2006

Nomura Phase4 Ventures, Wellcome Trust, HBM Partners, Global Life Science Ventures, Novartis Venture Fund

Life Sciences in Austria

Tyrol


3 universities
36 primary companies with R&D
strong focus in medical technology & informatics, drug development, bio-analytics & cell therapy

Vienna

5 universities
~ 100 primary companies with R&D
strong focus in medical biotechnology, drug development, diagnostics and process development

Styria

4 universities
19 primary companies with R&D
strong focus in medical technology, pharmaceutical process engineering & health management

 R&D intensive primary companies

© CP&GF

Biotech made in Austria

In the past decade Austria has proven itself to be an excellent location for research and development in the life sciences. A welcoming business environment, a prime location at the heart of Europe and its high quality of life all contribute to leveraging biotech growth in the country.

Beyana Maghakian

Austria is not only famous for musicians such as Wolfgang Amadeus Mozart, whose 250th birthday is being celebrated in the year 2006; the field of medicine has always possessed great significance here. When looking back at the country's history, many important contributions to groundbreaking progress in the life sciences stand out.

For centuries, the persistent innovative spirit of Austrian scientists has led to numerous discoveries which represent milestones in medicine, biology, chemistry and other scientific fields. In 1847, Ignaz Semmelweis for the first time introduced antiseptic measures for the prevention of child-bed fever. Toward the end of the 19th century, Theodor Escherich discovered the most important bacterium used in biotechnology, *Escherichia coli*. And in 1901, Karl Landsteiner identified the blood groups, which earned him the Nobel Prize.

Today's focus: medicine

Modern Austria has successfully managed to maintain its strong medical tradition, and pharmaceutical giants such as Sandoz Baxter, Boehringer Ingelheim and Novartis operate research and production facilities here, and as a result, biopharmaceuticals and bioprocessing are priority areas. Companies like Eli Lilly and Roche are important research contractor for the academic community in Austria. With the aim of satisfying the daily needs of hospitals and medical practitioners, a number of small and medium-sized companies develop diagnostic tools, innovative services and novel treatments.

In contrast to the concentration in red biotechnology, the plant and environmental sector can be described as rather small. In total, the country hosts about 150 small and

medium-sized enterprises in the field of life sciences. Many of these companies were founded as spin-offs by researchers from one of Austria's 15 universities which engage in relevant activities, and these companies continue to benefit from their excellent academic connections.

Biotech products increase in importance

Despite being an infant industry just 30 years old, the global biotechnology sector can look back on an impressive record of success. In 2004, Ernst & Young counted over 4,400 biotechnology companies worldwide with combined revenues of 54.6 billion US dollars. That means an increase of 17% compared to 2003. Today, biotech products already account for some 20% of the total pharmaceuticals market, and the proportion is expected to double by 2010.

Local specialities for a global discipline

The majority of Austrian biotech activities are concentrated in the Vienna Region, Tyrol and Styria. Numerous success stories have already been written there, and these locations are still the places to look for vibrant activity. Recently, Upper Austria and Lower Austria have also turned their attention to biotechnology.

Austria's number one: the Vienna Region

After Berlin, Vienna is the second largest university city in the German-speaking world. There are more than 120,000 students currently studying and researching at its nine universities, and all the life sciences are covered at five of them.

Nevertheless, the medical field clearly dominates, with cancer research, immunology and dermatology being the most outstanding areas. Together with excellent non-university research institutes such as the Novartis Institutes for BioMedical Research (NIBR) and Boehringer Ingelheim's Research Institute of Molecular Pathology (IMP), Vienna's universities provide a perfect environment for high-tech companies.

There are a variety of excellent hospitals, and Vienna's General Hospital is one of the largest in Europe.

Multinational enterprises such as Baxter, Boehringer Ingelheim, Novartis and top-ranking biotech and medtech companies as well are taking advantage of this environment.

Since 1998, there have been approximately around 50 biotech start-ups, the majority focusing on red biotechnology. Together with the big players, these research-oriented enterprises employ about 6,500 people.

The successful flotation of Vienna-based Intercell in spring 2005 marks the beginning of a new era for bioindustries in Austria. The first public-sector company in this field, it develops innovative "smart vaccines" and continues a strong Austrian tradition of immunological expertise. Other start-ups have already managed to attract considerable amounts of risk capital, the most recent examples are Nabriva focusing on novel antibiotics, Fibrex, which specialises in the treatment of reperfusion damage, and Biovertis. The latter company, which develops innovative



Applications of biotechnological knowledge will in the near future dominate most areas of daily life.

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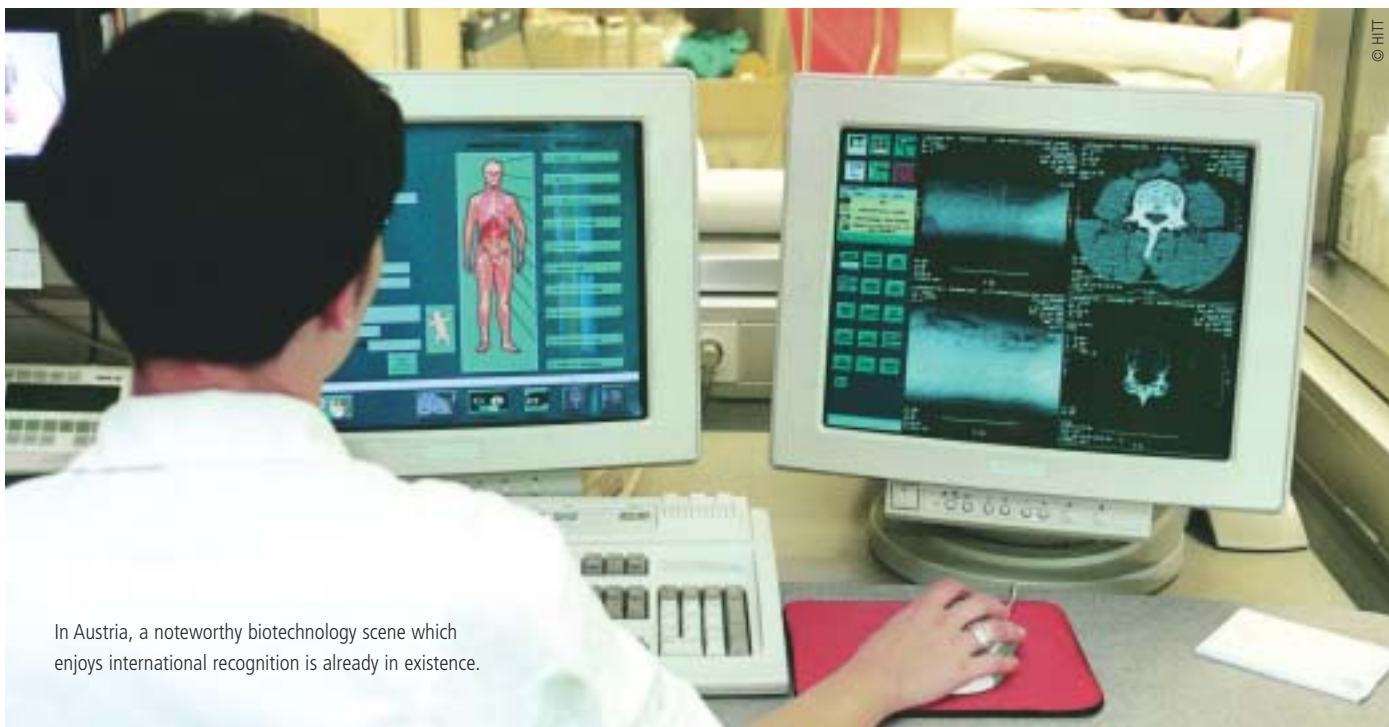
antibiotics, acquired Morphochem in 2005 to strengthen its product pipeline. Austrianova has been granted orphan drug status by European Medicines Agency for its medication designed to treat pancreatic cancer. Life Optics is today the world's leading manufacturer of high-technology head-mounted vision systems for surgeons. And TissueGnostics has developed an innovative system for analysing whole cell groups and tissue samples which will be used in routine diagnostics.

Strong support is provided by federal and regional authorities. For example, Life Science Austria Vienna Region (www.lisavr.at) was founded as a central consultancy and coordination centre for researchers and entrepreneurs.

LISA VR channels the various kinds of support made available by its co-initiators, i.e. Austria Wirtschaftsservice (www.awsg.at) and Vienna's Center for Innovation and Technology (www.zit.co.at), and offers professional assistance and financing for start-ups.

Working in a holiday region: biotech in the Tyrol

Tyrol is known throughout the world as an excellent place for a holiday. But in addition to its beautiful landscape, it is also Austria's second most important region for biotechnology, with some 3,000 people employed at 36 companies in the life sciences. A total of 450 jobs have been created over the past three years, and another 2,300 researchers are working at Tyrol's universities, including the prestigious Leopold-Franzens University in Innsbruck, the Innsbruck Medical University and the newly founded private University for Health Sciences, Medical Informatics and



In Austria, a noteworthy biotechnology scene which enjoys international recognition is already in existence.

Technology. The research performed in the fields of cell engineering, implant and implantation technology, medical device, health and bioinformatics, bioanalytics and drug delivery enjoys international renown.

Tyrolean life-science companies benefit from academic know-how. For example, the AlcaSynn Pharmaceuticals company develops opioid receptor blockers for use in pain therapy. Thiomatrix utilizes thiolated polymer systems for mucosal delivery of biomolecules such as polypeptides, and Innovacell works on new cell-therapy processes to replace damaged muscle tissue.

The health informatics company Icoserve designed an advanced image-management software solution for hospitals.

Over the past few years, about 50,000 square metres of lab and office space have been provided by public authorities.



The level of education in the domestic biotechnology sector is excellent compared to other countries.

The Tyrolean Future Foundation (www.zukunftsstiftung.at) works to promote and develop the life sciences in the region. Part of this organisation is the Competence Centre Medicine Tirol, where 111 researchers and entrepreneurs are currently collaborating on a total of 19 projects.

From the very beginning, the Tyrolean Future Foundation has also supported the Center for Academic Spin-offs Tyrol, Health Information Technology Tirol and the Austrian Center Of Biopharmaceutical Technologies.

Healthcare technology in Styria: medical devices, white biotechnology and regenerative medicine

In Styria, the biotech scene is small but very dynamic. Two Graz-based companies, Oridis and ProtAffin, won Best of Biotech's Central European business plan award for the life sciences two years in a row. Oridis, founded by Graz's Medical University, concentrates on identifying molecular targets for the treatment of diseases. ProtAffin, a Karl-Franzens University spin-off, develops genetically modified proteins for treating inflammatory illnesses. Transgenic animal models employed in the study of neurodegenerative diseases is the speciality of JSW Research, also based in Graz. Graz is also known as the home of the Kplus Research Center for Applied Biocatalysis.

White biotechnology and upscaling technologies are rapidly growing in Styria. Companies such as VTU Engineering Ltd., Lactosan Ltd. and Zeta Holding are major players in the region.

Total healthcare solutions, including testing facilities, are made available at the Center For Medical Research, where their partners perform clinical trials (phases 1-3). The life sciences in Styria also enjoy valuable support from Human.technology Styria (www.humantechnology.at). ■



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Competence within the Cluster

Networked for Success

The cluster human.technology.styria, founded in the summer of 2004, combines research and economy in the fields of medicine, biotechnology, process technology and engineering in the southern region of Austria.

The enormous potential of the network results from its unique density of competence.

Political Commitments

human. technology. styria is actively looking for cooperation and synergies. Currently, we cooperate with Austrian institutions and companies as well as institutions in the South-Eastern markets and with selected international partners. To emphasize the importance of this initiative, the cluster has been supported by the Federal Ministry of Economics and Labour and the Styrian Business Promotion Agency (SFG) right from the beginning.

Ideal Infrastructure within a short Distance

Based on the potential offered by five universities, numerous private-public research organisations, two polytechnics and approximately 120 companies within a short distance, the cluster reinforces the cooperation between science and economy to create an area of competence in the field of human technology. All members of the cluster are identified by the "member of" – Logo.

Our Goals:

- Establishment of Styria as an internationally competitive site for human technology

- Increase the number of companies with international presence
- Increase the number of start-ups and spin-offs
- Enhancement of competitiveness of existing companies through enforced innovation

Our Vision:

We are the preferred partner for international companies in the area of medical device and regenerative medicine. Through the focus on "Integrated Health Care Solutions" we set a world-wide benchmark with our products and services.

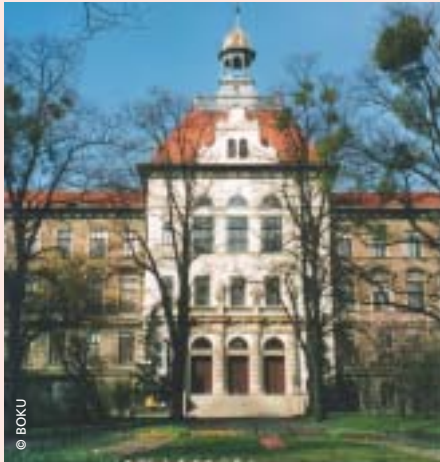
Fields of Excellence:

- Key Competences in Therapies
 - Diabetes and Lipids
 - Intensive Care and Regenerative Medicine
 - Hearing Impairment

- Key Technologies
 - Process Engineering
 - Biocatalysis
 - Logistics

- Key Research Areas
 - Biometric Identification and Security
 - Cell Biology and Tissue Engineering
 - Bioinformatics, Biosensors and Telemedicine
 - Material Sciences and Nanotechnology





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Vienna Region as business location for Life Sciences

Innovation meets Tradition

The Vienna Region has developed into an innovative centre for the life sciences and it is a hub for Central and Eastern Europe. Welcoming business environment, high quality of life and a prime location in the heart of Europe contribute to leveraging growth in the region.

Global Players in the Vienna Region

A number of international companies are located in the Vienna Region and maintain R&D departments as well as production facilities.

- Baxter: vaccines and blood plasma products
- Boehringer Ingelheim Austria: biopharmaceuticals and oncology; Research Institute of Molecular Pathology
- Novartis including the Novartis Institute for BioMedical Research Vienna
- Eli Lilly including its Vienna School of Clinical Research (VSCR)

Sustainable Growth of the Life Science Community

Since the late 1990ies about 70 start-ups were founded in Vienna. Together with universities, research institutes and the big players on site they form a thriving Life Science community. The main focus of these companies is medical biotechnology with the following priority areas:

- Vaccines: Intercell (IPO at the Vienna Stock Exchange in 2005)
- (Viral) cancer therapies: Austrianova; Greenhills Biotechnology

- Antibiotics: Biovertis, Nabriva, Pelias
- Allergology and immunology: Biomay, Onepharm, Sciotec
- Neuronal diseases: Affiris, Axon Neuroscience, Sanochemia

LISA VR – partner for scientists and companies

Life Science Austria Vienna Region (LISA VR) is the central consulting and coordination office for life sciences in the Vienna Region and supports researchers and companies on their way into a successful economic future.

- Assistance in starting a business and drawing up business plans
- Funding of start-up activities e.g. proof of principle (prototyping) in cooperation with university business incubators
- National and regional grants, subsidized loans and guarantees
- Investor network
- Training and networking: lectures, seminars, business plan competitions
- Consultancy and network contacts for re-location projects ■





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Life Sciences -

a technology of the future in Upper Austria!

Extensive know-how and potential among companies and research bodies

Upper Austria is the leading federal province with regard to commerce, industry and exports. Moreover, the role of biosciences and biotechnology in Upper Austria is to be massively enlarged. This expansion is foreseen in the "Innovative Upper Austria 2010" strategic programme.

Expansion in the education and research areas

Education and research are of fundamental importance. The establishment and growth of courses in Medical Technology, Bio- and Environmental Technology and Bio-computing at Upper Austria's Advanced Technical Colleges and the focus on bio-systems analysis at the Johannes Kepler University of Linz typify activities in these areas. Moreover, the Upper Austrian Research (UAR) Centre for Biomedical Nanotechnology is already involved in the federal research programme. While in the schools' area, the integration of biotechnology into the curricula of the Higher Technical Colleges for Chemical Plant Technology and Foods Technology has generated considerable effects.

Close integration of business into the Life Sciences strategy

For Upper Austria, four areas of application are of major significance.

■ **Health.** Upper Austria already provides a home to market leaders such as General Electrics (GE) and Greiner Bio One, as

well as a diversity of small and medium-sized companies from the sub-supply sector. The predominant factor in this regard is medical technology, which is to be the object of expansion.

■ **Foods.** Almost 200 companies are active in this economic segment. The competent further development of foods technology is an important factor in international competition. Keywords: functional food, proteins, lactose, enzymes, etc.

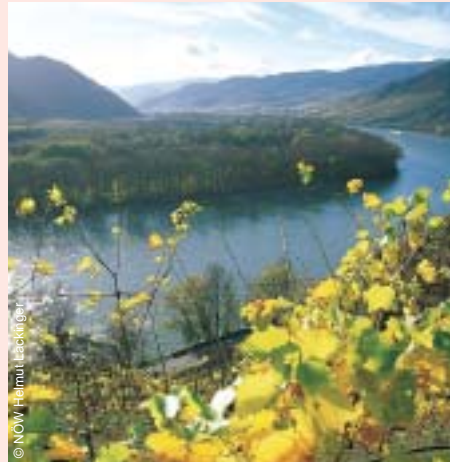
■ **Environmental technology.** Around 100 enterprises are involved in this rapidly expanding, internationally oriented sector. Biotechnology is supplying impulses for production innovations such as filter membranes in wastewater and waste treatment.

■ **Industry.** Many of Austria's leading industrial companies are based in Upper Austria. Interesting areas of application in the Life Sciences field include process technology in the chemicals and pharmaceuticals sectors, as well as in the paper industry.

Positive preconditions for commerce and industry. Companies planning to enter this sector find an excellent framework provided by the Health and Foods Clusters and the Environmental Technology Network. Companies are assisted in their activities and on the path to new technologies and international markets. In summary, it can be stated

that the Life Sciences sector is booming, the preconditions are positive and an entry into the area will pay off. Upper Austria has a great deal to offer and forming your own opinion is more than worthwhile! ■



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Lower Austria – the home of high tech

Innovative Strategies for Biotechnology

Technopols are combined technological and business centers specifically established around recognized educational and research institutes. The Technopol Program of Lower Austria is a trendsetter in implementing the linkage of education/training, research and business. Lower Austria's three Technopols are already setting international standards: Technopol Krems in the fields of biotech and regenerative medicine, Technopol Tulln in agro- and environmental biotechnology, Technopol Wiener Neustadt in surface technologies, microsystems engineering and medical engineering.

Technopol Krems

The city of Krems is pursuing an emphasis on biomedicine (tissue engineering, cellular therapies, extracorporeal blood purification) and healthcare services. Krems' biomedical production processes and laboratory facilities meet the highest standards both for Austria and for the EU.

The Campus Krems with Danube University, IMC University of Applied Sciences, and the Bio Science Park are the pillars of Technopol Krems that is setting new directions in biomedicine, pharmaceuticals and related health science sectors. And the best evidence that they are the right directions is the host of international businesses striving for Krems.

Internationally recognized companies, like Ars Arthro Biotechnologie, Biotec Systems (Fresenius Medical

Care), Tissuemed Bioscience, Baxter Bioscience, Cell Danube and Cells+Tissue Bank Austrian are neighbors in the technopol's Bio Science park.

Technopol Tulln

The Technopol Tulln focuses intensively on research and development in the fields of agro- and environmental biotechnology. Biotechnical processes are developed in the areas of plant and animal production, as well as environmental protection. More than 200 highly specialized researchers are already active on-site.

The Research Institute for Agro-Biotechnology (IFA Tulln), a Department of the University of Natural Resources and Applied Life Sciences in Vienna, ranks among the leading research institutes in Europe in the fields of biotechnology in animal and plant-production, bioanalytics, environmental biotechnology and technology of natural materials. The University of Applied Sciences Wiener Neustadt in Tulln meets the demand for technical education in the field with its course of

study in "Biotechnical Processes". Specialisation in "natural materials technology" and "bioanalysis and monitoring" provides skilled scientists of global caliber.

In the new Technology Center Tulln internationally operating companies and start-up's, like Romer Labs®, Biopure, 55Pharma and Biomin are located. ■



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**TIROLER
ZUKUNFTS
STIFTUNG**

Tirol as a Location for Innovation

Working where others spend their holidays

When you think of Tirol in Austria, you usually think of holidays. Tirol fulfils all the wishes one can hope for as a holiday-maker in the Alpine region – 4,500 mountain peaks, hundreds of mountain lodges, umpteen million square metres of powder snow, 3,500km of ski slopes and uncountable culinary delights. Nevertheless, when we speak of Tirol as a business location, there is one thing we should not forget: apart from tourism, Tirol has developed into a specialised high-tech location.

Tirol as a business location - mountainous habitat, healthy business

The Tyrolean economy has a small structure. Thousands of small and medium-sized companies operate in the various areas of the production, trade and service industries. The balanced representation of industry guarantees healthy economic growth. Tirol leads the way in Austria with 1.9% growth last year. The gross value added in Tirol was approximately 16.9 million euros. Next to small and medium-sized companies, the larger domestic companies are also responsible for this. These larger companies impress worldwide with their know-how and high level of quality. The Tyrolean Life Science Research fields of cell engineering, implant- and implantation technology, medical device, health- and bioinformatics, bioanalytics and drug delivery are internationally established. The first industrially manufactured Penicillin was made in the small village of Kundl. Sandoz

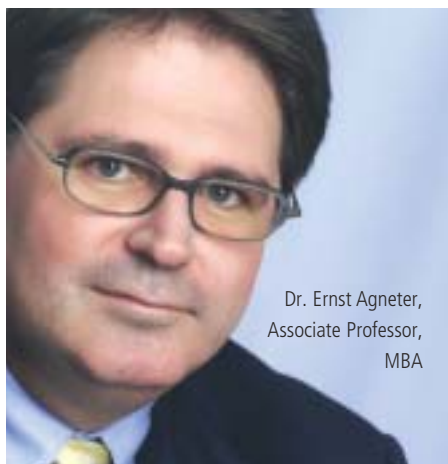
maintains the largest production plant for generic medicaments there. Tirol's unique location between the most important European economic areas has strongly shaped its economic development. The close proximity to the centres of population concentration in southern Germany (Munich 160km), Switzerland (Zurich 200km) and in northern Italy (Milan 370km) predestine Tirol's industries as specialised suppliers for larger industries. Ideal transport connections make Tirol a hub for the international exchange of goods and knowledge.

Tyrolean Fortitude

Along with the exceptional position of its location, Tirol offers an economic area with further advantages for companies and employees. Three universities, two colleges of higher education and also technical schools ensure an excellent standard of education. Professional customer-orientated administration and politicians who act as direct contacts for economic matters guarantee flexible and uncomplicated bureaucratic procedures. In combination with the high standard of living, these are noticeable advantages for a location. The combination of qualified jobs and optimal leisure time possibilities, embedded in unique natural surroundings, attract top international executives to Tirol.

Are you interested in further information?
Then please don't hesitate contacting us:
www.wirtschaftsstandort-tirol.at





Dr. Ernst Agneter,
Associate Professor,
MBA

Pharmaceuticals



Research and Development

Pharmacoeconomics

Agneter PharmaConsulting GmbH is specialized in pricing and reimbursement issues

The founder of Agneter PharmaConsulting is a trained physician and specialized in pharmacology and toxicology. With the experience at the Federal Institute of Experimental Pharmacology (Ministry of Health), Dr. Agneter has dealt with preclinical and clinical expert reports for marketing authorization of medicinal products. After several years in the Institute of Pharmacology at the University of Vienna and in the Department of Clinical Pharmacology at the General Hospital of Vienna Dr. Agneter was appointed Medical and Marketing Director of an international pharmaceutical company in Austria.

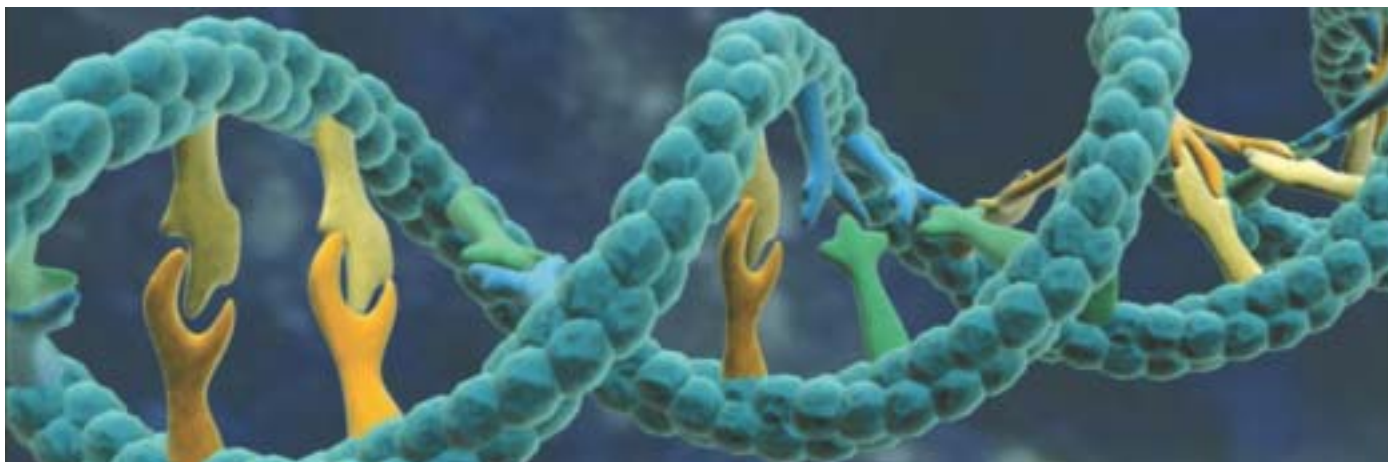
In 2001 Agneter PharmaConsulting was founded with the scopes of clinical expert reports, drug evaluation, pricing and reimbursement and strategic advice on clinical trials.

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As pricing and reimbursement questions are gaining importance and complexity, Agneter PharmaConsulting provides a full service in working out strategies and preparing reimbursement dossiers. All necessary documents and negotiations for the Federation of Austrian Social Security Institutions" (FASSI) are discussed with our clients and completely done by us.

As chairman of the health economics and reimbursement committee of PHARMIG (Austrian Association of Pharmaceutical Manufacturers), Dr. Agneter is working with several pharmaceutical companies.

As board member of "Life Sciences Vienna" 2004 and chairman 2006, we are also focusing on Biotech start-ups. ■



Biopharmaceuticals
Contract Manufacturing



Plasmid DNA
Microbial Fermentation

Boehringer Ingelheim Austria

Committed to Quality, Technology
Leadership and Business Process
Excellence

Boehringer Ingelheim Austria is one of the biggest pharmaceutical entities in Austria. It is a 100 % affiliate of the Boehringer Ingelheim group, one of the world's 20 leading pharmaceutical companies. As the "Regional Centre Vienna", the site is responsible for the Austrian market as well as for 28 countries in Central and Eastern Europe.

Besides pharmaceutical business and oncology research, Boehringer Ingelheim Austria is recognised as one of the world's premier Contract Manufacturing Organisations. As a "one-stop-shop" we offer the complete range of services from cell banking to large scale GMP manufacture of drug substance and drug product. We focus on the development and manufacture of microbial derived biopharmaceuticals, such as proteins, plasmid DNA, antibody fragments and protein scaffolds. In state-of-the-art GMP facilities we manufacture products for clinical trials and market supply.

Large scale GMP manufacture

As proven by our history, Boehringer Ingelheim Austria is committed to growth. Today, the site operates 3 plants for microbial fermentation with fermenter sizes up to



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Ingelheim**

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6,000 L, designed for high cell density processes requiring high oxygen demand and high heat removal. Products are highly purified in modern recovery and purification units. Columns up to 1.6 meters and techniques such as adsorption, size exclusion, hydrophobic interaction or ion exchange are applied. Explosion-proof areas allow steps requiring the use of organic solvents or large scale high performance liquid chromatography. The plants are approved multi-product facilities registered with the Austrian Health Authorities, the EMEA, and the FDA.

Our Process Science Team guarantees a constant supply of innovative technologies thereby improving process economy, robustness, product safety and quality. For our highly competitive and large scale plasmid DNA manufacturing technology which has set the standard within the biopharma industry, Boehringer Ingelheim Austria was granted the Frost & Sullivan Technology Leadership Award in 2005. Also in 2005, we received the Customer Value Award for providing our international clients with the highest quality customer manufacturing.

Value through Innovation. With our motivated and highly qualified staff, we are dedicated to keeping our premier position in contract development and manufacture through technology innovation, quality and regulatory compliance, as well as business process excellence.



Mycoplasma Control of Biopharmaceuticals
Regulatory Testing (PhEur & FDA)



Mycoplasma Detection & Identification
Contract Research & Development

The Mycoplasma Specialist

Mycosafe is a leading expert for mycoplasma control of biopharmaceuticals

Mycosafe was originally founded in December 2003 by Professor Renate Rosengarten under the name Mycoplasma Testing & Consulting GmbH as the first and only company in Austria and one of the few in Europe offering a wide range of mycoplasma testing, consultancy and research-related services for the GMP-compliant quality control of cell lines and cell culture-derived biologicals in research, biopharmaceutical processing and production. Located on the campus of the University of Veterinary Medicine Vienna and having its roots in the Institute of Bacteriology, Mycology and Hygiene, a university institute which is internationally recognised for its research on mycoplasmas, Mycosafe is well-positioned to become a mycoplasma testing service center and developer of new mycoplasma testing assays of the future.

Since December 2004, Mycosafe is operating under the new name Mycosafe Diagnostics GmbH and is today considered as a leading contract service and research organisation which plays an important role in the success of its clients in research and biopharmaceutical production by assuring the mycoplasma biosafety of cell banks, in-process samples, lot-release samples and raw materials. Several



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Mycoplasma-contaminated cell line

biologicals and biopharmaceuticals licensed by international agencies, such as the EMEA and the FDA, have been tested by Mycosafe. Mycosafe's mycoplasma testing services include GMP-compliant testing methods according to regulatory standards specified by the European Pharmacopoeia (PhEur) and the US FDA, as well as less stringent DNA amplification methods (PCR). The PhEur- and FDA-specified testing procedures apply to all biologicals and biopharmaceuticals produced in cell substrates and include a DNA staining procedure using indicator cell cultures to detect "non-cultivable" mycoplasmas, in addition to broth and agar culture procedures. Mycosafe also offers PhEur and US FDA compliant validation studies to qualify each mycoplasma testing assay for the respective product to be tested. In addition, Mycosafe offers its expertise in mycoplasma species identification and strain characterisation using molecular techniques, and also provides consultancy and training services in the area of mycoplasmaology.

In cooperation with academic and industrial partners, Mycosafe is developing and validating new innovative DNA-based testing systems for the detection and identification of mycoplasmas. Following acceptance by the regulatory authorities, it is expected that these easy-to-handle new molecular technologies, which provide results within a few hours, will be increasingly used as an alternative or additional method to the current time-consuming standard procedures. ■



Pharmaceuticals



Anticancer drug

“ UKRAIN®

The powerful anticancer drug

UKRAIN® is a derivative of alkaloids from the plant greater celandine and the pharmaceutical thiotepa and is used in the cancer therapy. Both of these substances are approved as human drugs and are commonly used in hospitals.

In contrast to cytostatica, the inhibition of cell division by UKRAIN® is confined to tumour cells, while the cells of healthy tissue remain unaffected. Excellent tolerance to UKRAIN® therapy is a result of this fact. The drug is easy to use and the therapeutic dose has no significant side effects.

The main advantage of UKRAIN® is that it selectively kills cancer cells and fortifies the body's defences. UKRAIN® destroys cancer cells through apoptosis without attacking healthy cells, thereof results the excellent tolerance. Beside that, UKRAIN® does not cause any kind of damaging side effects.

UKRAIN® activates a whole series of highly effective immune system mechanisms and brings about the encapsulation of tumours through antiangiogenesis (the inhibition of new blood vessels formation at the tumour site), thereby increasing operability.



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149 scientists from 16 countries in 47 universities and research institutes have carried out detailed tests on UKRAIN® and published their results in more than 120 scientific papers indicating the importance of UKRAIN® for cancer therapy. Dr. Atkins regards UKRAIN® as the single best anticancer agent he has used to date. "Like chemotherapy, it kills cancer cells very well, but, unlike chemotherapy, it spares normal cells, healthy tissue. If the medical community were willing to give it a try, UKRAIN® could replace chemotherapy in treating almost all cancers." - Robert C. ATKINS, M.D.

The Ukrainian Anti-Cancer Institute (UACI) is a non-profit organization dedicated to free and independent scientific research on UKRAIN®. To the present day 16 countries have participated in the UACI research with more than 150 scientists in 46 universities and research institutes. The results of UACI research are regularly presented on international congresses and published in scientific magazines.

The exciting story about the development of UKRAIN® is examined by the science journalist Eleonore Thun-Hohenstein. Reading about that, one wonders if this discovery is suppressed because it is against some pharmaceutical companies' interests. ”

(Interview with Dipl. Ing. Dr. Wassil Nowicky) ■



Pharmaceuticals
Diagnostics



Research and Development
Specialty Pharma Company

SANOCHEMIA Pharmazeutika

The Specialty Pharma Company

Sanochemia has elected to concentrate on the development and manufacture of innovative specialty pharmaceuticals in indications with a high degree of therapeutic complexity such as neurodegeneration, pain and cancer. Our products target segments characterised by both unmet medical need and interesting revenue potential.

Profile – Our strength and expertise lies in the efficient management of complex pharmaceutical development projects from pre-clinic through to registration. We consciously avoid broad-based and cost-intensive exploratory research. Extensive in-house skills and resources are supplemented by numerous top-level scientific co-operations with contract research organisations, institutes and universities.

Sanochemia's patented development of stereoselective synthesis processes for active pharmaceutical ingredients (API) forms a central factor underpinning our growth. This in turn allows us to offer partners a wide range of services in the fields of contract synthesis and manufacturing.



SANOCHEMIA Pharmazeutika AG

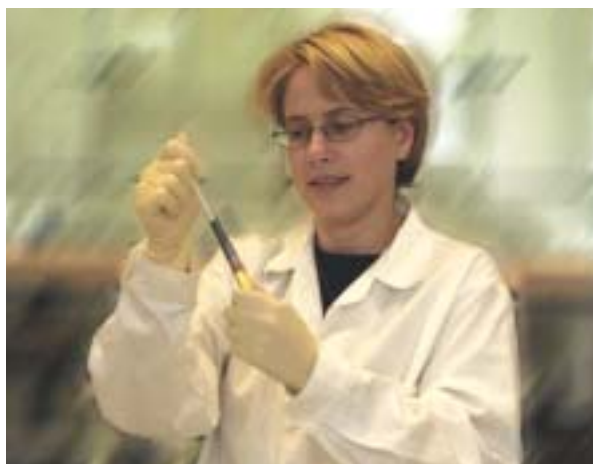
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An additional sphere of activity involves the manufacture and sale of radiological products distributed through our Sanochemia Diagnostics subsidiaries. Sales offices have been established in Germany, Switzerland, the UK and USA.

Strategy – Our focus lies on those sections of the pharmaceutical value-added chain in which we have in the past amassed significant levels of expertise and experience. This encompasses developmental skills, regulatory procedures and the synthesis of complex APIs and forms the key to a range of long-term competitive advantages. The majority of our revenues are already generated through product sales.

Profitable contract manufacturing orders, API synthesis and imaging diagnostic sales all contribute to steady revenue flows. Additional potential lies in pipeline developments of new drugs for attractive segments of the pharmaceutical market. Our in-house development projects are financed through operational cash flows.



Research and Development
Suppliers



reference materials
Analytical Lab service

Making the world's food safer

More than two decades of experience with mycotoxins and the close cooperation with recognized international universities provides us access to information about occurrence, toxicological and health effects, influence of food and feed processing and state of the art technologies for testing. We use our experience and knowledge to help clients to set up a mycotoxin control system and to manage the risk.

Romer Labs Diagnostic GmbH
www.romerlabs.com

Romer Labs offers innovative and highly efficient solutions for Mycotoxin Testing Labs.

- ELISA-test kits for Total Aflatoxin, Deoxynivalenol, Zearalenon, Ochratoxin, Fumonisin, T-2
- Rapid test kits for Aflatoxin, DON – GIPSA approved
- Clean up columns, Immunoaffinity columns for chromatographic methods
- Sampling devices

As part of the Technology Center Tulln, a focus is set in R&D, to ensure continuously new product output, which meets market demands.



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Biopure Referenzsubstanzen GmbH

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Quantas Analytics GmbH

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Biopure Referenzsubstanzen GmbH
www.biopure.at

The basis of good analytical methods is the availability of appropriate reference material of defined purity and concentration. However, the purity of mycotoxin standards is often uncertain. Founded in the year 2001, Biopure has developed world-leadership in the production of highly purified mycotoxin calibrants. Today thousands of labs in all continents benefit from the liquid and solid calibrants supplied from Biopure.

Quantas Analytics GmbH

As a result of the cooperation with the IFA Tulln – (Institute for Agrobiotechnology Tulln) Quantas Analytics were founded recently in order to transfer research results into a service for routine analysis. Because of new regulations, the testing of mycotoxins has become very important also for remote places, where no Labs can be established. Therefore samples need to be sent to a center of competence which takes care of analyzing.



Research and Development
Infertility treatment



Suppliers
Testis, ovar & cervix cancer diagnostic

Vitateq Biotechnology LLC

A company dedicated to human fertility

Vitateq focuses on the identification and in-depth characterization of proteins related to human fertility. Vitateq was the first to discover that afamin, a human serum transport protein for vitamin E, is a major player in the development of reproductive tract tumors, infertility and neurodegenerative diseases.

Vitateq has established an ELISA kit for quantifying afamin in human serum as a novel diagnostic tool for early, improved and more specific detection of cancers occurring in human reproductive tissues. This ELISA kit is fully developed and has already been tested successfully in several human patient groups. Vitateq's cancer diagnostic ELISA is ready for entering a large-scale clinical trial.

Furthermore, Vitateq is developing the world's first IVF laboratory diagnostics for identifying human embryos with a high potential for successful implantation in the uterus and development into a full-term baby. Our new diagnostic test will be based on a variety of significant and biologically relevant biomarkers. Such a product has an extraordinary market potential because it is non-invasive, reliable and easy to use in a routine labora-



A Company Dedicated to Human Fertility

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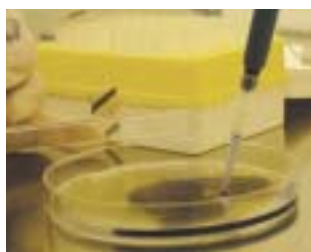
tory. Presently, there are no comparable products available on the market.

Very recently, Vitateq has discovered that afamin is also related to other diseases. Afamin exerts neuroprotective properties in neuronal cell culture models. These results indicate a high potential for diagnostic and therapeutic applications of afamin not only in the fields of fertility and cancer, but also neuroprotection.

Vitateq Biotechnology is a spin-off company from the Medical University of Innsbruck with international management. The company's knowledge-based technologies include proteomics and state-of-the-art molecular biology techniques. Our product development is protected by several international patents. Scientists at Vitateq have more than 15 years of extensive research experience on afamin, as documented by several publications in highly renowned international biomedical journals, such as:

Characterization of the vitamin E-binding properties of human plasma afamin (2002) Voegelé AF, Jerkovic L, Wellenzohn B, Eller P, Kronenberg F, Liedl KR, Dieplinger H. *Biochemistry* 41:14532-14538.

Afamin is a novel human vitamin E-binding glycoprotein: characterization and in vitro expression (2005) Jerkovic L, Voegelé AF, Chwatal S, Kronenberg F, Radcliffe CM et al. *J Proteome Res* 4:889-899.



Research and Development



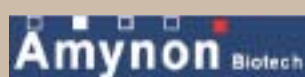
Diagnostics

Make it visible

Tumour Diagnostics in Motion -
To Be in the Know Increases
Quality of Life

Amynon Biotech GmbH, founded 2002 in Innsbruck, Austria, is a biotechnology company specialized in research and development. Core competence of the company is to study changes of gene expression and function in human tissues during cancer development and ageing, with the intention to identify and validate new targets for early diagnosis of tumour-, age- and environment-induced diseases. Amynon develops diagnostic assays up to the prototype including 'proof of concept' studies.

Amynon's first line of products, the PapTec® assays, are developed for the early diagnosis of HPV-induced tumour diseases, especially cervical cancer and other anogenital cancers. The products are currently in preclinical trials. At present, cervical cancer screening is the largest existing screening market in oncology. Worldwide, there are 470.000 new cases of cervical cancer each year causing more than 230.000 deaths. Human papilloma virus (HPV) induced cervical cancer is the most common cancer beneath breast cancer in women and, if detected early, cervical cancer is a fully preventable disease! Due to high HPV infection rate - more than 300 million



Amynon Biotech GmbH

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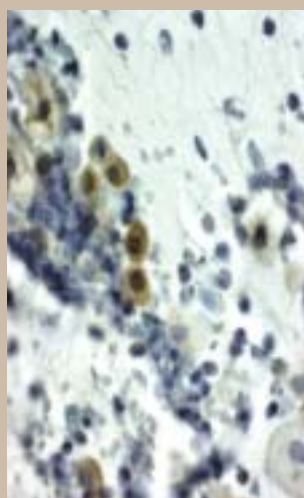
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Make it visible - HPV-E7 oncoprotein
detection in cervical smear.

males and females per year - and the low significance of existing diagnostic approaches there is a high market potential for simple, fast and safe diagnostic test procedures.

Amynon's PapTec® assays are based on antibodies that allow the highly specific detection of the hr HPV-E7 oncoprotein in clinical samples (smears, liquid based cytology, tumour biopsies, body liquids and cell lysates). In contrast to existing approaches, the PapTec® does not detect HPV infections but gives a positive signal in the case of a tumour development caused by hr HPV.

Amynon's second product line consists of some assays for early diagnosis of age associated dysfunctions in the skin and cardio vascular system.

Partnerships

Amynon Biotech GmbH follows an efficient strategy to protect intellectual property and has filed several patents. The rights for production and distribution are licensed to partners from the pharmaceutical industry. As a science-based and market oriented company Amynon is permanently interested in international cooperations with diagnostic and pharmaceutical companies to further develop and commercialize Amynon's products.

Due to its innovative approach, which is based on the latest scientific results, the proximity of the products to market demand and a strong patent position, Amynon might be an interesting partner.



Drug discovery
Research and Development



Preclinical Models
Clinical Studies

Apeiron Biologics

Translation of biological discoveries into novel biopharmaceutical products

Apeiron Biologics GmbH is a biotechnology company located in Vienna, Austria. Its objective is to develop novel and innovative drugs for the treatment of diseases with a high degree of unmet medical needs. The company was founded by Josef Penninger, Director of the Institute of Molecular Biotechnology of the Austrian Academy of Sciences (IMBA), a top-level scientist with high international reputation. CEO is Hans Loibner, who has more than 25 years experience in Pharma R&D and has founded and successfully developed an Austrian biotech company.

Apeiron's key project is the development of a therapy for the Acute Respiratory Distress Syndrome (ARDS). ARDS affects at least one million individuals worldwide/year and has a mortality rate up to 50%. Presently no drug is available to treat this life-threatening condition that is caused by a variety of diseases such as sepsis and pneumonias due to viral infections (e.g. influenza, avian flu, SARS). ARDS may be the key complication in the context of the feared pandemic outbreak of a new influenza virus. There is now proof that Angiotensin Converting Enzyme 2 (ACE2) is a central molecule for the development and progression of ARDS. In consequence, Apeiron develops a recombinant form of this



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enzyme for the therapy of this life-threatening lung failure. ACE2 is expected to be active against ARDS irrespective of the underlying disease.

A second project of Apeiron relates to the biologic role of Cbl-b, a key check-point molecule of the immune system. The enzyme Cbl-b has been recognized as critical negative regulator of autoimmunity. Modulation of Cbl-b activity may enable effective vaccination strategies against weakly immunogenic antigens such as cancer, malaria, HIV-infection, or alternatively may lead to novel therapies for autoimmune diseases. In a strategic partnership Apeiron identifies and profiles substances that interfere with Cbl-b activity.

In a third project, Apeiron in a strategic alliance identifies compounds that modulate the biologic action of DREAM, a key molecule for the natural pain regulation by controlling the expression of an endogenous opioid. Such compounds are expected to be powerful analgesics, based on the induction of the production of an endogenous opioid.

Initial funding of Apeiron Biologics was provided by its founders as well as by support institutions including "Austria Wirtschaftsservice" (AWS), "Zentrum für Innovation und Technologie" (ZIT) of Vienna, and the Sixth Research Framework Programme of the European Union.

Apeiron's premises are located on the campus of the Novartis Research Institute Vienna, taking advantage of the impressive infrastructure of a big pharmaceutical company.



Quality Assurance / Q Management Services
Audits



R&D Consulting
Marketing Authorisation Support

Total Quality Consulting

Clinical research & development, quality assurance and regulatory affairs

Quality is the key factor for success.

Poor quality in R&D, from planning to the conduct and analysis/reporting, is the main cause why studies fail or need to be repeated, causing increased costs, delays, and the risk of having the marketing authorisation of a product denied.

CIS considers quality assurance services not only as an instrument to increase or maintain quality as well as competition, but also to reduce costs.

CIS has provided consulting & quality assurance services to more than 20 pharmaceutical companies including CROs. Most of them have trusted CIS repeatedly with various kind of projects, from early development to submission for Marketing Authorisation.

CIS has a broad experience in conducting audits in all major areas of clinical research.



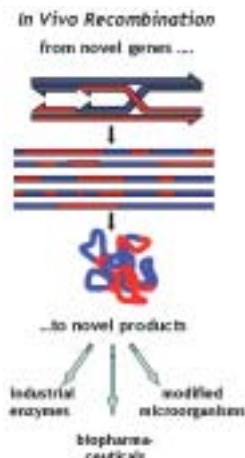
CIS Clinical Investigation Support Pharmaforschung Gesellschaft m.b.H.

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CIS S.A. has performed audits in more than 30 different European and non-European countries such as e.g. Argentina, Austria, Australia, Belgium, Brazil, Canada, Denmark, France, Germany, India, Israel, Morocco, The Netherlands, New Zealand, Portugal, South Africa, Spain, Sweden, Switzerland, Turkey, United Kingdom, United States, including also a large number of countries in Eastern Europe, such as Belarus, Bulgaria, Czech Republic, Croatia, Estonia, Hungary, Latvia, Lithuania, Poland, Romania, Russia, Slovakia, Slovenia, and Ukraine. CIS prepares companies for inspections by health authorities.

CIS offers consulting and project management services, starting from the switch pre-clinical-to clinical development up to submission for marketing authorisation. This includes also "coaching" of projects or staff-training "on the job" in case of temporary shortages of resources of the client. ■



Industrial Enzymes
Biopharmaceuticals



Human Antibodies
Fermentation Optimisation

Facts about EUCODIS

Innovations Made by Nature

EUCODIS GmbH founded in 2004 at Vienna, Austria, is a biotechnology company successfully generating novel products in the life science area by applying the two most powerful technologies mimicking natural processes of evolution, in vivo recombination and somatic hypermutation.

Technology Base of In Vivo Recombination
Recombination of genes is normally limited to very high DNA sequence homology. The EUCODIS proprietary approach extends these natural limitations to recombination of highly diverged sequences and thus creates proteins with novel properties coded by the recombined gene sequence. EUCODIS has set up proprietary tools which efficiently and quickly create highly diversified libraries. EUCODIS demonstrated the superiority of its technology in several projects: generation of libraries with a high percentage of active proteins and broadest diversity – more needles in a smaller haystack!

Technology Base of Somatic Hypermutation
The EUCODIS approach mimics the affinity maturation process by which mammalian organisms generate high affinity antibodies. Iterative stimulation of a human B-cell line allows the generation of specific, human antibodies or novel biopharmaceuticals.

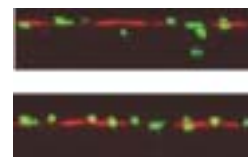
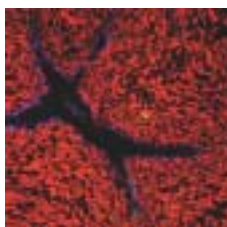


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EUCODIS is an independent private company and financed by governmental research funding, venture capital and an increasing stream of income by research collaborations. Beside its headquarter and main laboratories at Vienna, EUCODIS has a subsidiary at one of the leading European research institutes, Necker Faculty of Medicine in Paris. EUCODIS staff size is about 25 co-workers. EUCODIS has a strong international network of leading experts for its individual projects which ensure optimal project design and performance of research and collaborative projects. In industrial enzymes EUCODIS is member of the Competence Center for Applied Biocatalysis at Graz, Austria. Major research collaborations with the Necker Faculty of Medicine and leading institutes in Europe linked via a major grant from EU focussing on human antibodies are in place.

Within shortest time EUCODIS could demonstrate the validity and power of its technologies and know-how by a number of industrial collaborations such as Sanofi-Aventis, Biocatalytics Inc, and PLIVA, Croatia. In addition to these collaborative service agreements, internal projects are focussed on biopharmaceuticals (anti-inflammation and bone metabolism) and two important enzyme classes. EUCODIS expects to enter preclinical development in 2007 by its internal projects whereas first industrial enzyme products for licencing are available in 2006.



Pharmaceuticals
Research and Development



Anti-inflammatory peptides
Myocardial infarction

Fibrex Medical

FIBREX Medical is developing new drugs for serious inflammatory disease

FIBREX Medical Inc. is a development stage bio-pharmaceutical company. Its operational affiliate Fibrex Medical Research & Development GmbH was established in Vienna in February 2001. Concurrently with the foundation of the U.S. holding company, FIBREX Medical has completed a US \$10 million Series financing round in March 2005 co-led by Atlas Venture and Global Life Science Ventures (GLSV). The company aims to become a leader in the development and commercialisation of pharmaceuticals targeting fundamental mechanisms of inflammation-based tissue injury. Using its automated screening technology, FIBREX Medical has identified several anti-inflammatory peptides. Inflammation-based tissue injury is well known as a major component in the pathogenesis of important diseases, such as myocardial infarction, septic and hemorrhagic shock, graft rejection or rheumatoid arthritis. The most advanced development product of FIBREX Medical – a peptide with the code FX06 – is developed for the indication cardiac ischemia/reperfusion injury; it aims at markets with more than 5,000,000 potential patients per year in the developed world. In animal studies FX06 significantly reduced



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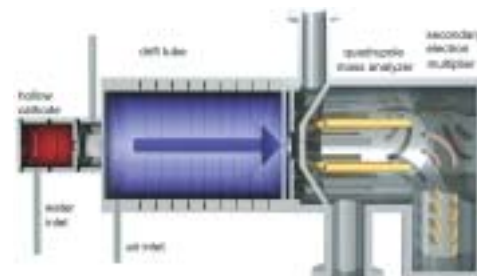
FX06 reduces infarct
in experimental models.

damage of the heart muscle after experimental myocardial infarction.

Recently, FIBREX Medical has filed an IMPD for the treatment of cardiac reperfusion injury and has completed phase I clinical trials in Q4/2005. In parallel, research programs for additional indications for FX06 will be conducted and suitable indications for clinical development will be identified, with an emphasis on septic shock. New peptides already identified will be analysed with respect to their usefulness for autoimmune diseases. In Q2/2006, FIBREX Medical will begin a phase IIa clinical trial of FX06 in cardiac reperfusion injury to achieve the proof of concept in man. In parallel, partnering discussions with a pharmaceutical partner for performance of phase III trials and commercialization will be started. Phase IIa trials for additional indications for FX06 will be initiated in 2007.

FIBREX Medical currently concentrates its efforts on the preclinical and clinical development of the products currently in its pipeline. However, in-licensing of product candidates (late preclinical or early clinical) with a strategic fit will actively be pursued to complement the pipeline. Research activities for profiling its product candidates will be done in close collaboration with the laboratories of the company's scientific founders as well as its scientific network.

It is expected that FX06 will be out-licensed to a pharmaceutical company in the course of clinical phase II.



Online Analytics
Process Monitoring



Trace Gas Analysis
VOC Quantification

Ionimed Analytik

Online trace gas analysis for use in the biotechnology and medical industries

Ionimed Analytik GmbH is a young spinoff company in Innsbruck, Austria with expertise in the detection and quantification of trace gases in air using proton-transfer-reaction mass spectrometry (PTR-MS), specifically for the fields of biotechnology and medical research. High quality PTR-MS instruments for satisfied customers from industry, university and private research have been employed in the food and fermentation control industries as well as for process and environmental monitoring. The very low detection limit for volatile organic compounds (VOCs), real-time measurements due to fast response times, and continuous monitoring capabilities are the major advantages of our innovative PTR-MS system.

PTR-MS technology was developed by scientists at the Institute of Ion Physics at the Leopold-Franzens University in Innsbruck. A soft (low fragmentation) ionization method based on proton transfer reactions from H_3O^+ ions to all compounds with a higher proton affinity than water is used in our device. This leads to our unique low detection threshold for trace compounds in the range of a few pptv. Since our technique



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Compact real-time VOC detector.

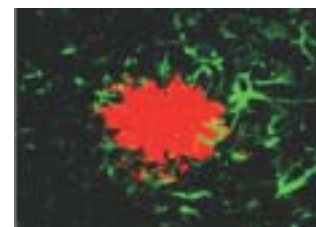
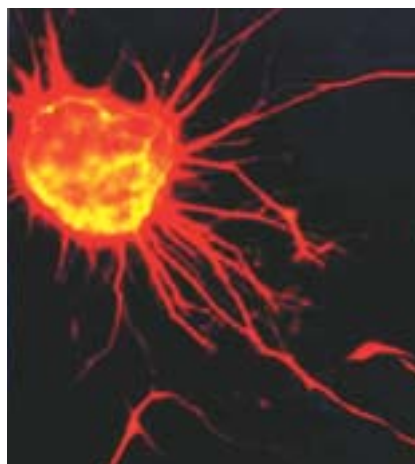
avoids fragmentation, exact mathematical models may be used to accurately quantify the detected masses of compounds. Another benefit of our products using H_3O^+ ions is that the results of PTR-MS measurements are not modified or falsified by high concentrations of water vapor in the gas samples to be analyzed.

Compared to ordinary gas chromatography, our PTR-MS system provides the possibility of online and real-time measurement, because the instrument's response time is less than 100 ms. There is no need for any sample preparation before injection into the PTR-MS inlet.

For example, PTR-MS can be applied to the following:

- Process control in biotechnology by head space monitoring of VOCs emanating from fermentation
- Evaluate cell processes by characterization of emitted VOCs
- Non-invasive diagnosis for the medical industry via sensitive detection of VOCs from exhaled breath that can be used as markers (e. g. for the prerecognition of disease)

In addition to offering a variety of instruments incorporating PTR-MS technology for sale, Ionimed Analytik offers instruments for hire as well as expert analysis by our team of gas samples containing VOCs.



Pharmaceuticals
Contract Research Clinical Preclinical



Alzheimer Parkinson Drug Development
Pain Inflammation

JSW-Research

Aging with a Clear Mind

Research focused on finding powerful treatment strategies for age related brain diseases is the central purpose and responsibility of JSW-Research.

The company is also dedicated to providing top-level clinical research on a broader range of illnesses throughout all stages of therapy development.

JSW-Research Ltd., Graz, Austria, offers comprehensive research and consulting programs for drug development concerning disorders of the central nervous system. JSW-Research uses modern molecular biology techniques and has also designed a variety of disease relevant cell and animal models for characterizing drug effects. Interlacing modular systems facilitate step-by-step analysis of candidate substances from basic in vitro to complex in vivo assays, complemented by a full range of histological, biochemical and behavioral evaluation methods.

The Austrian contract research and drug development company JSW-Research has specialised on the performance of experimental and clinical studies in the field of neurodegenerative diseases. The enterprise has internationally accepted expertise regarding



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transgenic disease models. Dr. Windisch, CEO of JSW-Research: For the identification and evaluation of compounds we apply a broad spectrum of biochemical, cell biological and molecular biological methods. Furthermore we are specialists in neuroscience and behavior and work with various animal models including transgenic mice. Dr. Windisch founded the company in 1999 and gained profound knowledge during a 20 year career in drug research. In the preclinical field JSW-Research focuses on age related diseases of the central nervous system: Alzheimer's disease, Parkinson's disease, vascular dementia but also cerebrovascular disease mediated neurodegeneration. The clinical department of JSW-Research offers services in all clinical phases and indications.

JSW-Research generates high quality research on two levels: First the company performs highly standardised contract research for the pharmaceutical industry and for well renowned institutions like Harvard University, Mayo Clinics and the University of Tel Aviv. 99% of JSW's customers come from abroad. Academia represents a significant proportion of the customers, since the Austrian enterprise is one of the technology leaders regarding preclinical and clinical research. In a second branch JSW-Research performs proprietary drug development programs. It is the primary goal of the company to improve the quality of life of patients and their relatives. ■



Management of industrial research
Consulting and services



Nano-(Bio)Technology and Bioanalytics
Phyto-Pharmaceutical, Cell Therapy and Implant Technology

Center for Life Sciences

KMT is expanding its services in the area of Life Sciences research

The Kompetenzzentrum Medizin Tirol (KMT) located in Innsbruck, Austria, was founded in 2002 and is an industrial center of excellence for companies and research institutions in the life sciences sector. Innovative research projects with high development and marketing chances are financed and managed by the Kompetenzzentrum Medizin Tirol (KMT). The main areas of research are implant technology, bioanalytics, cell therapy and nano-(bio)technology. With regard to project management, KMT has specialist experience and expertise in project planning, together with developing and managing project proposals, particularly in the area of life sciences.

As part of the contribution to the European research agenda, KMT is extending its customer services and promoting development of the Life Science Cluster Tirol at an international level. KMT, as a center of excellence, has well established contacts with key stakeholders (industry, academic, public authorities) in life sciences in the region and beyond.

The first results from research and development activities of some KMT projects have already been successfully introduced onto the market. The Tyrol region in Austria is particularly strong in the areas of cell therapy, immunology and bioanalytics. During the next few



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Implant technology; bioanalytics;
cell therapy; nano-(bio)technology.

years, plant based medicines will become an additional research focus. KMT manages large research and co-operative programmes on a national and international level.

OUR SERVICES

International and national research project management

- Screening of national and EU calls
- Project design, implementation and management
- Development of project proposals

Networking with industrial and academic partners

- Assistance in partner searches
- Reporting on international trends and trade shows

Consulting & Services

- Finance and budgeting
- Marketing and communications
- Project management
- Organisation of workshops, meetings and conferences

Center of excellence

- FP6 and upcoming FP7 – Life Sciences
- Genomics and Biotechnology for Health
- GEN-AU Projects
- Interdisciplinary FTE projects, Austrian Nano Initiative – Nano Diamond Network
- fFORTE-FEMtech
- K_ind / K_net Programmes
- REGplus



Research and Development
Development and Production of DNA Chips



Diagnostics
DNA Analysis

Lambda GmbH

Laboratory for Molecular-biological
DNA Analysis

The use and development of modern micro-technologies are opening up new opportunities for medicine and research in the field of diagnostics. Since its foundation in the year 1999, Lambda GmbH has responded to the challenges in this field and now specializes in a wide range of molecular biological methods of detection. The innovative biotechnology company with its roots in Freistadt, Austria, develops and produces biochips as ready to use kits for applications in research and routine diagnostics. DNA analysis and customer research work are carried out by experienced specialists in Lambda's own laboratories. Through its close collaboration with associates in industry and research, Lambda assures the practicality and reliability of its solutions. Thus, the company which is owned by the Greiner Bio-One GmbH, develops biochips for the medical diagnostics.

Development and Production of Biochips

Through their use in the screening of genetic defects or infectious agents, biochips or "microarrays" represent one of the key technologies of the future. Lambda develops and manufactures high-quality biochips for human diagnostics, consumer protection and



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MycoDect™ - test kit for the
detection of Mycoplasma.

for quality assurance within the pharmaceutical industry. The combined expertise of Lambda and Greiner Bio-One comprises the development and production of a new innovative high-throughput biochip platform (High-Throughput microArraying, HTA™ Slide) for the parallel analysis of samples, the selection of appropriate sequences and probes and the validation and production of in vitro diagnostics according to the European Guideline 98/79/EG and the international quality management standard EN ISO 13485:2003 for medical devices, respectively. Products consist of complete test systems with all the necessary buffers and solutions. The on-chip quality-control system, for which Lambda has already applied for a patent, guarantees perfect monitoring of every stage of analysis and production and therefore virtually excludes false negative and false positive results. An IVD-compatible microarray scanner together with an integrated analysis software permit the fully automatic high-throughput detection and analysis of up to four biochips at once. The Lambda-products are distributed worldwide by Greiner Bio-One.

DNA Analysis

For its customers, Lambda carries out a wide range of DNA analyses based on state-of-the-art technology. These include fatherhood testing, detection of micro-organisms and origin tests of meat products using external and in-house diagnostic products.



Research and Development



Training and Education

A Centre of Excellence

Vienna School of Clinical Research (VSCR)

The Vienna School of Clinical Research plays an exceptional role as a new centre for breakthrough learning opportunities in the field of clinical research. The VSCR has become a "Centre of Excellence" for clinical research education. Since its foundation in 2001, more than 1300 doctors as well as decision makers of public health authorities and members of ethics committees throughout Europe, Middle East and Africa have completed their postgraduate education in the area of clinical research at the VSCR.

The VSCR acts as a mediating institution between all interested parties including academia, industry, the public sector and society. As a networking centre, the VSCR promotes an international interdisciplinary exchange in the biotechnological research field and cooperates trustfully with its partner-universities to guarantee that the state-of-the-art education is based on academically recognized knowledge and. This cooperation is the foundation of all educational activities undertaken by the VSCR.

The international board of teachers consists of representatives of the mentioned universities as well as of leading experts of the relevant fields of expertise. The VSCR has stepped into a vacuum-clinical research that is not covered in the majority of the academic



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medical curricula in the world. The VSCR has pioneered a systematic postgraduate academic education.

The VSCR courses can be taken as individual short courses to fill specific knowledge gaps. Several courses together form curricula that are designed to meet the needs of investigators, ethics committee members, clinical research associates etc. These pre-defined curricula are awarded diploma and widely recognized by academic centres. The current curriculum for investigators comprises 9 course modules and awards graduates an academic title, i. e. "Academically Certified Clinical Research Leaders". This programme is in the progress of being extended towards a master degree which will be launched end of 2006. In order to compensate for the lack of internationally binding guide-lines for the education of clinical researchers the VSCR's mission aims at:

- Setting up a comprehensive education for clinical researchers and for experts involved in clinical studies
- Educating decision-makers within health care systems who must assure that the application of the research results is optimized and follows the principles of evidence-based medicine
- Obtaining international recognition of this education from universities and authorities
- Supporting clinical research experts from developing regions by way of scholarships to open these regions for clinical research done according to international standards



Virus & Prion Safety Testing
Retrovirus testing



Virus and Prion Removal Studies
Viral Safety Consultancy Services

VirusSure GmbH

Quality is not Coincidence!

VirusSure is an Austrian company with the goal to become a world leader in contract virus and prion safety testing. We have a strong commitment to customer service and quality, and have established the company strategy and credo to help us achieve this goal. This includes:

An Experienced Management Team

Developing an effective pathogen safety testing program has always required significant investment of time and resources. This is a challenge difficult to achieve without experience. At VirusSure we seek to maximise the available experience through the selection of management and Supervisory Board members ensuring that such experience is available.

A Commitment to Quality and Customer Service

At VirusSure, our customers come first, and ensuring that we deliver a quality service comes at the top of our list of priorities. From initial contact through development of a strategy and implementation, a strong emphasis on quality is present throughout. A quality service requires that staff are first aware of the standards that VirusSure sets with respect to customer service and quality. We therefore place a strong emphasis on staff training and communication of our strategies.

Technological Innovation

Developing the right strategy may require the development of new tests, or the application



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In vivo and in vitro virus tests

of existing tests in modified formats. Technologically, VirusSure aims to remain at the forefront of virus and prion safety testing through:

- a commitment of resources to research and development efforts in new tests and technologies
- actively monitoring scientific and regulatory developments in virus and prion testing
- discussions with customers to fully understand any potential adventitious agent risks, and ensuring that the most appropriate technologies are applied to address potential risks

Technologies available include:

- Virus or prion removal and inactivation studies
- Quantitative real-time viral PCR assays
- Retrovirus assays (molecular and cell culture based)
- Cell culture based assays
- general virus assays
- In vivo tests for adventitious agents
- Prion in vitro and in vivo tests

Based within the Vienna University of Veterinary Medicine, Austria, VirusSure has strong alliances with various departments offering expertise in animal based virus testing as well as cell culture based assays. We also have a strong link with the laboratory of Prof. Bob Rohwer (Baltimore, Maryland, US), a renowned expert in prion testing, and Prof. Rohwer serves as a Scientific Advisor for VirusSure.

To take advantage of our friendly and professional service, please contact us through our website at www.virusure.com, or via email: office@virusure.com.



Consulting
Engineering



Process Design
Technology

The Bioprocess Company

VOGELBUSCH – 85 years of unrivalled excellence in bioprocess technology

Since 1921, the name VOGELBUSCH has been synonymous for the engineering and construction of industrial plants using biotechnological processes.

The company's activities focus on technologies for the sugar, starch and food industries, and on plants and facility components for the pharmaceutical industry. VOGELBUSCH provides bioprocess design, consultancy and contracting services, including scale-up and automation, based on client processes as well as on proprietary technology and apparatus development.

The company is a centre of excellence for the key biotechnological tasks of fermentation, separation, distillation and evaporation, and offers a wide range of proprietary technologies for the industrial production of biocommodities, such as

- Alcohol (bioethanol, industrial alcohol, beverage alcohol)
- Yeast (baker's yeast, fodder yeast)
- Vinegar
- Organic acids (citric acid, gluconic acid)
- Glucose and HFS (High Fructose Syrup)



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Technology revolves around
knowledge - which means people.

VOGELBUSCH's range of services for the biopharma industry focuses on fermentation with cell cultures with and without carrier, as well as microbiological fermentations. Special stirring systems, an experienced, reliable choice of components and profound know-how in sterile technology are the optimal pre-conditions to ensure flawless long-term functioning of fermentation processes. The company's complete product solution includes the reprocessing of the fermentation products using the required utility facilities. VOGELBUSCH provides advanced concepts for all common downstream processes and the utilities typically used in the pharmaceutical industry.

Vogelbusch's expert team of specialized technologists, biologists, chemists and engineers has gained an international reputation for flawless technology and expertise in bioprocesses. The Vienna headquarters employ a workforce of approximately 100 employees. Research and development is conducted in own laboratories and technological centres. With headquarters in Vienna and subsidiaries in Houston, Texas and Hong Kong, VOGELBUSCH can provide professional customer services across the world ranging from initial feasibility studies to turnkey installation of production plants. Reference projects throughout the world are proof of above state-of-the-art technologies. Innovative and environmentally responsible process designs have contributed significantly to the success of VOGELBUSCH plants.



Suppliers



Animal nutrition

Biomin – the natural way

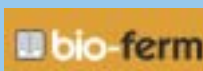
Biomin is one of the key players in the international feed additive business

Besides feed additives, the latest innovation from Biomin is a new feeding system called the "Biomin VBS". The VarioBiotic System helps customers to optimise the use of their feed additives and gives nutritional recommendations.

Biomin, the company that cares for health in animal nutrition, was founded in 1983. At this time, the idea to support health of animals to ensure high performance was unique.

The "3 men and 1 woman show" proved to be on the right track. The company as well as the product range grew fast.

In the nineties, Biomin started to expand worldwide, with the Mycofix Plus product series as the first biotech product in mycotoxin detoxification. In Asia, Biomin started up offices in Malaysia, Singapore, Vietnam and China, in America a sub-office was started in Texas and Romer Labs, a company specialised in mycotoxin analysis, was taken over. In Europe, Biomin opened offices in Austria, Hungary, Slovakia, Romania, Germany,



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Lithuania and France. As a result of Biomin's rapid expansion, the firm can offer its solutions to customers in more than 100 countries worldwide.

Today Biomin cooperates with research facilities all over the world. Most of the company's R&D is done at the IFA-Tulln in Austria. Constant improvements in R&D as well as a strictly monitored quality assurance program form the basis for best products for our customers.

This tight cooperation with Universities and IFA Tulln led to new inventions in different fields. New plant protection products were explored, which fit into the philosophy of Biomin to be best in quality, production, efficacy and for the environment. The recently founded company bio-ferm is specialized on biotechnological plant protection. The product Blossom Protect fb, based on antagonistic micro-organisms, is going to be registered in the EU against fire blight, one of the most devastating plant diseases. Boni Protect is a natural way to protect spoilage of apples during storage. ■



Viscoelastics

Ophthalmology, Orthopedics, Dermatology



Product Development

Contract Manufacturing

CROMA-PHARMA GmbH

Europe's leading filler of viscoelastics

In this high-tech age, healthcare is faced with numerous challenges: to provide high performance systems and devices, top-quality surgical treatments as well as the maximum protection. At CROMA-PHARMA we have met this challenge with our innovative technologies and product design, which ultimately improve the quality of life for patients, makes surgical treatment easier for physician as well as for personnel. The power of innovation has enabled us to meet this challenge: to fulfill our social responsibility – to provide the best and the safest viscoelastics and surgical fluids. Our products and services are a sum of innovation, knowledge and experience. Life needs safety, we recognize our responsibility. Our success is based on innovative ideas, state-of-the art technologies and know-how to develop and manufacture pharmaceutical systems such as sterile syringes filled with viscoelastic solutions.

TECHNOLOGY - Focus on technology

CROMA-PHARMA applies state-of-the-art manufacturing technology. Opened in 1994, the ultra modern manufacturing plant provides a constant flow of products from its fully automated production line. The site's staff of manufacturing and engineering specialists adhere to strict "Good Manufacturing Practice" standards in the production of over 100 different products and millions of units.



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CONTRACT MANUFACTURING -

See where innovation can take you

Cost pressures, globalization, complex pricing and regulatory environments are forcing pharmaceutical and biopharmaceutical companies to focus on improving operational efficiency. Many companies have turned to outsourcing as the solution.

While most companies recognize the strategic importance of outsourcing, many are not reaping its potential benefits. A centralized management structure is the key to making the most of contract manufacturing relationships and helps create consistency across the company. Maximize your contract manufacturing relationships!

STRATEGIC PARTNERSHIPS -

Mutually beneficial partnerships are a key ingredient in CROMA-PHARMA's growth

The CROMA-PHARMA organisation is based on alliances with its customers and their confidence in our line of products. That is why we have formed close links with research organisations, university researchers and physicians worldwide. CROMA-PHARMA's rapid expansion is also the result of cooperation with various companies in the industry. This close working relationship is built on shared competence, skill transfer, mutual respect and open communication. We realize customer visions beyond your expectations. Our philosophy is simple. A partnership with a client, that's a natural fit – then do whatever it takes to show them breathtaking results. ■



Conceptual Design
Basic Engineering



GMP-Qualification
Project Management

High Tech Engineering

Biotechnology needs specialized engineering know-how

VTU Engineering is planning process plants for the pharmaceuticals, biotechnology and chemicals sectors of industry. Our activities focus on process engineering and on complete project management - from the creation of a concept up to final commissioning. For the pharmaceuticals industry we also perform qualification and validation services in accordance with cGMP, including the provision of support during inspections and audits. We have locations in Austria (Grambach/Graz, Linz, Vienna, Kundl), Germany (Frankfurt, Rheinbach/Bonn) and Italy (Bolzano). Furthermore we are highly flexible and willingly work at our customer's sites.

Our costumers are medium-sized companies as well as big players like Boehringer Ingelheim, Degussa, DSM, Roche Diagnostics, Sandoz or Sanofi-Aventis.

The success of VTU-Engineering is based on two aspects:



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Dipl.-Ing. Robert Schwarz

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Perfect solutions by a perfect team.

■ Uncompromising orientation towards the customer's benefit.

In the end, the aim of all planning activities is the production of the desired product on an industrial scale. The extent and the profundity of plant engineering are measured by its quality and cost. Timely and local flexibility of application and frictionless cooperation with our customer's technicians or engineering partner are self-evident.

■ Highly qualified employees

After having graduated at a University of Technology or an Advanced Technical College, our carefully chosen technicians (currently approx. 80 process engineers, chemical engineers and bio engineers) receive continuous further training by attending specific courses and seminars. In addition, our knowledge management system secures that know-how is exchanged efficiently and that internal technical expertise is available without delay.

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Pharmaceuticals page 16

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