Workshop on

Creating Successful Business in Life Sciences

13–14 September 2005
Radisson SAS Hotel Gillet, Uppsala, Sweden

Sik
THE SWEDISH INSTITUTE FOR FOOD AND BIOTECHNOLOGY

norden
Nordic Innovation Centre

Creating Successful Business in Life Sciences

To be successful in a strong, globally competitive environment we need continuously to strengthen our abilities. Through working together and learning from each others we can all make a difference.

In this workshop we will present a number of success stories that together will form part of a "roadmap for success" in building new business within Life Science. The people contributing all have a story to tell and will highlight different aspects of the process.

Who should attend?
People with ideas for future business, start-up company management and board-members of start-up companies. People who like to know more about successful Life Science Business Development!

We will also invite National public funding organisations with promotion of sustainable growth and improved health through life science industry on their agenda.

The discussions are intended to create deeper understanding of Life Science Business in the Nordic region and how it can be further developed.

The workshop organiser
The workshop is organised within the framework of NbiNet, the Nordic Network on Bioprocess Technology, with support from the Nordic Innovation Centre.

We aim for 50 participants at the workshop in order to maintain a high quality workshop giving ample opportunity to network. Registrations will be accepted on a first come - first served basis. Members of NbiNet will be given priority over non-members.

Welcome to the Workshop on Creating Successful Business in Life Sciences, to be held at Radisson SAS Hotel Gillet, Uppsala, Sweden on 13-14 September 2005.

Gunnar Hörnsten, Manager of NbiNet
SIK – The Swedish Institute for Food and Biotechnology
www.sik.se/nbinet/index.html

Programme 13 September 2005

***Venue:** Radisson SAS Hotel Gillet, Uppsala*

Lunch is available at 12.00 (for those that ordered it in advance)

12.30–13.00 REGISTRATION

13.00-13.20 Introduction. NbiNet strengthens biotech research and business development in the Nordic region (Gunnar Hörnsten, Manager of NbiNet)

NbiNet is an industrial Nordic competence network that motivates people to work together and to share a forum in the Biotech Value Chain. To be an internationally competitive region, the business partnerships within the Nordic region needs to be efficient in meeting up with each others ends. From suppliers of services, technologies and materials to biomanufacturing (including CMOs and CROs), from national public support structures to end users of biotech products that e.g promotes health and well being. Perhaps Life sciences demands more business motivated co-operation than any other high-tech area. Biology is not a human invention. It is complexity on a level that over-rides human specialisations incredibly many times over.

Industrial Success stories

13.20-13.45 BiaCore - Swedish Biotech Success story (Stefan Löfås, BiaCore AB)

Twenty years since the inception, the "Pharmacia Biosensor" project has developed into a profitable and 500 MSEK revenue biotech company. The presentation will describe challenges, landmarks and important reasons to the success, including funding aspects, key personal and unique product offering. Reflexions on the present situation and future opportunities will also be given.

13.50-14.15 AgroFerm - From Danish research project to industrial biomanufacturing of the Lysine product VitaLys®. (Vagn Hundebøll, AgroFerm A/S)

Over a period of more than ten years AgroFerm has developed from a small research department between University of Sourthern Denmark and the Green Crop Drying company Dangroent Products - to a full-scale biotechnological producing factory with one of the largest fermentation capacity in Northern Europe, producing amino acids to the global market. This business case will discuss the importance of network-based research and development plans for small and middle-sized companies in creating opportunities for new products, growth and profit.

14.20-14.45 Novel diagnostics ASA - A case-study. From pre-seed to IPO. (Hans Hekland, Sarsia Innovation AS)

A diagnostics Start-up in 2002 attracting international management, this leading to attracting seed capital and proof of concept, further attracting interest from major customers, venture capital and with planned for IPO fall 2005.

14.50-15.15 Networking – A new model of importance for early development of Biotech SMEs (Lena Lebel, Bioventia Holding)

Models for building and financing of a new life science company are continuously developing. New practices emphasising the building of true values in the companies increases in importance. The topic of this presentation will be discussing different types of aspects, both from the company as well as from the investors point of view.

15.20-16.00 Discussion 1: How financing can promote efficiency in the development of the core business? (Coffee during discussion)

16.00-16.20 Conclusions discussion 1

16.30-18.00 Possibility to Networking

18.00 DINNER

Programme 14 September 2005

Academic collaboration partners and industrial development

08.30-08.55 Experience from working with CBioSep – an academic competence center in the gap between Industrial R&D and Academic research (Per Anders Johansson, Bioinvent)

The centre has generated knowledge that can be used long-term in the development of production methods. A key success factor is to create a project that at the same time is a challenge to the academic researcher and fulfils a defined need within the company.

09.00-09.25 Bioproduction, why it is necessary to reach the bottom line and roads to get there. (Bo Norrman, Biotechvalley.nu)

The recent decision by Pfizer Inc to choose the small city of Strängnäs, Sweden, as a primary site for bio-pharmaceutical production is a great opportunity but it also creates important challenges. It is important to analyze the needs of Pfizer (and other major biomanufacturers) in order to continue to create an attractive biomanufacturing environment. These needs may be in the form of education and other competence support. It is equally important to analyze what emerging biotech companies need as they are moving from TOX and safety test to clinical trials. Through the activities of Biotechvalley.nu we take part in the developing of our region as a competitive resource on the global market.

09.30-09.55 Medipolis GMP Ltd from regional development project to international CMO business (Pirkko Suhonen, Medipolis GMP Ltd)

Medipolis GMP has gone through a strategy change and focused on serving drug development companies. It is specialized in small scale production and microbial fermentation. The company has a strong industrial, regulatory and GMP expertise and can offer full range of services together with its international partners.

10.00-10.25 COFFEE

10.30-10.55 The successful implementation of MEMS-technology in Danish Industry (Henrik Andersen, DELTA)

Danish "Innovationsconsortia" is a way to establish new technologies within industry. DELTA have managed one of these working on getting the first MEMS products in production in Denmark. The focus in the collaborative project was microsensor-packaging, MEMS-testing, and reliable MEMS wafer processes to ensure the road from research in MEMS chips to productions start of MEMS products. The research partners were MIC at DTU and DELTA and the industrial partners were Danfoss, Grundfos, Sonion, Capress. After the project Grundfos have established a production facility for industrial MEMS pressure sensors, and Sonion have set-up a productions site for MEMS microphones.

11.00-11.25 Roal Oy Developing *Trichoderma* technology (Jari Vehmaanperä, Roal Oy)

The cooperation and funding from national (TEKES) and European (EU) organizations has enabled Roal to realize R&D projects with greater risk. The TEKES projects allow us to create and maintain networks with groups at universities and research organizations in Finland. The EU projects typically offer large consortia in Europe around existing and novel business areas, which otherwise are difficult to arrange.

11.30-12.30 Discussion 2: What makes co-operation with academy/institutes work?

12.30 LUNCH

Financing of early development

13.45-14.10 Venture capital financing of Biotech companies (Jörgen Lönngren, Swedish Industrial Development Fund)

The present trends in venture capital financing and business development activities in early stage swedish life science companies will be reviewed and discussed.

14.15-14.40 Karolinska Enterprise a new approach to seed investments (Ola Flink, KIAB)

The process from Research results to business and product development at the Karolinska Institute is approached in a new way. With the unique properties of each research result as a starting point Karolinska Innovations (KIAB) creates strategies to find the most effective approach towards a new pharmaceutical or other application within life science. To support future development of start up companies created by KIAB two investments companies have been founded, Karolinska Development I and II, which bridge between the academic and industrial world.

14.45-15.10 Sitra – From Biotech innovations to growth business in Food & Nutrition (Anu Harkki, SITRA).

The main objective with the Sitra's food- and nutrition program is to build a focused cluster, integrating operations of large corporations networked with smaller high tech companies targeting to international markets. Sitra's operations are financed by the proceeds from its own endowment capital and the return on its previous venture-capital investments.
The instruments of the program include: investments in selected early stage companies in innovations promoting health; later stage financing to enable spin-offs, major corporate developments or restructuring projects Co-operation with companies, investors, and the public sector, as well as synergy with other similar projects abroad, are prerequisites for the success of the program.

15.15-16.00 Discussion 3a: Is there a need for public financing cross border in the "Nordic Bioregion"? Coffee during discussion

Discussion 3b: follow up of discussion 1. How well does financing promote efficiency in the development of the core business?

16.05-16.25 Conclusions reports discussions from 2, 3a and 3b

16.25-16.30 Concluding remarks

Binding Registration Form

Creating Successful Business in Life Sciences

Name: .....

Organisation: .....

Address: .....

Postal address: .....

Country: .....

Phone: ..... Fax: .....

E-mail: .....

Participation fee:

❑	**NbiNet Members**	SEK 2500
❑	**SIK members and members of BioteknikForum**	SEK 3300
❑	**Others**	SEK 4400
❑	**Lunch on 13 September**	SEK 150

Accomodation:

❑ Need Hotel Accomodation, contact me.

Final date for registration:
5 September 2005. The conference costs will be billed to you in conjunction with the workshop.
Please observe that VAT (25%) will be added to all prices for Swedish participants.

Contact person:
Ingmarie Wate, phone +46 46 286 88 50, e-mail: ingmarie.wate@sik.se

Please fax this registration form to +46 46 18 87 65 or send by mail to SIK, Ideon SE-223 70 Lund, Sweden not later than 5 September 2005.
The workshop will gather a maximum of 50 persons. Priority will be given to NbiNet members, invited persons and for others - the "first come, first served"- principle applies.