

INNOVATIONS  
FOR  
HEALTH

CLUSTER  
**BIOTECHNOLOGY**  
BAVARIA



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# BIOTECH IN BAVARIA

## INCUBATING SCIENCE FOR HEALTH

**REPORT 2023 | 24**  
including more than 300 company profiles



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Bavarian Ministry of Economic Affairs,  
Regional Development and Energy



# GREETING

## Bavarian Ministry of Economic Affairs, Regional Development and Energy



**HUBERT AIWANGER**

Member of the Bavarian State Parliament,  
Bavarian State Minister of Economic Affairs, Regional Development and Energy,  
Deputy Minister President of Bavaria



**TOBIAS GOTTHARDT**

Member of the Bavarian State Parliament,  
State Secretary at the Bavarian Ministry of Economic Affairs, Regional Development and Energy

Bavaria's development in the field of biotechnology was again outstanding last year - despite facing challenging conditions. This is particularly evident through groundbreaking research results and significant investments in the region. Once again, Bavaria's biotech industry is showcasing its scientific and economic potential as well as its resilience.

Digitization continues to play an increasingly pivotal role in biotechnology as well as medical research and development. The utilization of digital technologies and Artificial Intelligence not only accelerates data analysis and research processes, but also enables them to be much more precise. Bavaria is keeping its finger on the pulse of times here and has its eye firmly on the potential of digital technologies.

Interdisciplinary collaboration as well as creative thinking and acting are also becoming increasingly important in bridging the various fields of research and achieving the best possible outcomes for patients. As a result, the Bavarian Ministry of Economic Affairs is funding two cross-cluster projects that develop and utilize the intersections between biotechnology and Artificial Intelligence, as well as nanotechnology.

Cooperation between the clusters has enormous potential for Bavaria and its companies due to the existing expertise. Innovations from the combination of these areas strengthen the business location and further expand the region's position as a highly innovative biomedical research and innovation center. Close cooperation among the respective clusters offers the opportunity to introduce better products faster to the market and more effectively. Ultimately, this also enhances competitiveness on both national and international scales.

The forward-looking investments made by Daiichi Sankyo, Roche and Minaris, among others, are indicative of the innovative strength and commitment of the players in our ecosystem. These investments not only strengthen Germany as a business location, but also create new jobs and drive the development of cutting-edge therapies here in Bavaria.

Despite global uncertainties, Bavaria's biotech sector is proving to be remarkably stable and innovative. Our strategic focus on promoting top-level research, supporting start-ups and fostering intensive cooperation between science and industry is the key to our success.

Let's continue to work together in the future to maintain and further strengthen Bavaria's leading role in biotechnology!

Hubert Aiwanger

Tobias Gotthardt

# Bio<sup>M</sup> – Your Gateway to the Bavarian Biotech Community



- Consulting for founders-to-be, start-ups & SMEs
- Grant & seed financing support
- Pre-seed incubation & m<sup>4</sup> Award
- Networking & partnering, matchmaking
- Events, conferences & training
- Representing Bavarian biotechnology world-wide
- Investment opportunities
- Online platform with industry news, press releases, job exchange, company database & much more



BAVARIAN  
**BIOTECH** CLUSTER  
DEVELOPMENT





# PREFACE

## PROF. DR. RALF HUSS

Managing Director Bio<sup>M</sup>,  
CEO and spokesman  
Bavarian Biotechnology Cluster

Preparing this preface, I almost naturally asked ChatGPT (version 4.0) for assistance and guidance. Besides the expected topics like Artificial Intelligence (AI), gene editing, regenerative medicine, digital health and precision medicine, the large language model concluded that “Bavaria is characterized by a convergence of cutting-edge technologies, interdisciplinary approaches, and a commitment to addressing global health challenges”. So far still no surprises and I asked my chat partner to be more specific. ChatGPT now listed the names of the top Bavarian academic institutions, networks and clusters of excellence, collaborative projects, innovation hubs and many successful companies in these fields. Lastly, “convergence” is a frequently used term at the interface of biotechnology and other technical subjects like computer and data science, nanotechnology and IT engineering. Companies engaging in these fields are termed TechBio, either entering the field of biotechnology from the outside like established tech giants (Google, AWS, Nvidia etc.) or new companies leveraging this potential as their genuine business model. In part, they develop generative algorithms to improve and accelerate drug development and clinical trial design, building on foundation models to increase the quality of any prediction and novel product design.

However, a very recent internal survey among a yet limited number of companies and stakeholders in the Bavarian cluster initiative revealed a heterogeneous acceptance of AI to support scientific, technical, or business decisions. Besides reasonable confidence in the potential of

any AI-guided image, data and text mining algorithms, the expert assessment and benchmarking against the current “good practice” along with a critical validation of the generated results is necessary. The European Union published the EU AI Act to provide guidance and a framework for its use, which comes along with the European Health Data Space (EHDS) to regulate the guarded use of data also in different cloud and federated formats. This is an important step into the right direction.

At this point I returned to ChatGPT again and asked: “How can we maintain growth in the biotech sector in Bavaria?” Again, no surprises were revealed: “Strengthen the research infrastructure and continue to invest in world-class research institutions, provide attractive funding opportunities, encourage collaboration between biotech companies and academic research institutions and establish public-private partnerships.” (the latter already a matter of convergency and an established model in the TechBio space).

Nevertheless, the second part of the AI-derived answer was very close to our mandate as the Bavarian Biotechnology Cluster organization: “Promote entrepreneurship and innovation, support start-ups and early-stage companies through incubators and accelerators” (like our Munich Accelerator Life Science and Medicine “MAXL”), “attract venture capital funding and foster a culture of (bio)entrepreneurship and a risk-taking business culture”.

Again, and in my own words, these activities also require a lasting and sustainable

investment in talent development to motivate scientists, researchers, and the biotech leaders of tomorrow to found new businesses and reshape the current business models in order to bring novel treatments, products and tools to patients and our healthcare system. The reformation of the European pharma legislation and the implementation of innovation forces in Germany through a legal framework (“Medizinforschungsgesetz”) are supposed to leverage this potential. Biotechnology is still considered as a key technology of the future to meet the societal and medical challenges of our immediate future.

Our Bio<sup>M</sup> incubation and start-up program as well as our incubator MAXL and our new event format BayOConnect converge Biotech and TechBio in an inspiring and science-incubating cluster with all our partners. As more and more global pharmaceutical and technology activities move to Bavaria, business talent and start-up founders find a vibrant and engaged environment at the interface of academic research and an existing entrepreneurial spirit.

By fostering a supportive ecosystem that nurtures innovation and entrepreneurship, Bio<sup>M</sup> is well-positioned to lead Bavaria into a new era of medical and technological advancement, ensuring that we remain at the forefront of global health solutions.

A handwritten signature in blue ink, appearing to read 'R. Huss'.

Prof. Dr. Ralf Huss

# BAVARIAN BIOTECH IN NUMBERS

In 2023, the biotechnology industry continued to show promise despite global economic challenges. Incubating science for health, the Bavarian biotech sector demonstrated resilience and growth, establishing a robust foundation for future development. Especially life science companies with established business models demonstrated significant growth in key performance indicators.

Over the past year, the number of biotech and pharmaceutical companies in Bavaria, including CROs and others (e.g., CMOs, suppliers, reagents and technology providers), rose slightly from 522 to 527. This is mainly due to the stable development of the biotechnology companies within the cluster and includes the launch of eleven biotech start-ups as well as the relocation of two new entities to Bavaria. Most of these companies are dedicated to the development of new therapeutics, strengthening this subsector even further. The pharma sector and others remained almost unchanged, while there has been some consolidation among CROs (preclinical and clinical).

However, employment within the industry increased significantly from 51,000 to about 58,000. Again, biotech companies were the main contributors to this growth, with pharmaceutical companies also contributing to a lesser extent.

Please note, that these figures not only reflect business expansion in absolute numbers. Bio<sup>M</sup>'s commitment to comprehensive industry representation in Bavaria means that the data also includes newly recognized companies, as well as updates and late submissions from previous years.

As already stated in our last year's report, the global crisis has had a significant impact on start-ups and smaller companies reliant on external investor support. While there has been a slight improvement, a full recovery to previous highs is not expected within the next one to two years. Despite this, Bavarian companies have successfully secured substantial funds and significant agreements.

## Financing/Company news

Bavaria-based biopharma companies raised a total of more than EUR 470 million in funding and financing in 2023.

Garching-based Isotope Technologies Munich SE (ITM) has announced one of the largest private investment rounds in European biotechnology to date. With the sum of EUR 255 million, the company plans to advance its radiopharmaceutical pipeline and expand its radioisotope production capacities. In addition to ITM, other companies successfully

## NEW COMPANIES

COMPANY	CATEGORY	LOCATION
Leopard Biosciences GmbH	Diagnostics	Würzburg
Viacure GmbH	Therapeutics and Diagnostics	Grünwald
Trimmuno Tec GmbH	Therapeutics and Diagnostics	Würzburg
biovature GmbH	Therapeutics	Bayreuth
RNhale GmbH	Therapeutics	München
Mallia Therapeutics GmbH	Therapeutics	Erlangen
Memosyne GmbH	Therapeutics	München
Caire Health AI GmbH	Digital Health	München
QuGen GmbH	Technology Platforms, Devices & Reagents	Krailling
TQ Therapeutics GmbH	Preclinical Services	München
dehaze GmbH	Diagnostics	München
Pirche AG	Therapeutics and Diagnostics	Grünwald
MOLEQLAR Analytics GmbH	Technology Platforms, Devices & Reagents	München



raised significant capital. For example, Amsilk (EUR 25 million; extended Series C), Ethris (EUR 15.3 million; equity investment), mbionics (EUR 13 million; Series A), deepc (EUR 12 million; Series A), and Bind-X (EUR 10 million; Series B) were particularly successful with their financing rounds. Furthermore, Formycon raised a substantial EUR 70 million through stock placements. In addition to the financing of established companies, we are pleased to inform that eleven start-ups have successfully secured seed financing rounds with a total volume of more than EUR 20 million.

MorphoSys underwent a year of consolidation, restructuring, and repositioning in 2022. Recently, MorphoSys announced a business combination agreement to be acquired by Novartis for an equity value of EUR 2.7 billion.

The attractiveness of the Bavarian cluster is further validated by significant investments. With an investment of EUR 90 million, Roche opened its new development center for gene therapy in Penzberg in March 2024. In the future, gene vectors for clinical trials will be developed and produced there. The Roche Group invests an additional EUR 600 million in a new diagnostics research building at its Bavarian site, expected to be completed by 2027 and set to enhance production capacity.

Daiichi Sankyo is investing around EUR one billion to transform its site in Pfaffenhofen, north of Munich, into an international innovation center.

Sandoz is spending EUR 25 million in Holzkirchen on a new biosimilar development center with the support of the Bavarian State Government. The investment will position the Bavarian site as the leading Sandoz analytical characterization center for biosimilars.

The Aenova Group has inaugurated a new EUR 25 million production facility at its Regensburg site to manufacture highly effective drugs, including cancer treatments. This facility spans over 4,000 sqm and is dedicated to the production and packaging of highly potent cytostatics and cytotoxics.

Minaris is expanding into a new state-of-the-art production building in Taufkirchen near Munich, which is used for the development and production of advanced cell and gene therapeutics for the global market.

ITM has opened its new manufacturing site for Lutetium-177 used in targeted radionuclide treatments for cancer. Located in Neufahrn near Munich, the facility expands ITM's production capabilities, spans approximately 7,000 sqm, and can accommodate up to 200 employees.

The German Center for Immunotherapy (DZI) is building its new research facility, the Center for Immunotherapy, Biophysics & Digital Medicine (CITABLE), located between the Translational Research Center (TRC I) at Schwabach and the

## The Bavarian Biopharma Sector

527

Companies



58,000

Employees



78

Projects in clinical drug pipeline



> EUR 470 MILLION

Funding & financing



Internal Medicine Center of the University Hospital Erlangen. The center will offer over 2,000 sqm of usable area, 1,000 sqm dedicated to technical purposes, and more than 1,200 sqm of circulation space for interdisciplinary research into inflammatory diseases and cancer.

### Pipeline

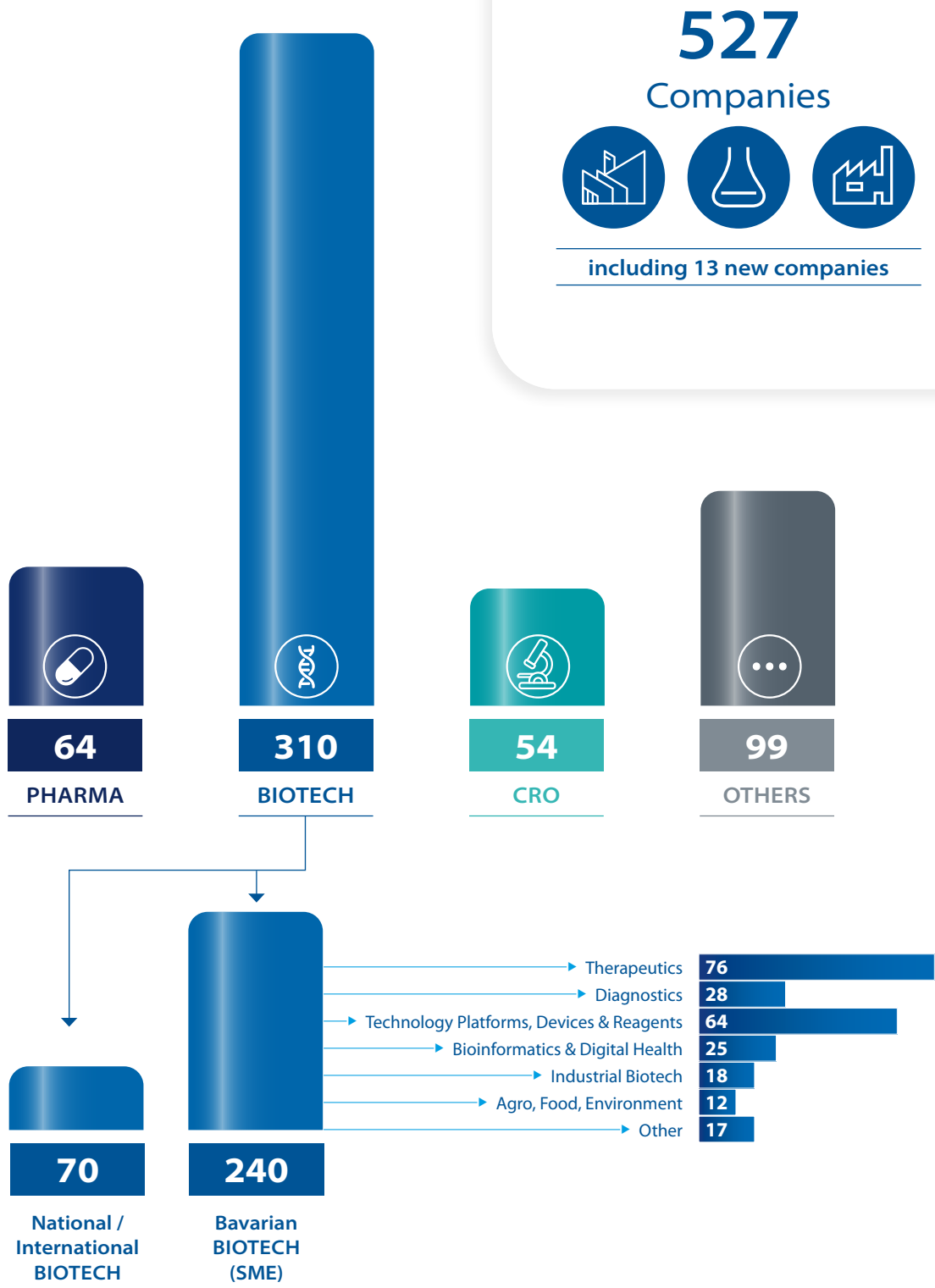
Bavarian companies have made remarkable progress in developing their pipelines. A significant number of R&D projects have advanced to the pre-clinical phase, contributing to the growth of the pipeline. Concurrently, the total number of projects in phases I-III remained almost unchanged.

### Outlook

As discussed in more detail in the following, 71% of Bavarian biotech companies rate their current business situation as good or very good – an increase of 9% compared to 2022 – and they are optimistic about the future. Bavarian innovations are expected to continue contributing to the successful application of biotechnology in improving global health.

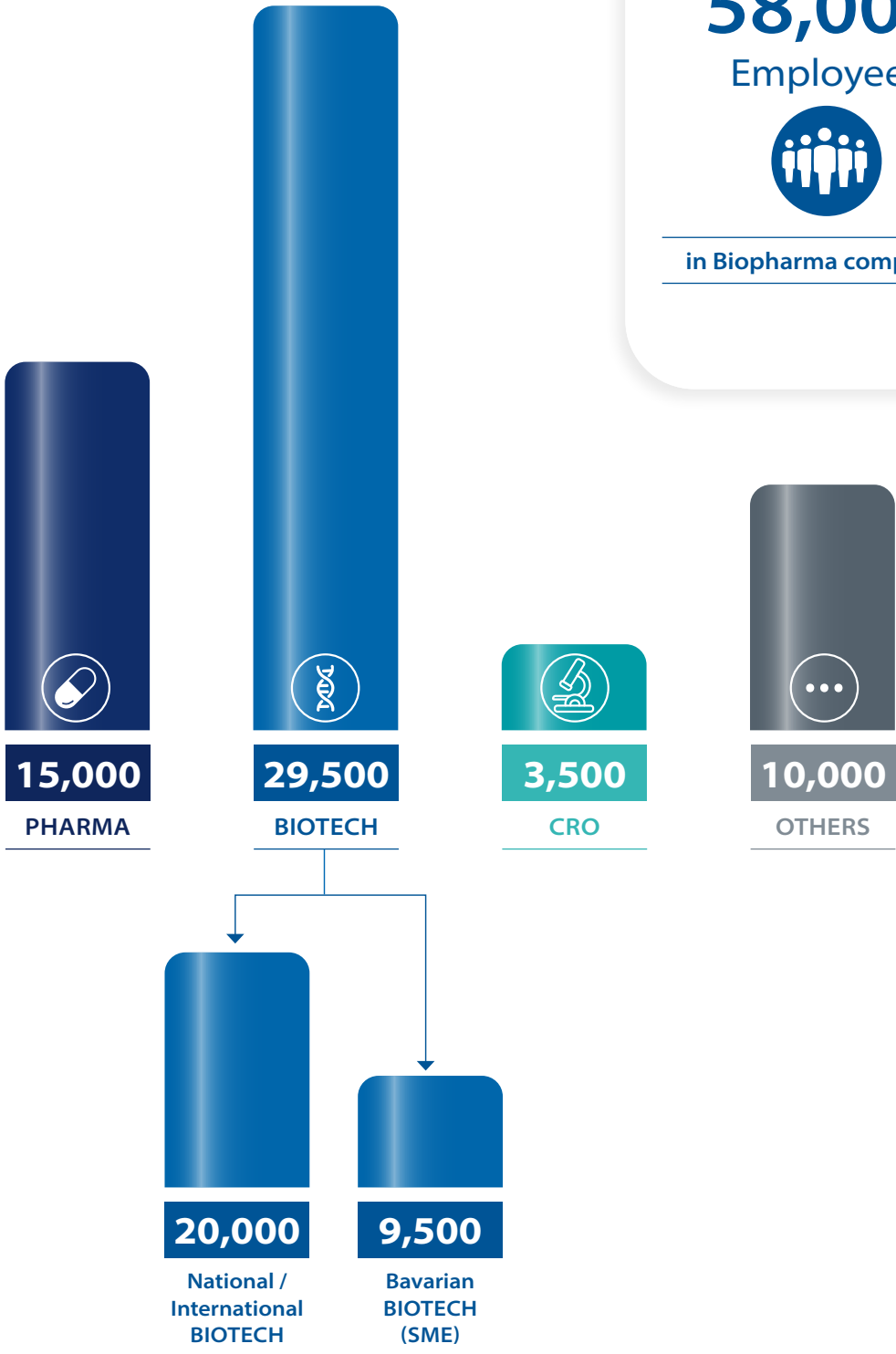
# THE BAVARIAN BIOPHARMA SECTOR

## NUMBER OF COMPANIES



# THE BAVARIAN BIOPHARMA SECTOR

## EMPLOYMENT



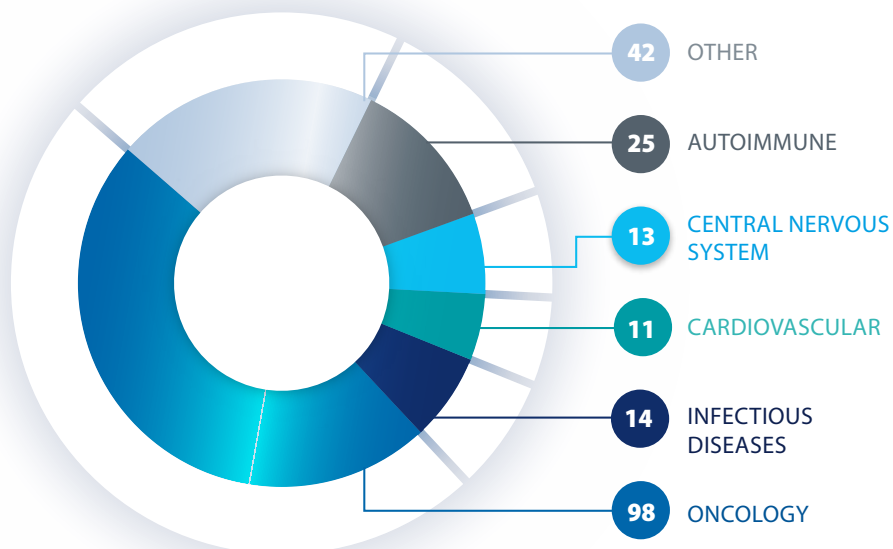
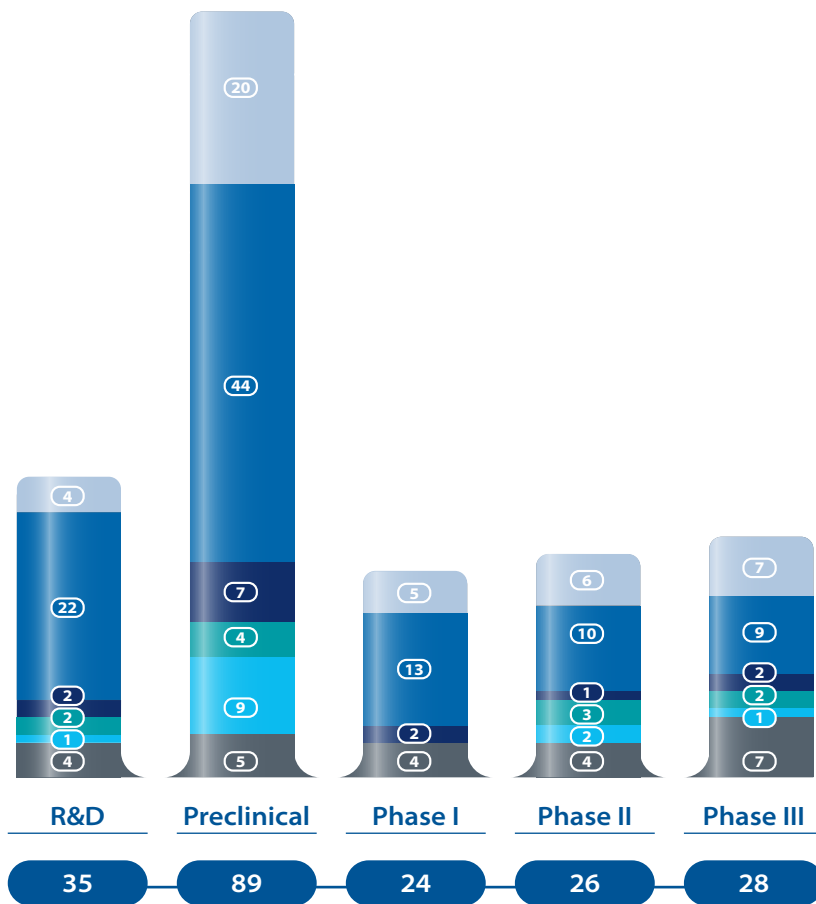
**58,000**  
Employees



in Biopharma companies

# DRUG PIPELINE OF BAVARIAN BIOTECH SMEs

Number of projects by phase and indication



As of March 2024. Included are subsequent clinical trials with partners.

# BAVARIA – A LEADING BIOPHARMA ECOSYSTEM

Find more information on the players of the Bavarian Biopharma Ecosystem: [www.bio-m.org/biopharma-ecosystem](http://www.bio-m.org/biopharma-ecosystem)



Technology Transfer



Academia



Companies



Life Science Parks



German Centers for Health Research





# COMPANY SURVEY ON THE BUSINESS CLIMATE AND AI IN BIOTECHNOLOGY

The ongoing global crises are presenting companies in all sectors with a wide range of challenges. Rising prices and supply bottlenecks, but also issues such as demographic change and the associated shortage of skilled workers are driving companies.

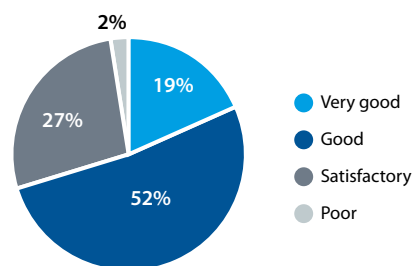
## Business climate

In a survey, Bio<sup>M</sup> asked the companies in the Bavarian Bio-tech Cluster how they assess their current business situation and how they see the future of their company.

71% of respondents rated their company's current business situation as good or even very good, an increase of 9% on the previous year. 27% consider their business situation to be satisfactory and only 2% rate it as poor.

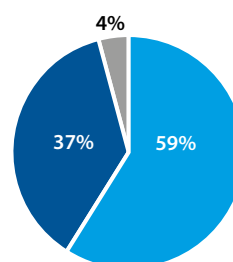
Looking to the future, 59% of respondents are positive about business development up to the end of 2024, 4% expect this to deteriorate, while 37% do not anticipate any changes. An improvement in medium-term development over the next three to five years is even expected by 77% of the responding companies, with 8% expecting a deterioration in the business situation for their company.

### How do you assess the current business situation of your company?

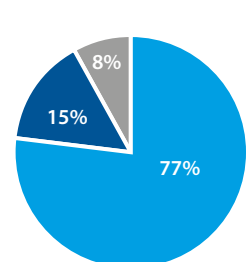


### How do you think the business situation will develop in the future?

#### Until the end of 2024



#### In the next 3-5 years



## Artificial Intelligence (AI) in biotechnology

In the 2024 company survey, the companies in the Bavarian Biotechnology Cluster were also asked about the possible uses, challenges and potential of AI in the biotechnology and pharmaceutical industries. The insights gained from the answers help to gain an overview of how AI technologies are currently implemented in the industry and how their potential is recognized.

### Areas of application

While 27% of respondents cited big data as an area of application for AI, just under 23% mentioned its use in the research and development of new therapies. This was followed by the improvement of diagnostic tools and procedures, the optimization of production processes and personalized medicine and patient care. Marketing and communications were primarily mentioned under other areas of application. 43% stated that they do not currently use AI.

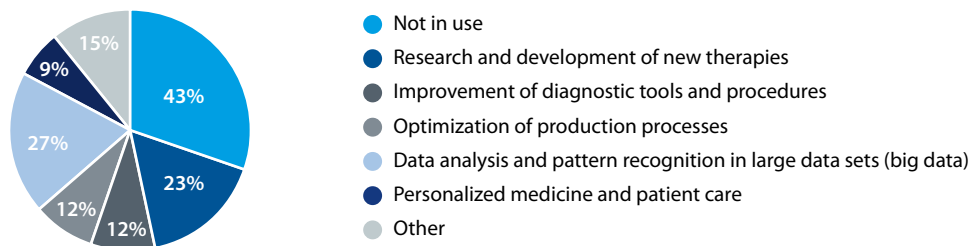
## Challenges of integrating AI into biotechnological applications

Companies see the lack of expertise and qualified personnel (51%) as the main challenge, followed by a lack of high-quality data (40%). Costs, regulatory hurdles and data protection are also considered challenging by over a quarter of respondents.

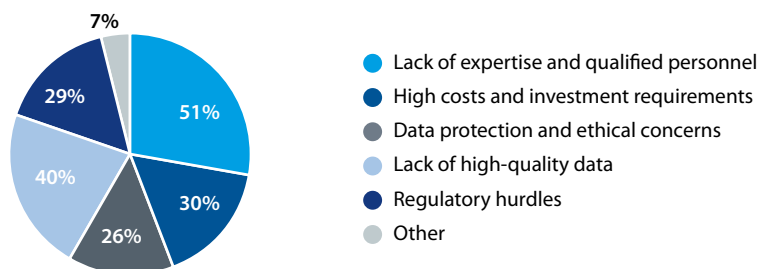
### Potential of AI for biotechnology

The majority of respondents rate the potential of AI very highly (59%) and assume that AI will enable decisive breakthroughs in biotechnology. 32% see AI as one useful tool among many, while only 3% of companies consider AI to be overrated. Around 6% do not yet want to conclusively assess the potential of this technology.

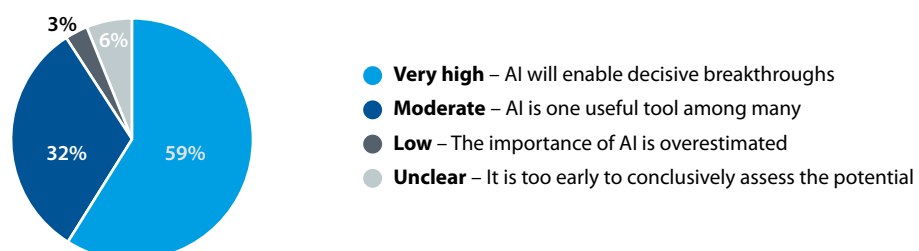
How is AI used in your company? (multiple answers were possible)



What challenges do you see in the integration of AI in biotechnological applications? (multiple answers were possible)



How do you assess the potential of AI for the future of biotechnology?



# I WANT TO POSITION BAVARIAN BIOTECHNOLOGY AS A GLOBAL PRODUCT

Prof. Dr. Ralf Huss has been the managing director of Bio<sup>M</sup> Biotech Cluster Development GmbH, the network organization for the biotechnology sector in Munich and Bavaria, for over a year now. What has motivated him this past year, what is the current state of biotechnology in Germany, and what direction is he taking with Bio<sup>M</sup>?

**PROF. DR. RALF HUSS**  
Managing Director Bio<sup>M</sup>  
CEO and Spokesman Bavarian  
Biotechnology Cluster



© Bio<sup>M</sup>



**Bio<sup>M</sup>:** You have been managing director of Bio<sup>M</sup> for over a year now. How was your first year?

**Prof. Dr. Huss:** It has certainly been very exciting. Over the past 25 years, during the tenure of my predecessor, a structure and culture has understandably developed at Bio<sup>M</sup>, which was and still is very closely linked to the name Horst Domdey. This applies both within Bio<sup>M</sup> and in the Bavarian Biotechnology Cluster, as well as in the external perception of the Bavarian Cluster. That's why it was initially a challenge, and it still is, to understand this "Domdey system", to naturally make use of it, but also to adapt it in some areas. I had never managed a cluster before; I come from a mixed academic-industrial background with extensive experience in big pharma, start-ups, medium-sized enterprises, and academia, both nationally and internationally. That's why I tried to maintain an external perspective in my first year while still settling in at the cluster and at Bio<sup>M</sup>.

**Has anything in particular surprised or challenged you in your new role?**

Bio<sup>M</sup> and the Bavarian Cluster have, one might say, organically grown over 25 years. One must first understand these structures, which means, for example, the steering committee with colleagues from Munich, Regensburg, and Würzburg. The cluster partners in the entire field of biotechnology, as well as other clusters like industrial biotechnology as an independent unit, the chemistry cluster, the nanotechnology cluster, and many more. Additionally, there's also, for example, the Council of German BioRegions, cooperation with BIO Deutschland in Berlin, and not least, the interface with the ministries and representatives of the Free State. That was also a new experience.

**What were the highlights of the past year?**

There were indeed many exciting moments, but especially the positive evaluation of the Bavarian Cluster in the perception of the outside world, whether at BIO International Convention in the USA or BIO-Spring in Basel or most recently at BIO-Europe here in Munich, where we had the honor of being local host. That was truly

impressive. We have appointed new scientific experts from all Bavarian universities and non-university research institutions to our advisory board. It's been around for a while, of course, but it also changes. However, what's new is that we have expanded it by adding financial experts and investors as well as experienced CEOs, such as Simon Moroney, former CEO of MorphoSys. The last highlight was the annual Bio<sup>M</sup> dinner with many participants and sponsors and the former President of the Robert Koch Institute, Lothar Wieler, as the guest speaker. I was very impressed by that.

**From ChatGPT to AI in medicine.**

**Everyone is talking about AI.**

**Is Bio<sup>M</sup> talking about it too?**

Of course. But not just because everyone else is doing it, but because we are deeply convinced that data, Artificial Intelligence, and Large Language Models like the famous ChatGPT will dramatically change, accelerate, and hopefully improve biotechnological research and development. We will launch the "AI4Biotech" initiative in the cluster and work on the use of Artificial Intelligence and data in biotechnology and drug development, as well as in the broadest sense. We will do this with partners. For example, with TUM Venture Labs or Helmholtz or the other expert panels, but also specifically with regard to the M1 - Munich Medicine Alliance or the Bavarian Highmed Agenda. We really want to do this for the patient and in a patient-centered way, as a kind of syndicate.

**How much remains analog, how much becomes AI?**

Like all things, there's currently a big hype around AI. This will level out, and I believe that in the next four or five years, the proportion of AI will be at least equal to the analog components. In some areas more, in others less.

**Aside digitization, big data and machine learning, what other current trends and developments do you see in the biotech sector?**

At Bio<sup>M</sup>, we have decided to conduct two cross-cluster projects this year. One involves the AI agency, and the other is

with the Cluster of Nanotechnology. These projects focus on mutual support and the expansion of each other's technologies. The role of the AI agency is quite obvious. With the Nanotechnology Cluster, we aim to develop the field of nanobiotechnology. At the same time, we will perform a technology impact assessment on the use of AI and data in biotechnology to be able to make a neutral estimation. Additionally, we will increasingly engage with the integration of traditional deep tech solutions and other innovative approaches. I don't know whether quantum computers will really play a role in this. I doubt it for the time being.

**How do you see the future of Bavarian biotechnology in general?**

It is, of course, my duty to look optimistically into the future. My very personal opinion indeed: I believe that our current position is truly excellent. We are aware of the increasing competition from other national and international clusters, but with the increasing consolidation of resources and capacities in and around Munich, and of course, throughout Bavaria, such as the already mentioned M1 - Munich Medicine Alliance, or the "Pandemic Preparedness" program, including the pharmaceutical giant Roche, will significantly accelerate the development of the Bavarian pharma initiative or biotechnology. However, we cannot address all topics, that is obvious, including what is being done globally. We undoubtedly have excellent focal points here, such as the future cluster of nucleic acid-based therapies and, of course, AI and the utilization of health data.

**What does this mean in a national and international comparison? Will Bavaria remain at the top of the biotech industry?**

Certainly, that's a clear yes. We, of course, do not want to lose, but nationally and internationally, we must and will position ourselves accordingly so that we can secure particularly sustainable transnational funding through targeted investments in this area. This means that, alongside promoting research in general, we need market-oriented translation, meaning we need to understand what the market needs. Where is it heading? What products can we sell in

the future? I would really like to position Bavarian biotechnology as a global product. Because we have extremely good clinical research facilities and networks in Bavaria. This means that we should be able to translate this into clinical applications with the appropriate financial resources.

#### What about competitors – what is Bavaria's strength?

We are also affected by the general shortage of young talent. We know this, we are aware of it. But in contrast to other regions of the world – we're talking about the elephant in the room, which is of course Boston in case of doubt – we still have many excellently trained scientists, engineers and technicians. That is certainly also a reason why we now have Google, Apple, and other high-tech partners, companies, global players here, who want to participate in exactly that. I believe we need to use this wisely to keep biotechnology internationally at the forefront.

#### Regarding Bavaria, what visions do you have for the Biotech Cluster? How far can it be expanded?

The Martinsried site is full, successfully full. We have many companies here, also in the Innovation and Start-up Center Biotechnology (IZB) and in the catchment area. But we must continue to strengthen Martinsried, also as a brand. Beyond that, a biosphere, an integration of other locations with other focal points. This certainly also means closer cooperation with Roche in the south, with Sandoz in the east, with Wacker in the city and other deep tech players that I have already mentioned. In other words, greater cooperation, and integration in this area, and for me, to be honest, also the abolition of the strict color theory, red biotechnology here, white there, blue, green elsewhere. So, I

believe we need to utilize and integrate the entire virtues of biotechnology with its techniques. It is of course pointless to say, we need more attractive and better political framework conditions.

#### What specific projects and topics do you want to advance with Bio<sup>M</sup>?

At the forefront is MAXL, our pre-foundation incubator and accelerator, which is certainly unique. It will start operating in the middle of this year. We find great interest in these specific offers for early founders, along with our entire start-up program. We will also continue to drive forward our communication activities and networks. We will start a new format that we call BayOConnect, "BayO" for Bavaria and biotechnology, and "connect" really for networking experts, partners, industry with academia, in order to seek dialogue at an early stage: also, on topics such as digitization and data usage. What is particularly important to me is the stronger involvement of academia. Sometimes you don't realize what treasures you are sitting on, also in terms of commercial use. This is something that is close to my heart. We are already in close talks with our physical neighbors here, whether it's Max Planck, Helmholtz, or the clinics. So again, a stronger network, a community building around MAXL, around other incubators and partners – these are the concrete goals we want to tackle next year.

#### How do you get in touch with start-ups or founders to be?

People meet up at the various programs we have, be it the BioAngels Pitch days, bootcamps or other events. It's always a colorful mix of already known, somewhat more mature start-ups and founders and those who just come along and say: "I've heard that you can also found a company."

So, it's diverse. But that's exactly the area we want to intensify: more communication, more networking, creating more offers and being open, listening and finding solutions.

#### Finally, what are your hopes for the coming years? For Bio<sup>M</sup>, but also for yourself personally.

As I already mentioned, I would like to see even more innovative start-ups, more networks, more dialogue. Start-ups and businesses that are sustainable, that also manage to overcome this "translation gap" because they are well and sustainably financed, with understanding investors. I would like to see more small and medium-sized enterprises, more successful SMEs. I would like to see more research-oriented pharmaceutical companies and biotech companies here in Bavaria rather than just sales organizations, which we of course also welcome and like to talk to. And really having more science here. And of course, I would like to see one or two big deals – be it just an M&A deal or maybe even an IPO again, preferably here in Europe. Not always just NASDAQ. We would, of course, take that too, but it would really strengthen the location.

You can listen to the full interview from our Bio<sup>M</sup> podcast series "Biotech Talk aus Bayern" in German at: [www.bio-m.org/Podcast/Interview\\_Huss\\_2](http://www.bio-m.org/Podcast/Interview_Huss_2)



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# INCUBATING FUTURE BIOTECHS

MAXL's role in shaping start-up success



Biotechnology stands at the forefront of scientific innovation, offering groundbreaking solutions in health, agriculture, and environmental sustainability. In this dynamic sector, the role of start-up incubators is pivotal, providing the crucial support that new ventures need to transform pioneering ideas into real-world applications. For over 25 years, Bio<sup>M</sup> has spearheaded scientific translation in Bavaria, with an impressive track record of supporting over 250 start-ups with its comprehensive portfolio of support programs and resources. Bio<sup>M</sup>'s start-up support has been instrumental in translating scientific research into practical applications, thus laying the groundwork for numerous start-ups in the biotechnology sector.

## A new era of support for biotech start-ups

2024 marks the beginning of a new era for biotech start-ups in Bavaria: Building on this foundation, the Munich Acceler-

ator Life Sciences & Medicine (MAXL) is set to launch, embodying a new mode of incubation tailored to the unique needs of biotech start-ups. Supported by a five-year funding of EUR 8.5 million from the Bavarian Ministry of Economic Affairs, MAXL is specifically designed to nurture pre-seed and early start-up teams. This incubator aims to overcome the challenges that many early founder teams face.

## The challenges of the critical pre-seed phase

The early phase of a start-up is often characterized by significant challenges: raising capital, building a robust network, navigating regulatory landscapes to transitioning from theory to practical implementation pose substantial hurdles. MAXL addresses these issues through a comprehensive support program tailored to the specific needs of young companies in the life sciences sector alongside a network of seasoned industry and financial experts. With

state-of-the-art laboratory spaces, inspiring co-working spaces, and access to a highly valuable network, MAXL creates ideal conditions for the development of innovative biotechnological solutions. The incubator's offerings also include intensive promotion of interdisciplinary collaboration, which is seen as key to success in biotechnology.

## The perfect addition to the start-up landscape

MAXL seamlessly integrates into Bavaria's vibrant start-up landscape, offering solutions that go beyond the capabilities of existing programs. By specifically focusing on the earliest stages of company formation, MAXL fills an important gap in the ecosystem.

The first promising inquiries from pre-seed projects have already been submitted, which are dedicated to a wide range of challenges and trends in current biotechnology: they produce innovative therapeu-

tics such as drugs in gene or cell therapy or vaccines. They develop next-generation diagnostics and diagnostic platforms. They offer biotechnology-based solutions in the bioeconomy and develop healthtech business models based on digital health, big data, machine learning and Artificial Intelligence (AI).

### First tenants drive DNA and RNA innovations at MAXL

The first early-stage ventures have already moved into MAXL and started their product development. **Leopard Biosciences** is focused on democratizing diagnostics by bringing the power of molecular testing directly to doctors and patients at the point of care. The start-up is commercializing a proprietary new CRISPR platform, which can detect multiple RNA and DNA biomarkers in a simple point-of-care test. This diagnostic platform, which combines the ease of use of Lateral Flow Assays with the accuracy and reliability of PCR, is expected to significantly improve medical care decisions in the future.

A further MAXL tenant is **RNATICS**, which is developing novel, carbohydrate-coupled oligonucleotide therapeutics to inhibit disease-causing RNAs in macrophages. Their new mode of delivery to immune cells enables access to organs previously not accessible to RNA therapy. The most advanced drug candidate, RCS-21, is currently in development for the treatment of lung inflammation after viral infections, such as influenza or SARS-CoV-2. The first-in-human phase I clinical trial is planned to start this year. In addition, they're working on expanding the application of their technology to chronic inflammatory diseases.

### The MAXL team

#### Dr. Petra Burgstaller

**Incubation & MAXL Co-Lead, Portfolio Management (3<sup>rd</sup> from left):**

„Our incubator MAXL creates optimal conditions for aspiring founders in the burgeoning sectors of life sciences and healthtech. With state-of-the-art laboratory spaces, inspiring co-working areas, and access to our valuable network, we provide the ideal environment to turn founders' visions into reality.“

#### Christina Enke-Stolle

**Incubation & MAXL Co-Lead, Partnership Management (1<sup>st</sup> from right):**

„With the Munich Accelerator Life Sciences and Medicine, we strive to provide real added value for founding teams in the pre-seed and early start-up phase in Bavaria. Our goal is to get many new and successfully positioned biotech start-ups off the ground by providing hands-on support.“

#### Dr. Jelena Milić

**Laboratory Manager MAXL (1<sup>st</sup> from left):**

„Founding a biotech start-up can be a complex task. We are delighted to provide the new MAXL teams with an environment tailored to their specific needs - offering knowledge, experience, and state-of-the-art equipment in a flexible and smart laboratory with strict quality management. This will increase their chances of developing and commercializing new solutions to improve quality of life.“

#### Regina Abendroth

**Program and Community Manager MAXL (2<sup>nd</sup> from left):**

„Digital technologies open up entirely new possibilities, especially in the life sciences. We see interdisciplinary collaboration as key. To this end, we at MAXL closely connect our start-up teams with experienced partners from various disciplines in industry and the finance sector.“

#### Madhura Khare

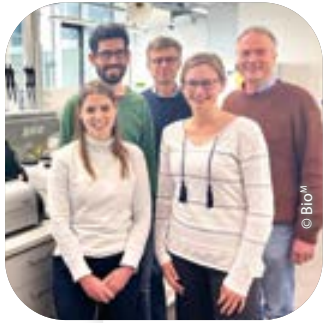
**Laboratory Technician MAXL (2<sup>nd</sup> from right):**

„I am delighted to join the MAXL team in April, eagerly looking forward to our involvement in accelerating innovative start-up projects and contributing to something greater.“



[www.maxl-biotech.org](http://www.maxl-biotech.org)





## RNATICS

### What idea did you bring into MAXL, and what makes your innovation unique?

We develop nucleic acid therapies against inflammatory lung diseases targeted to macrophages, specific cells of the immune system. This allows us to address and treat the underlying disease pathology of hyperinflammation.

### What do you see as the unique selling point of the MAXL incubator? What does it enable you to do?

Being able to use the lab space of the MAXL incubator enables us to accelerate our preclinical research to expand our indication pipeline. Furthermore, the network and experience-sharing with other likeminded start-ups with expertise in different areas is invaluable.



## Leopard Biosciences

### What idea did you bring into MAXL, and what makes your innovation unique?

At Leopard Biosciences, we are democratizing diagnostics by bringing the power of molecular testing to where it's needed most: in the hands of doctors and patients. We are developing a proprietary new CRISPR platform that enables multiplex detection of DNA and RNA biomarkers with the ease-of-use of a point-of-care assays and the accuracy and reliability of PCR. With Leopard, we aim to empower patients and healthcare professionals, simplifying patient care and radically changing how healthcare decisions are made.

### What do you see as the unique selling point of the MAXL incubator? What does it enable you to do?

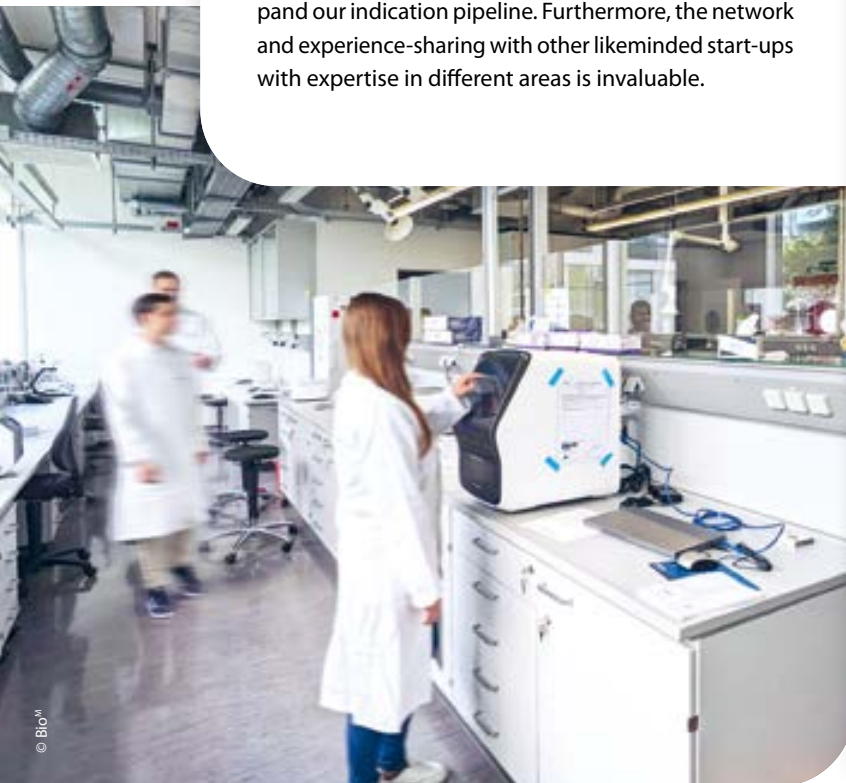
Being accepted into the MAXL incubator has been incredibly helpful and important to Leopard Bioscience on our start-up journey. MAXL has allowed us to move from idea and concept in the academic lab to working on product and technology development without any delay or time lost after founding the company. By providing instant access to a well-equipped laboratory with all the needed infrastructure, MAXL allows us to continue to develop our technology while we pursue external funding, which will eventually allow us to grow beyond MAXL and get our own laboratories.

#### RNATICS team:

*Dr. Johannes Schmidt, Prof. Dr. Stefan Engelhardt, Dr. Thomas Frischmuth, Dr. Sabrina Spiller and Christina Beck (clockwise)*

#### Leopard Biosciences team:

*Anja Albrecht, Dr. Mikkel Noerholm and Prof. Dr. Chase Beisel (from left)*



# MAXL – MUNICH ACCELERATOR LIFE SCIENCES & MEDICINE

Perfect conditions for successful start-ups

- Start-up incubator for life sciences and medicine of the future
- State-of-the-art laboratory infrastructure, co-working and community spaces
- Tailored incubation process & training programs
- Coaching and mentoring from experienced entrepreneurs and experts
- Partnerships with industry key players and strategic partners

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# DIGITAL TWINS OF THE LUNG

## Ebenbuild: saving lives with AI & physics

In Germany alone, more than 400,000 people require artificial respiration every year. One out of six patients develops life-threatening complications. Munich-based start-up Ebenbuild wants to change that. Its proprietary software uses computer tomography images and artificial intelligence to create a virtual, patient-specific model of the lung - a digital lung twin. The advanced technology predicts the best ventilation method for the patient in a personalized and precise manner. It's intended to help physicians better understand and manage the regional mechanical stress on the lungs of artificially ventilated patients, particularly those suffering from acute respiratory distress syndrome (ARDS).

ARDS is a severe, often lethal respiratory complication that usually occurs as a result of other disorders such as trauma, sepsis or also COVID-19. In fact, over 80 percent of deaths following a Covid infection are due

to ARDS. Fluid infiltrates the lungs, makes breathing difficult, and gas exchange is impaired severely. It affects one in ten patients in intensive care and around 23 percent of patients on respirators - more than three million people worldwide every year. Despite medical progress, around 40 percent of ARDS patients still die. Correct and rapid diagnosis and treatment of ARDS is crucial, but the relevant expertise is usually only available in specialized centers. This is where Ebenbuild comes in. The start-up from Munich develops personalized lung simulation models based on patient-specific data. These digital lung twins are used to improve the treatment outcomes of artificially ventilated patients. By calculating regional distributions of mechanical variables such as stresses and strain, Ebenbuild develops a novel AI- and simulation-supported computational method that makes ventilation therapy quantifiable for the first time.

### Using real-time data to save money and lives

Ebenbuild is a spin-off of the Technical University of Munich (TUM) from the Chair of Computational Mechanics, supported by the EXIST program of the Federal Ministry for Economic Affairs and Energy. The start-up was founded in 2019 by an interdisciplinary team led by Dr. Kei Müller, a mechanical engineer, and his TUM colleagues Dr. Jonas Biehler, Dr. Karl-Robert Wichmann and Prof. Wolfgang Wall. The idea arose from fundamental scientific research of almost two decades at the interface of medicine and engineering. "Our technology is based on two main components: AI-driven image analysis and physics-based simulation technology, which makes it possible to accurately model respiratory dynamics and tissue mechanics within the lungs," explains CEO Müller.



The standard methods currently used in mechanical ventilation are based on the patient's body weight. This process is often inaccurate and can lead to suboptimal results as it does not take into account individual differences in lung physiology and the specific condition of different lung areas. As Kei Müller explains, conventional methods require even experienced medical experts to adjust ventilators several times a day, requiring significant time and manpower for each adjustment. These repeated adaptations can lead to further lung damage if certain areas of the lungs are overstretched by non-personalized ventilator settings.

The innovative data-driven, simulation-based system developed by Ebenbuild goes one step further by creating a digital model of the patient's individual lungs. This model uses data from computed tomography scans to take into account not only the general structure but also specific damage in different areas of the lung. By analyzing the pressure and volume changes during the breathing cycle, the model can accurately determine the pa-

tient-specific mechanics of each lung and predict which ventilation settings could potentially be harmful. This precise twin model of the lung enables a customized and safer decision on ventilation settings in under an hour.

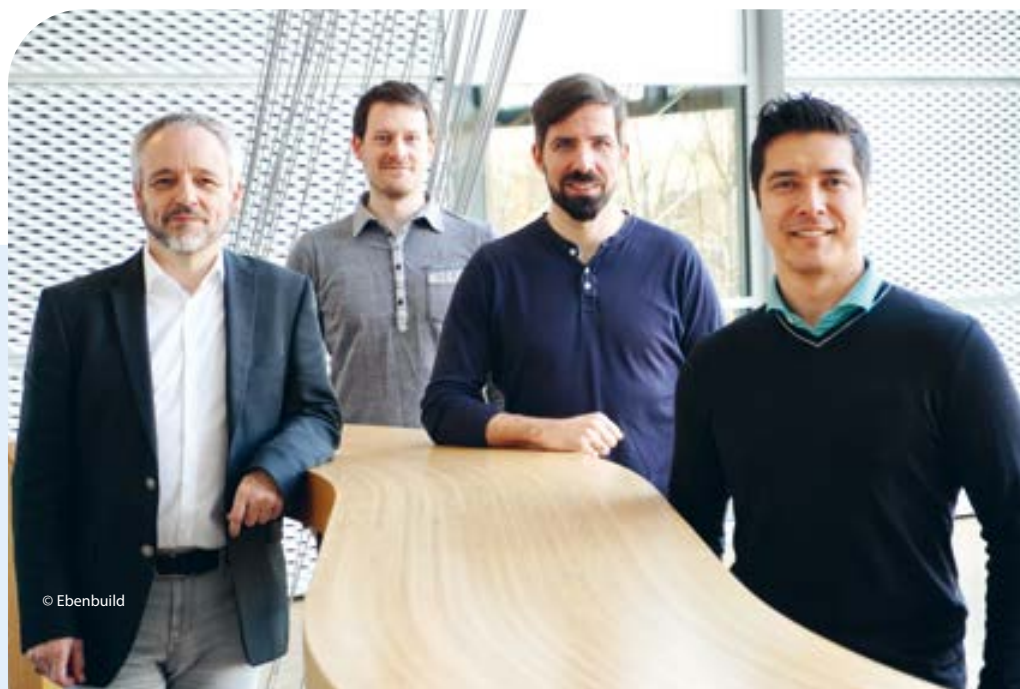
In addition, the approximately seven adjustments of the ventilation device per day could be reduced to five, which means around one hour of personnel costs per patient and day, resulting in significant time and cost savings. Furthermore, this more precise therapy approach ultimately leads to a shorter duration of artificial ventilation and therefore less stress for the patient. "Our aim is to shorten and improve the patients' treatment by using multi-modal data for precise predictions and fine-tuned adjustments," emphasizes Müller.

*Our aim is to shorten and improve the patients' treatment by using multi-modal data for precise predictions and fine-tuned adjustments.*

## Use in drug research

In addition to improving artificial respiration, Ebenbuild is extending its digital lung model technology to drug research in order to optimize the development of new therapies. Kei Müller sees great potential in using the technology to predict drug concentrations in clinical trials. This is particularly relevant for the administration of drugs via inhalation, where it is crucial that the active ingredient reaches the diseased areas of the lungs effectively. "By precisely simulating lung function and structure, we can predict how a drug will be distributed and which areas it will reach," says Müller. This enables targeted adjustment of the dosage and formulation of drugs to maximize their effectiveness and minimize side effects. In addition, the technology

Ebenbuild founders Prof. Wolfgang Wall, Dr. Karl-Robert Wichmann, Dr. Jonas Biehler and Dr. Kei Müller (from left)



“*Just do it and keep going!*”

can help improve the efficiency of clinical trials by providing more accurate data on how drugs work under different physiological conditions. Ebenbuild’s approach could thus play a key role in personalized medicine, particularly in the treatment of lung diseases.

### “Just do it and keep going!”

Getting to where Ebenbuild is today also meant a lot of work for the young company. The step into entrepreneurship and finding the right time for it was not that easy for Ebenbuild either. Müller benefited from his experience in the US, where he lived and researched for two years. His experiences there showed that founders are more willing to take risks and have a different start-up culture. Müller and his team adopted this culture when they faced the question: “Is it too early? Is it too late?” They decided: “We don’t know. But if we want to try out a start-up in our lifetime, then we have to do it now!” His advice for founders: “Just do it and keep going!”

As a key to success, Müller points to a good network, active engagement in various funding programs and successful participation in innovation competitions that offered not only financial support, but also validation and visibility. For example, Ebenbuild won prizes in Roche’s Future X competition, the EIT Health Catapult and the Science4Life competition. Müller still supports the latter as a reviewer. With this, he wants to give something back. Taking part in the Intel Ignite DeepTech Startup Accelerator was particularly valuable for Müller, as it gave Ebenbuild access to other founders and potential investors. Müller highlights: “The exchange with other start-ups is very valuable - both personally and for the company - even if the teams come from different disciplines. Everyone faces the same challenges in the founding process: How do you lead? What culture do you live?”

Müller considers the funding landscape, the diverse support programs and the investor landscape in Germany to be good, despite some criticism. Nevertheless, “it is necessary to show clearly and convincingly what the business model is”. The young team obviously did just that. Following seed funding of 2.5 million euros in 2022, Ebenbuild and other partners received up to 1.8 million euros in funding from the German Federal Ministry of Education and Research (BMBF) in November 2023 as part of the research project “Personalized

Lung Twins for the Treatment of Acute Respiratory Distress Syndrome” (UBIC). Ebenbuild is using the funding to collect and evaluate even more patient data in a large multicenter study. This study includes several leading medical centers in Germany. “The study began after several years of preparation and we plan to include a three-digit number of patients in order to comprehensively test our technology,” explains Müller.

### Admission in mind

The Munich-based team has just returned from a long tour through the US where they met the most renowned opinion leaders in the field at Harvard, Stanford and Cleveland. Müller is still impressed by how much time the experts took. Ebenbuild - the team has now grown to 25 employees - not only wants to expand to the USA, but also launch its approval-relevant study there in 2026, followed by a study in Germany.

When asked about his short-term plans, Müller is aiming to have his medical product established in US and European clinics in the next few years. Kei Müller expresses his expectations as follows: “If we have our product approved in three years and renowned institutions are using our services, then I would be extremely delighted.” However, Müller sees approval as just the beginning and emphasizes the importance of subsequently securing reimbursement in order to have a real impact on cost-intensive endpoints. Ebenbuild’s long-term goal is the innovations to be recognized as the new standard of medical care. “However, here we are talking about longer periods of time,” admits Müller. But goals are there to be tackled.



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# ON THE ROAD TO SUCCESS

## Tubulis, pioneer in ADC technology

Since its founding in 2019, Tubulis has embarked on a remarkable journey of success. Based in Martinsried near Munich, the start-up has established itself as a leader through its innovative platform technologies and the development of tailor-made antibody drug conjugates (ADCs) for solid and hematological tumors.

### Innovative platforms against cancer

The biotech start-up, founded and headed by CEO Dr. Dominik Schumacher, CSO Dr. Jonas Helma-Smets and CBO Dr. Ingo Lehrke, is a spin-off of the Ludwig-Maximilians-Universität (LMU) Munich and the Leibniz-Institute for Molecular Pharmacology (FMP) Berlin and aims to develop less invasive and more efficient cancer treatments - with a new generation of antibody-drug conjugates.

Tubulis has created a unique suite of technologies that combine a diverse range of targeting molecules, innovative payloads, and proprietary conjugation technologies to deliver revolutionary ADCs with superior, indication-tailored properties that address the main bottlenecks in the field, ADC stability, and payload-driven toxicity. The company is building a pipeline of highly differentiated ADC candidates that have the potential to significantly change the treatment paradigm in solid tumors by enabling durable responses and prolong overall survival in patients with a broad range of solid tumors.

### Success follows success

After successfully participating in various bootcamps to sharpen the business model, Tubulis received EXIST funding from the Federal Ministry for Economic Affairs and

Climate Protection in 2017 and won the m<sup>4</sup> Award, securing over EUR 500,000. The pre-seed competition, coordinated by Bio<sup>M</sup>, is designed to help academic teams from Bavaria to spin off and facilitate follow-up financing. After winning further start-up prizes, Tubulis closed a Series A financing round of EUR 10.7 million in July 2021 to further develop its technology.

Just under a year later, Tubulis secured EUR 60 million as part of its Series B financing. And the company kept going at an annual pace. In April 2023, Tubulis entered into a strategic license agreement with Bristol Myers Squibb. As part of the agreement, Bristol Myers Squibb received exclusive rights to Tubulis' proprietary conjugation platforms for the development of a selected number of highly differentiated ADCs for the treatment of solid tumors. The agreement includes an upfront pay-

ment of USD 22.75 million to Tubulis and potential milestone payments of over USD 1 billion for development, approval, and commercialization, as well as royalties on the resulting marketed products.

And Tubulis remains on the road of success: in March 2024, the company even successfully closed an impressive Series B2 financing of EUR 128 million, once again demonstrating the high level of interest in the field of antibody drug conjugates.

The proceeds are primarily intended to support progress in the clinical evaluation of next-generation ADCs from the Tubulis pipeline and to help achieve clinical proof-of-concept of the lead candidates TUB-040 and TUB-030. TUB-040 targets the tumor antigen Napi2b, a well-studied target in ovarian and lung cancer. TUB-030 targets 5T4, an antigen that is often overexpressed in solid tumors. The company recently presented comprehensive preclinical data for its two lead candidates at the Annual Meeting of the

American Association for Cancer Research (AACR) demonstrating the company's ability to create ADCs with unique biophysical properties allowing for continued and durable on-tumor delivery of the payload achieving high and long-lasting anti-tumor responses in vivo. The first candidate, TUB-040, is expected to enter the clinic in the near-term.

The new capital is also intended to fund the expansion of Tubulis' technology platforms

to identify novel payload compounds for the development of versatile and customizable ADCs. As new US investors come on board, Tubulis plans to strengthen its corporate presence by establishing a US subsidiary.

Tubulis' road to success appears to be just beginning. The team is undoubtedly at the start of a new chapter in its journey that will hopefully bring more exciting developments and breakthroughs in oncology.

“*Our goal is to establish Tubulis as a global ADC leader as we transition into a clinical-stage company and harness the full power of ADCs to bring their therapeutic value to patients with solid tumors.*”

DR. DOMINIK SCHUMACHER,  
CEO and co-founder of Tubulis



DR. DOMINIK SCHUMACHER  
CEO and co-founder (left) and

DR. JONAS HELMA-SMETS  
CSO and co-founder Tubulis

# HOW TO FOUND A COMPANY OUT OF ACADEMIA?

The transition from the academic world to the biotechnology industry offers a unique opportunity to transform scientific research into market-ready products and thereby to have a direct impact on society. But how can founding a company from academia be successful? What are the important steps and parameters? We asked experts for their assessment and advice.

**Bio<sup>M</sup>: Is there an optimal time point in an academic career to start a company and how do you rate access to a strong network such as Bio<sup>M</sup> and the Bavarian Biotechnology Cluster with specialized mentors?**

**Stefan Schrüfer**  
Co-founder,  
RevoBITs



**Stefan Schrüfer, RevoBITs:** In my personal opinion, and as long as you have full support from your supervisor, there really is no optimal time point to wait for. If there is a chance, take it! Nearly everything else can be finished at a later time point as well. The access to a strong network such as Bio<sup>M</sup> is invaluable for us since it allowed us to connect with experienced entrepreneurs who openly shared insights as well as dos and don'ts for that early company phase.

**Dr. Annette Janz, Helmholtz Munich:** It is difficult to pinpoint the optimal time in an academic career, as founding a company depends on many factors - personal, financial,

and of course, the maturity of the project and the underlying idea. Start-up networks such as Bio<sup>M</sup> and accelerator programs such as ELSA (Entrepreneurial Life Science Accelerator) with specialized coaches definitely play an important role in providing potential founders with knowledge in various areas such as IP, legal aspects, pitch training, and business model development.

**Dr. Henriette Maaß, NanoStruct:** The entrepreneurial journey out of academia usually starts with a new technological development and an idea of its value for a broader number of people. The optimal point of time to actually start the company is probably when the use case, or in other words the particular customers and how and why they will use the technology is clarified. In this context, networks as Bio<sup>M</sup> can be of tremendous importance since they can offer access and contacts to the potential customer groups thus allowing early discussions and feedback on the product and idea. Mentors can help as well, given their experience from the business side and their outside perspective. In general, in my opinion, a good network is one of the most important assets of an early-stage start-up.

**Dr. Sabine Klein, TUM Venture Labs Healthcare:** The optimal point in an academic career to start a company is probably when you are about to graduate. This is when you have the opportunity to put all your effort and dedication into it. As a young entrepreneur, it is crucial to be able to rely on a strong network such as Bio<sup>M</sup> and the Bavarian Biotechnology Cluster. Specialized mentors and experts pass on their extensive knowledge and know-how from their practical experience. You can't get that from a book or a video.

**Claus Schulte, CARMA FUND:** Interesting question, but I don't think there is an optimal time as the timing of a company's launch usually depends more on the circumstances and less on personal career planning. Don't forget that setting up a company is the result of expansive preparatory work. Early involvement in an efficient support network and co-operation with experienced mentors might provide a clearer vision of the path ahead and thus significantly improve the founders' chances of success. Bio<sup>M</sup> and the Bavarian Biotechnology Cluster are excellent at liaising between you and the experts.



**Dr. Annette Janz**

Head Innovation Management,  
Helmholtz Munich

**What role do funding programs and financial support such as the m<sup>4</sup> Award play in founding a company from academia? Can this ultimately be the decisive motivation and what additional measures and programs would you welcome?**

**Schrüfer:** I don't think that financial support such as the m<sup>4</sup> Award should be the decisive motivation to pursue the "start-up-road" since you need the intrinsic motivation to work through that early, often difficult phase. Nevertheless, such funding opportunities provide the needed leverage and often the only opportunity to bring motivated teams with great ideas closer to their goals.

**Janz:** For academic institutions, such public funding programs are essential for the further development and validation of a spin-off project to be able to attract investors. At Helmholtz Munich, we have also established an internal innovation fund through which we can support our most promising innovation projects. However, since in the life science sector one has to deal with very cost-intensive and long development times, I would welcome more public funding programs with sufficient resources for preclinical development.



**Dr. Sabine Klein**

Managing Director,  
TUM Venture Labs Healthcare

**Maaß:** Early-stage funding programs and awards generally require a business plan thus giving founders the need and opportunity to deal with the business concept, financing, and middle- and long-term perspective of the business idea. This generates the need to leave the technology perspective and slip into the business perspective. Early money from such programs can facilitate the start of a business tremendously and can help to bring more technology from science into applications. Nevertheless, programs like the m<sup>4</sup> Award can only finance a low number of start-ups. Besides more funding opportunities - which will always be helpful - also more opportunities to get in touch and learn about the possibilities of funding a company out of science throughout the academic career would help to bring more ideas from science into applications.

**Klein:** Funding programs and financial support are critical to the success of life science start-ups. Due to long development times, extensive validation in clinical trials, and highly regulated environments, start-ups can only survive if substantial funding is provided. The ability to raise money can be a decisive motivation for starting a business, but it is not the only one. For most life science entrepreneurs, a sense of purpose, such as curing certain types of cancer or helping children overcome other diseases, is a much stronger force. Funding is currently reliant on large business angels or VCs. Developing new funding opportunities for people like you and me with moderate financial backgrounds who would normally spend their private money on buying a house or investing in shares would open up new opportunities.

**Schulte:** The m<sup>4</sup> Award covers two critical needs of a budding start-up: cash and public attention. I think it is generally underestimated how expensive and outright difficult a fund-raising process can be. I myself have become aware of companies that were not on my radar before by attending the m<sup>4</sup> Award ceremony.

**Dr. Henriette Maaß**  
Co-founder & CEO,  
NanoStruct



### Can you describe the biggest challenges for academic founders, e.g. a smooth technology transfer?

**Schrüfer:** Breaking one's own bubble might be the biggest challenge. As an academic founder, you often come from a lab with mainly science-oriented people around you. But if you want to be successful as a team, you need a diverse team-mindset combining science, business, team building (as well as culture), and leadership.

**Janz:** The challenges can be very manifold. The founding team, for example, is very important and that the necessary expertise for the business is available in this team. In addition, there are the factors of e.g., IP licensing, financing, and access to the necessary infrastructure. At Helmholtz Munich, we have set up a framework of founder-friendly conditions to address and facilitate these issues.

**Maaß:** a) Leaving the mindset of a scientist to become an entrepreneur which means customers first instead of technology first and talking about where you want to go and your vision, not only down-to-earth facts (even though these are important as well). b) Finding the right level between talking about your technology to others, especially potential customers, and keeping the technology secret. Both are important and especially in the beginning, it can feel difficult to actually talk about and reveal your idea to outsiders. c) And last but not least, finding the best option to fund the start-up project.

**Klein:** The main challenges are the complex technological systems, the validation of clinical trials, and as discussed, the current risk-averse funding strategies in the EU. All these aspects have to be mastered by young teams. Flexibility, resilience, and open-mindedness are therefore crucial for success.

**Schulte:** The old saying that it's the people that count still applies today. Surround yourself with enablers and a great team. They will help you overcome all the usual obstacles, be it fund raising or negotiating IP rights. Finding the right supporters is often a bottleneck.

### How important is the protection of intellectual property for the successful founding and financing of a start-up?

**Schrüfer:** For us, IP was a crucial part of nearly all communications with investors. Both VCs and strategic investors are often interested if you can offer not only your vision and team but also IP (and an IP strategy) as added value. It also results in a stronger position for potential negotiations.

**Janz:** The protection of intellectual property via patents is one pillar for the successful financing and development of a start-up. For a successful funding acquisition in the life science sector, a valuable patent portfolio is particularly important due to expensive, long-term and risky developments with high attrition rates.

**Maaß:** It is very important, especially in a hardware business. Investors and funding programs often ask for evidence of the innovative and protected intellectual property. Getting ahead of competition by securing the IP is necessary on the long run. It is also very important to find the right moment for handing in a patent application: Too early when the product might still change can lead to a patent which offers only limited protection; too late might for instance lead to a situation where you want to hand out a sample of the product without protection of the technology.

**Klein:** IP protection is key for life science start-ups. If you can't rely on a solid protected technological base, the journey will fail. Breakthroughs such as CRISPR/CAS and CART would not have been possible without them.

**Schulte:** This is a prerequisite. Apart from software-based ventures and ventures with an exclusive access to data, I have not yet come across a life science company that has been financed without at least very basic patent protection.

### What role does direct access to venture capital play and how can networking between investors and potential founders be made even more efficient?

**Stefan Schrüfer:** The direct access to networking events and VC investors provided by Bio<sup>M</sup> clearly eases the way of communication. A warm introduction to potential investors or cooperation partners not only saves time but also increases the chances of success for both parties.



**Janz:** Venture capital plays an important role in start-up financing alongside others such as financing via strategic investors or business angels. There are already a number of formats such as pitch events and partnering conferences that aim to bring investors and founders together in order to build corresponding networks. To intensify such networking, it can be very helpful to obtain feedback on a project from investors at an early stage in order to take this input into account in further development and thus maintain contact and discussions accordingly until it is ready for investment.

**Klein:** As already mentioned, this is a fundamental role, especially in the field of life sciences! An open exchange between investors and potential founders at an early stage would help to strengthen the network. Clear management of expectations, such as what to expect and when, would help to make these relationships more robust.

**Maaß:** The development of products from medical biotechnology are often time consuming and costly, so in many cases venture capital is needed to get a product to the market. Direct access to networks of investors is a great option to get in touch with the right VCs. Moreover, in my experience, a direct matchmaking between start-ups and VCs where product stage and investment focus fit can be beneficial for both sides and make networking much more effective. Such matchmaking could for example be organized through a digital platform or directly by the organizers of a network.

**Schulte:** Bootstrapping a life science company is most often not an option, so building good relationships with VCs is key. Create a good pitch deck, work out the details and use your network for a warm handshake to a VC.

**Which future trends or technologies do you see as particularly promising for academic founders in the field of medical biotechnology?**

**Schrüfer:** As co-founder of a bioprinting start-up, I might be biased on this point, but I personally see huge potential in the combination of hardware, sensorics, and the evaluation of data with machine learning-driven approaches.

**Janz:** In terms of technologies, for example RNA-based therapies or gene therapies as well as the inclusion of AI and bioengineering in the development of new drugs, could bring promising new solutions to the market. Overall, however, regardless of the type of therapeutic or diagnostic approach, it is always important to keep the medical need and clinical

relevance in mind from the very beginning when developing a spin-off project and starting a company. This will contribute to convincing potential partners to support the new business.

**Maaß:** One of the most relevant problems that need to be addressed is the emergence and spread of multiresistant germs. While this might not be the most promising topic from a business perspective, I believe finding solutions to identify and combat multiresistancies will be one of the most important tasks in medical biotechnology in the near future.

**Klein:** Gene and cell therapy! We have promising academic results especially at our universities in Munich and Bavaria which now need to be translated into practice to improve patient outcomes. It would be helpful to scout for these and actively support the transition by opening up an entrepreneurial path for young researchers. These pathways need to be structurally implemented in universities and other research organizations.

**Schulte:** I don't believe that chasing fast-changing trends is a recipe for success in a field with long development times such as biotechnology. If you ask me, patient benefit must be the guiding principle for all new endeavors.



**Claus Schulte**  
Senior Investment  
Manager / Partner,  
CARMA FUND

# WE NEED TO LEVERAGE THE SYNERGY POTENTIAL IN MUNICH AND BAVARIA TO PLAY AT THE FOREFRONT INTERNATIONALLY

Nearly one in three children and approximately 60% of all adults in Europe are overweight and affected by its severe consequences. The central mechanisms of weight regulation have now been deciphered and drugs like tirzepatide can effectively treat or prevent obesity like never before.

Prof. Dr. Matthias Tschöp, talks about the new understanding of hunger and its regulation, his perspectives on health research trends and his vision for Helmholtz Munich.

## PROF. DR. MATTHIAS TSCHÖP

CEO and Scientific Director of Helmholtz Munich, Vice President of the Helmholtz Association for the Research Field Health and Humboldt Professor at the Technical University of Munich



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**Bio<sup>M</sup>:** With over 44,000 employees, the Helmholtz Association is the largest scientific organization in Germany and one of the largest in the world. What sets the Helmholtz Association apart? What is its unique formula for success?

**Prof. Dr. Tschöp:** I believe it is indeed the largest research organization in Europe and a key success factor. One of its unique selling points is its interdisciplinary approach, which is unparalleled on this scale. Physicists, chemists, environmental researchers, and physicians come together and collaborate on crucial major topics that demand a great deal of patience. Not surprisingly, one of our future topics in the Helmholtz Association is research into climate change. How can we slow down this change? How can we enhance resilience? How do we address this challenge in terms of social health? What solutions can we devise? When we make progress, it is very often a success of interdisciplinary interaction that new concepts are developed across centers with a wide variety of approaches. I believe that this happens in few places in Europe as it does in the Helmholtz Association. We are truly grateful for this.

**Researchers have identified key signaling pathways in cell-to-brain communication, thus deciphering the central mechanisms of weight regulation. This has led to the development of active substances such as the GIP/GLP-1 receptor antagonist tirzepatide, which represents a true medical breakthrough. How does tirzepatide work?**

Tirzepatide is a representative of these new drug classes that we have discovered, which have now been modified and further developed by the pharmaceutical industry and brought into the clinic. Tirzepatide is already approved in Germany for the treatment of type II diabetes. It is expected to be approved for obesity soon. This evolution towards these drug classes has been a story spanning three decades. We started back then at the beginning of the 1990s, with a discovery that came from America, the discovery of the satiety hormone leptin. This showed for the first time: yes, there are molecules that regulate and adjust our body weight. Until then, people thought that it had something to do with behavior and discipline. But that's not true. Obesity is

a genetic disease, and there are molecules that regulate our satiety, appetite, how many calories we burn, and leptin is one of them. Unfortunately, that wasn't the end of the story. Leptin alone didn't really achieve much as a drug approach. We then identified the hunger hormone ghrelin and saw that it sends a signal from the stomach and also acts like leptin in the brain to regulate satiety and hunger. Even that was not yet the breakthrough that really led to a medication. Our strategy was then to target several signaling pathways simultaneously, preferably with a single molecule, a kind of superhormone, which led to this breakthrough, and tirzepatide is a version of this that combines GIP and GLP. There are now three versions, GIP, GLP and glucagon. This actually enables people who are massively overweight to lose 20 or 30 percent of their body weight. That's more or less what a gastric bypass can do, except that in this case you inject it once a week with a very thin needle using a pen and don't have to call the surgeon. These gastric bypass operations can also save lives if obesity becomes very, very excessive. However, they are irreversible and come with risks and side effects. We are therefore pleased that it is now possible to normalize body weight in the case of obesity, just as it is possible to normalize high blood pressure. This is still not the end of the disease, because we are not curing anything, only adjusting, but we may be able to prevent type II diabetes in the future, and that is a major step forward.

**Tirzepatide, as well as the similar senaglutide, are manufactured and marketed by large pharmaceutical companies such as Lilly and Novo Nordisk. Does this always require market giants?**

Well, the initial ideas always come from discovery research, from science. That can be in a large pharmaceutical company, but I think they are increasingly moving towards acquisition and development, less research and development, so the responsibility often lies in the academic research landscape today. It's also a culture that we live by here on the campus near Munich. We really encourage everyone to think in this start-up direction, to find investors and to bring this as far as possible into the clinic, so that there is also added value for science, for the research center. It doesn't always have to be the big pharmaceutical

company. However, there is always a certain point where it is not possible without the pharmaceutical industry. These phase II trials, especially phase III trials, cost billions of euros before approval can be granted. These deep pockets are only to be found in the pharmaceutical giants. I think we also need to destigmatize them a little. Of course, it's all about commercial success, about money, about return on investment. But there's a lot of very high-class work going on in the development of these drugs. There is also a lot of idealism on the part of our colleagues in the pharmaceutical industry. Many of the drugs we have today that save lives every day would simply not exist if these large pharmaceutical companies had not taken massive risks.

**Apart from diabetes and obesity, what are the major health topics that will occupy science in the future?**

This great development has taken 20 or 30 years to finally lead to medication that normalizes body weight. 30 years ago, we would have thought that impossible. We need to get there faster. The pandemic has shown us that. We were very lucky that RNA research was so advanced that we were able to develop something that led to the vaccines. But the next challenge may give us less time. We simply have to become even more effective in developing solutions for "unmet medical needs", and there are several opportunities. For a start, we need more "engineering". We always say that it's not physicists who make airplanes fly, it's engineers. But in medicine, we lack that link between the basic researchers and our colleagues working in hospitals and clinics. Where is our engineering? That's what we need, and that's why we've established engineering on our campus as an essential part of our future program, so that we can develop really tangible solutions, new technologies and so on. Secondly, it's the digitization revolution that we hear so much about. However, I can only tell you that we are struggling every day to understand the opportunities and dangers associated with artificial intelligence, which is now an integral part of our campus. All our scientists are now using AI methods on a daily basis. That is great, that can accelerate, but can also sometimes distract us from the essential questions that we want to solve.

**AI plays a role in almost all scientific fields. What role do you see for AI and related technologies in the field of health research i.e. in the development of new medicines?**

I think there are huge opportunities ahead. Firstly, the significantly enhanced and optimized analysis of the vast amounts of data we are now generating. We can sequence individual cells, and the many data points that emerge create atlases for organs in humans, in health or in disease. Questioning these in such a way that we get the right answers helps us a lot when we use AI. Nevertheless, it goes beyond that. Machine Learning and Artificial Intelligence also help us to ask better questions earlier. We can save ourselves a lot of questions that we would have tried to answer experimentally in the past, because AI already helps us to predict what the right questions are likely to be. I think this is a good way of analyzing it, and AI also helps our colleagues in healthcare at university hospitals and university medicine to improve diagnostics and make therapy even more effective. Perhaps even in writing the doctor's letter, so that doctors have more time for patients again. There's so much going on right now that we have to be a bit careful about how we manage to bring it all together. In the cooperation between medicine and research, we always have ethics sufficiently in mind, where the boundaries need to be, where we have to set the limits. We need to be careful and not do everything that is possible. We have just established a working group at the Bavarian Academy of Sciences and Humanities, where all from the Munich area come together and try to tackle these issues between healthcare and research – where are the opportunities, where are the dangers, and exchange views on them. I think that's very important.

**What does Munich mean to you in terms of science and entrepreneurship for the life sciences sector?**

Of course, I'm somewhat biased because I was born in Munich, specifically Schwabing, and have spent most of my life here. Although I lived in the United States for twelve years, I've been back in Munich for quite some time now. Naturally, my affection for Munich and Bavaria runs deep. I firmly believe that we have a significant opportunity here, albeit within a limited timeframe. It's

essential that we strategically reposition ourselves in Munich and Bavaria to capitalize on the synergy potential inherent in this region. Without doing so, I believe we will have little chance of competing internationally. When we consider global developments, particularly in China and the USA, it's evident that only a handful of European locations will remain competitive in the future. In essence, we must recognize in Munich that our true competitors aren't in Heidelberg or Berlin, nor are they on either side of the Isar river.

Instead, we need to collaborate to identify our strengths, areas for consolidation, and opportunities where we can make a significant impact, particularly in key technology-driven research, in high-tech. Let's think about the high-tech agenda here in Bavaria, the AI initiative, and its interaction with the outstanding university medicine facilities here at the location. With two universities of excellence and two university hospitals, there's an opportunity that's truly unparalleled elsewhere in the world. That's why we recently established the "M1 - Munich Medicine Alliance", serving as an umbrella organization for both universities, university hospitals, Helmholtz, Max Planck, and Bio<sup>M</sup> – our entrepreneurial campus in the south of Munich. Through this initiative, we're setting up large platforms to facilitate essential functions like clinical trials, interface with the pharmaceutical industry, collaborations, a data cloud, ensuring both security and accessibility for research and patient data. It's about harnessing this enormous potential collectively rather than competing against each other. This presents a remarkable opportunity, and my heart beats for Munich, but I believe the next few years will be pivotal in determining whether we can maintain our leading international role in the future.

**You spent over ten years working at universities and pharmaceutical companies in the USA. What are the most significant differences between the research landscapes in the USA and Europe?**

The mood in the USA, the enthusiasm for research, the spirit of new beginnings, and the willingness to take risks - these are unbeatable. It's a completely different mindset: always thinking big, being very positive about the future, embracing risk-taking, embodying the "moonshot mentality". That's all great and fascinating. That's lack-

ing here, because in Germany, we tend to talk about how everything might not work and how everything is critically scrutinized. Nevertheless, I believe there are also great advantages in Germany when comparing cultures. The long-term nature of project funding, such as at Helmholtz Centers, where a scientific program is established that can then be run for seven years, is unique at this high level. Additionally, there is the possibility of close interaction with university medicine.

**How can we further improve in Europe? What did you try to establish here?**

We definitely tried to bring the momentum with us, a spirit of awakening. Our Pioneer Campus, which we founded here, aims to embody this ethos, and I think it has worked. There are some really great, internationally recruited groups who are dedicated to fostering this pioneering spirit, akin to what we often experience in the United States. The entrepreneurial mindset, or at least the opportunity for academic entrepreneurship, was brought along, and I believe this is an area where further development is needed. We should seek additional revenue streams by patenting our research results, creating value, and reinvesting funds into our research endeavors, rather than solely relying on taxpayer money. That's why we also have an incubator on our new campus, where we have an "entrepreneur in residence" situation, where entrepreneurial activities run in parallel with academic activities.

**Helmholtz is currently supporting young talents and start-ups with its Pioneer Campus. The aim is to promote internationally connected, cutting-edge research within the country. What exactly do you offer these young researchers?**

Well, I believe we genuinely offer them an attractive environment here at the center, where they enjoy the freedom, they need. While we do have a research program outlining key questions requiring solutions, it's not micromanaged. We can't bring the world's most creative minds here and then dictate which experiments to conduct. A lot happens through cooperation and interaction with the existing large institutes on campus. I firmly believe that works bottom up, not top down. We can facilitate

opportunities and foster communication to encourage interactions and interdisciplinary collaborations. However, we don't dictate the solutions they find, nor do we wish to.

**You've already founded a company yourself. What's your personal advice for anyone looking to venture into the biotechnological medical field?**

That was back in the United States, and I believe courage is essential. Of course, having relevant information and experience is crucial. It's often advisable to collaborate with experienced colleagues who have been through this before. It's certainly not easy. You can make many mistakes along the way. Fortunately, there are now numerous counseling programs available here in Munich.

The universities on our campus, as well as Bio<sup>M</sup> in the south of Munich, offer a variety of counseling programs. While there are plenty of programs available, it's important to consider them early enough and learn about the potential pitfalls and opportunities. Additionally, there are numerous funding programs for start-up companies, some of which are not exploited as much as they could and should be. So take the plunge, but not blindly, but well informed and with the right mentors.

**What goals and visions do you have for the Helmholtz Association, for Helmholtz Munich and the Pioneer Campus?**

I think that for the Helmholtz Association, climate change and environmental change

is a key issue where we need solutions. I strongly believe that interdisciplinarity can really help us to make internationally competitive contributions, particularly in the field of health research. This often involves building resilience and promoting adaptation. For the Helmholtz Research Field Health, we believe that it can be our task to help society move away from pure repair medicine. We all go to the dentist when we need to, rather than in time. I believe that we need to bring this into society, that there are now ways and means of recognizing illnesses long before they occur and therefore possibly being able to prevent them. It's worth investing in the preventive medicine of the future, in precision prevention, and then putting it into practice.

You can listen to the full interview from our Bio<sup>M</sup> podcast series "Biotech Talk aus Bayern" in German at: [www.bio-m.org/Podcast/Interview\\_Tschoep](http://www.bio-m.org/Podcast/Interview_Tschoep)



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CLINICAL RESEARCH



# BAVARIA AS A GLOBAL BIOTECH HUB

## Investments drive innovation

Bavaria continues to develop into a global center for biotechnology. This is underlined by the strong dedication to the location by leading companies such as Daiichi Sankyo, Roche, Minaris and MSD.

Daiichi Sankyo, for example, is investing around one billion euros to transform its site in Pfaffenhofen, north of Munich, into an international innovation center. The opening of Roche's new development center for gene therapies in Penzberg and a new building of Minaris in Taufkirchen, south of Munich, which is used for the development and production of advanced cell and gene therapeutics for the global market, reflect the strong commitment to innovation. MSD is setting an additional milestone with its continued efforts with more than 1,500 employees in Bavaria which significantly enrich the regional biotech ecosystem and contribute to the development of new biomedical solutions.

These initiatives reflect the dynamic growth and innovative strength of the biotechnology sector in Bavaria, thereby not only strengthening Germany as a business site, but also creating new jobs and driving the development of cutting-edge therapies in Bavaria.



## RENATE SPORRER

Chief Operating Officer

Minaris Regenerative Medicine GmbH

We are very excited that our new 5-storey production building with a total of 6,650 square meters is ready for operation this year. With this investment, we are doubling our capacity for contract development and manufacturing of cell and gene therapies (ATMP) located in the south-east of Munich. Access to qualified personnel was a crucial factor in the location decision. We are proud of our well-trained employees who want to help shape the future of medicine. With its biomedical ecosystem of companies, universities and schools for technical assistants, the greater Munich area offers ideal conditions.



## PROF. DR. NORA URBANETZ

Head of Daiichi Sankyo Europe Technology Unit

Daiichi Sankyo Europe GmbH

Bavaria plays an important role in the global biotechnology and pharmaceutical market. Thanks to its excellent infrastructure and a strong culture of cooperation between politics, science and business, Bavaria has developed into a leading location.

The combination of good universities with relevant degree programs, the presence of experienced companies for the planning and implementation of biotech projects in southern Germany and numerous biotech companies is also an important factor for us.

With our investments in Bavaria, we are making an important contribution to the further development of innovative new therapies. Reconciling ecology and economy, for example through the continuous expansion of renewable energies, is of central importance to us. In this way, we are taking a big step towards fulfilling our purpose of improving the quality of life for people around the world.



Roche continuously invests in growing and maintaining the value of its German sites. In 2023 alone, more than 350 million euros were invested in our innovative biotechnology competence center in Penzberg near Munich. Stable political conditions and an environment that rewards innovation are key prerequisites for our long-term investments. As part of its innovation strategy, the Bavarian state government has identified life sciences and healthcare as a focus area - a significant signal for Roche too. In addition, a site like Penzberg needs first-class and highly qualified employees. This is why we rely on strong partnerships with research institutions, colleges and universities as well as first-class in-house training. From Bavaria, we want to continue to contribute to the wellbeing of patients all over the world.

## PAUL WIGGERMANN

Roche Diagnostics GmbH

Site Head Roche Penzberg



Bavaria is a particularly important location for MSD in Germany. This is where we started our operations 60 years ago, and our commitment remains strong – with our head office in Munich and a production facility nearby. Bavaria provides the perfect ecosystem for pharmaceutical and biotech innovation because it has the science, the people and the industry. What sets the region apart is the excellent cooperation between the pharmaceutical industry, politics and scientific institutions. That's why we conduct so many clinical trials here, with more than 120 active study sites. Thanks to the favorable conditions, the number of participants in our trials is significantly higher than the national average. In order to give more patients access to innovative therapies, this model should be replicated throughout Germany.

## KEVIN PETERS

SVP & Managing Director

MSD Germany

# CLIMATE CHANGE IS A DRIVING FORCE BEHIND ALLERGIES

With abnormally warm weather as early as in April, pollen is flying longer and becoming more aggressive. The tick season is starting earlier, and new pathogens are also spreading in our latitudes. What effects does climate change have on our health, and what measures, including preventative actions, do we need? Prof. Dr. Claudia Traidl-Hoffmann's research focuses on human-environment interactions, particularly on allergies, the impact of climate change on health and the possibilities for resilience.

**PROF. DR. CLAUDIA TRIDL-HOFFMANN**  
Professor of Environmental Medicine at the University of Augsburg and Director of the Institute of Environmental Medicine at Helmholtz Munich





**Bio<sup>M</sup>:** According to the latest report by the European Climate Change Service Kopernikus, 2023 marked the hottest year in global temperature records since 1850. Could you begin by explaining how climate change is already specifically affecting human health? What direct and indirect consequences have you observed in your studies?

**Prof. Dr. Traidl-Hoffmann:** Yes, climate change has fully arrived when it comes to health. People are already suffering from climate change as we speak. It's exceptionally warm right now, and that's naturally something that adds to our concerns about the upcoming summer. But the pressing question is, how does climate change make us ill? In principle, you could say that just as climate change is upsetting the entire earth system, it is also upsetting the entire human system. Climate change really does make people ill, from head to toe. According to the World Health Organization, climate change is the greatest threat to health in the 21<sup>st</sup> century. Diseases impacted by environmental factors, known collectively as non-communicable diseases – including diabetes, cancer, lung conditions, and mental health disorders – are being increasingly aggravated by environmental changes linked to climate change. Neurological disorders such as Alzheimer's, multiple sclerosis (MS), and Parkinson's, along with chronic inflammatory diseases of the nervous system, are also escalating due to rising temperatures. Alongside these, the prevalence of allergies and vector-borne diseases transmitted by ticks and mosquitoes is increasing. This highlights the broad and complex impact of climate change on health. Furthermore, there are additional risks, such as illnesses acquired from swimming in increasingly warm waters, underscoring that the effects of climate change on health are multifaceted and extensive, more than can be comprehensively covered in a brief overview.

**How far back do you go in your considerations?**

Well, if you just take allergies and pollen, we can look back at data from the last 30 or 40 years and see that the amount of pollen has increased significantly in recent decades. We can also say that, in principle, we have

had this massive increase in allergies since the middle of the last century. Of course, it's not all solely due to climate change, but climate change is a very significant driving force behind allergies, for instance.

**In addition to the fact that climate-induced heat jeopardizes people's health and pollen is becoming increasingly aggressive, climate change also facilitates the spread of new pathogens in our latitudes. Can you give examples of new diseases that could emerge here as a result?**

An example is the West Nile fever virus. I learned in college that it's a tropical disease. Now it's endemic here. How do these new diseases reach us? They come to us because the vectors become native to our area: these are mosquitoes such as the tiger mosquito, the Anopheles mosquito. The tiger mosquito is quite annoying because it's active during the day as well. It now lives in the Rhineland, for example. But what will come even more are also the diseases that this tiger mosquito will bring with it, being – among others – Dengue, Zika and Chikungunya. These will also come to us. Diseases like the West Nile fever virus and leishmaniasis, which were not endemic here at all in recent decades, are now emerging. This also means, of course, that we need to train medical students in a completely different way. But not only do we have new diseases, but we also have more of what we already have, namely more borreliosis, more early summer meningoencephalitis. These are diseases that are transmitted by ticks, and something exciting is also happening here: namely the tick season is also expanding, meaning that the ticks are already active earlier in the year. This means that early summer meningoencephalitis is more of a spring meningoencephalitis and no longer an early summer meningoencephalitis.

**With regard to new pathogens and health risks, what preventive measures should be taken individually and at community level to strengthen resilience to these challenges?**

Now you have said one very important word: prevention, and the other one is resilience. Naturally, there are numerous

measures that we have to take because we also discussed various clinical scenarios. If you look at prevention and resilience in terms of heat, there is certainly real danger ahead. We need to take proactive steps here to save lives, because the people who die during hot spells don't have to die. They could actually by all means live longer. We absolutely need to take precautionary measures, and that starts with looking at which medicines are taken by people who fall into the vulnerable group, such as the sick and the elderly. We need to adapt these medications accordingly. Additionally, we must consider where the people who are vulnerable live, that we ensure that we supply people living in attic apartments with water so that they don't end up at home with kidney failure during the heat wave. There are many things to do in terms of prevention. But this process needs to start even earlier because resilience is a step further. Resilience means being prepared for these future events, and there is still much more to be done to improve overall health in Germany. The term "prevention" hardly exists in our healthcare system; we tend to focus on treating diseases rather than on promoting health. We are a "disease system" rather than a "health system". But we must ensure that a healthy population meets the next heat wave. And that's extremely important: we really have to ensure that people are healthy, and naturally that starts with nutrition.

**How do you assess the public's current perception and awareness of the effects of climate change on health? Are measures necessary here to improve public awareness and prevention?**

Absolutely. We've already achieved quite a bit in that regard. We, in the field of health sciences. There is a German Alliance for Climate Change and Health, called KLUG, which has achieved a great deal in this area. But we've also trained people in the field of medical studies who are now delivering these messages. There are many good books on the subject, but we are far from where we need to be. There are always people who say: Oh, climate change is doing something to my health? Then they look skeptical. That means that a lot of educational work still needs to be done here because when people realize there's

danger ahead, that's the first step toward prevention. If we now consider what the first headlines in the press on the subject of heat usually are: it's so warm, how nice, we can go to the ice cream parlor and the children can have fun splashing in the water. The danger of heat isn't yet in people's minds.

**You have been Special Commissioner for Climate, Resilience, and Prevention of the Bavarian Ministry of Health since last year. How are we positioned in Bavaria in terms of research and prevention, but also with regard to warning systems?**

A lot has happened in the Bavarian healthcare sector. Also, the Bavarian State Chamber of Physicians with its President, Dr. Gerald Quitterer, we as physicians have done a lot. There are many projects ranging from prevention to heat to the education of professionals and the public, and rising awareness in the municipalities. There are already plans for specific cities: Straubing, for example, is right at the forefront. In other words, a lot has happened in Bavaria in terms of education, but also in terms of concrete measures. You mentioned early warning systems. We have created something very unique in Bavaria. We have an electronic pollen information network that is something very unique in Germany and even in Europe. We have a close-knit network of automatic pollen monitors. Its results for Bavaria are actualized every three hours and made public via a pollen information service. So that means we are already doing quite well in this regard. But here in Bavaria, of course, there is still a lot to be done in terms of heat protection in the cities. The Bavarian Ministry of Construction has recently launched a competition on the topic of heat protection. There are a lot of good ideas and good work. But this is just the beginning of much more to come.

**Do you have specific demands for politicians to improve healthcare systems and prepare them for the consequences of climate change?**

The first thing is really prevention. That's the crucial point because we need healthy people. Prevention is still not too present in people's minds. Prevention also includes

the time I need to have for patients. At the moment, many patients don't even get an appointment with the doctor and if they have one, the doctor doesn't have enough time either. So, five minutes is already long. This means that we need to be able to better map the time that a doctor has with a patient. The topic of prevention is not yet listed on any billing form; in principle, it cannot be billed at all. That would be my demand, that we really bring the topic of prevention into the practices, to the general practitioners, so that there is also the possibility that the colleagues can address this at all. I always think about what I have to pay the craftsman for the time until he has repaired my heating, and a doctor only gets 30 euros per quarter for patients. I believe we are not asking too much when doctors are also paid for their services. But we don't have to reduce it to that. Our colleagues simply need to have the opportunity to take the time.

**Climate change is not a regional issue. How important is international cooperation in research and the exchange of best practices in order to effectively counter the global health risks posed by climate change?**

Yes, climate change is something that goes beyond borders, that's completely clear. Heat is naturally present here, but water scarcity is also something that affects us across borders. That's why we must approach the whole issue globally. I am on the scientific advisory board of the German government, the German Advisory Council on Global Change (WBGU), and we have written a report on the topic "Healthy Living on a Healthy Planet", where we addressed many aspects. What role can Germany play here? Germany can play a very, very central role here, also in negotiations at the United Nations, in its role within the G7. But, as we have discussed, there is an urgent need for governance. We must also prioritize this issue of climate change at a very high level, if I may say the first priority level, because the issue simply affects everyone. The very existence of humanity is under threat and therefore we must elevate this to a global level. This argument, that if we do something in Germany, it has little impact: if we look at the amount of CO<sub>2</sub> per capita, then we are in a very good

comparison with India. This means that if we change something here, it not only has a beacon effect, but actually a global impact.

**Do you have any further concrete positive examples here, for instance, with whom is cooperation and foresight particularly successful?**

I think we are doing quite well in some areas, in others we can become even more present. Interaction in the health sector, for example, is going very well, also with the United Kingdom, which is very good when it comes to climate change and health. It has been recognized that the health sector itself is a very large producer of CO<sub>2</sub>. In Germany, around 7 percent of CO<sub>2</sub> emissions come from the healthcare sector. That has been really well tackled in the UK recently, and they are really trying to reduce emissions. And the exciting thing in the healthcare sector is that most emissions occur outside the hospital: how people get to the hospital, and the question of supply chains. What products do we use and what waste do we produce in hospitals? In other words, cooperation with the UK is going very well here.

**What role do innovations and new technologies play in overcoming the health challenges posed by climate change?**

The solution regarding climate change can be envisioned as a mosaic, and technologies certainly play an important role there. However, we also must admit that naturally based technologies are very important. Elon Musk once organized a competition. You could apply for the best CO<sub>2</sub> saver or converter. A very clever person wrote, can trees also apply? It really is like that: we have many natural solutions such as moors, trees, and forests. We have so many natural possibilities. We must utilize them and, for example, restore marshes. Technology alone will not save us. We can't wait until we invent the technology that saves CO<sub>2</sub>. One very exciting technology that my husband always points out to me is "switching off the lights". Saving electricity is certainly a very simple technology. How can we ensure that we consume less electricity? So, we're not just always looking for alternatives.

Of course, we also need alternative energy sources, but how can we save? I think that's an important point.

**How optimistic are you regarding our ability to tackle the health challenges of climate change? What key strategies should be prioritized to ensure a sustainable and healthy future?**

First, I'm an optimist by nature. I'm sure that has its origin in my infancy. It's something that my parents passed on to me, which certainly also contributes to this, is a Christian spirit. So, I'm a very optimistic person by nature. Why is that? It's a gut feeling. I can see that when I try to push things forward, then I see so many people joining in and saying: "Hey, that's exactly

right, that's what we need!" We are traveling with so many people who have understood, and that's why I'm so optimistic. That's why I hope that this interview has inspired some people to take action. You are asking about the measures that need to be taken. I believe that if we simply always consider health in everything we do, if we see the energy transition as a health project, that will help us. There is also an established term for this, which is "health in all policies", meaning to consider health in all policy areas. When we plan a city, we should think about people's health. When we plan a road, we should consider how it can harm or promote health. If we do that, then we will be successful.

You can listen to the full interview from our Bio<sup>M</sup> podcast series "Biotech Talk aus Bayern" in German at: [www.bio-m.org/Podcast/Interview\\_Traidl-Hoffmann](http://www.bio-m.org/Podcast/Interview_Traidl-Hoffmann)



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# CROSS-CLUSTER PROJECTS IN BAVARIA

## Combining biotechnology with AI and nanotechnology

In an era where the boundaries between technology and biology are increasingly overlapping, Bavaria is taking a leadership role in fostering innovative cross-cluster projects. At the forefront of these initiatives are two groundbreaking efforts: the “biotechnology & AI” project and the “biotechnology & nanotechnology” project. These initiatives embody Bavaria’s vision of merging leading technologies to unlock new dimensions of medical and technological capabilities.

### **Biotechnology & AI: utilizing data and algorithms to pioneer the medicine of the future**

The ongoing development of Artificial Intelligence (AI) and Large Language Models (LLMs) has potential to revolutionize a wide range of industries, and biotechnology is no exception. In biotechnology, AI offers many opportunities for improving research, development, and healthcare processes, but also poses challenges.

AI can quickly analyze biological data to identify drug candidates, predict efficacy, and simulate drug interactions. It also aids in identifying disease-specific biomarkers for early detection and tailoring personalized treatment plans. In addition, AI further speeds up drug development by repurposing existing compounds.

Alongside the multitude of such opportunities, navigating AI in healthcare also presents challenges. There are significant legal and ethical hurdles to clear, compliance with stringent data protection laws and regulations is paramount, and validation of as well as trust in AI-driven healthcare solutions is crucial. Beyond that, acquiring the necessary expertise to effectively implement and manage AI applications in this sensitive field remains a challenge in this dynamic intersection of technologies.

Therefore, Bio<sup>M</sup> and the Bavarian AI Agency are collaborating on a cross-cluster project to advance the application of AI within biotechnology. The project aims to support

Bavarian companies in the application of AI in their individual context, to develop key topics, showcase concrete use cases and provide guidance, and to create a network among biotechnology companies and AI solutions providers.

Through tailored formats featuring experts from both Bavarian AI Agency and Bio<sup>M</sup> networks, the knowledge exchange on the selected key topics will be facilitated. The goal is to offer insights into AI applications and associated regulatory implications. Eventually, the project offers a practice-oriented overview for companies with specific implementation needs.

### **Biotechnology & nanotechnology: synergies at the intersection**

In recent decades, the research and development fields of biotechnology and nanotechnology have each developed enormously, forming increasingly large intersections. Initially inspired by break-

throughs in biocompatible materials like carbon nanotubes and biopolymers, these innovations are revolutionizing applications in drug delivery and the packaging of complex substances like chemotherapy agents or viral nucleic acids into nanoparticles, such as core-shell systems and non-viral nanovesicles. Already employed in functional imaging and biosensors (think lab-on-a-chip), this nano-packaging also underpins the development of the mRNA COVID-19 vaccine, showcasing the power of merging these technologies.

However, this example shows how complex and crucial reliable supply chains and economically oriented plans for upscaling are. The further integration of innovative and disruptive technologies, such as AI with its neural networks and LLMs for the comprehensive use of (health) data, as well as quantum technologies, is being used more and more at the interface between biotechnology and nanotechnology.

With its long-lasting support for respective cluster organizations, the Bavarian Government has positioned itself at the forefront of these fields for many years. Furthermore, there is an increasing number of companies that are acting at the technological interface between biotechnology and nanotechnology. Some of these companies are VC-financed spin-offs from Bavarian universities and research institutes. Joint cooperation is particularly important to guarantee the success for start-ups and SMEs within these innovative sectors.

The collaboration between biotechnology and nanotechnology has the potential to create significant long-term value for Bavaria and added value for companies due to the already available expertise. This enables the (further) development of high-precision diagnostic and therapeutic procedures, even in the field of prevention. It includes targeted drug delivery, nanoscale imaging processes or the research and nanoscale development of nanorobots.

The “biotechnology & nanotechnology” project explores the significant overlap between these two advanced fields of research and development. The integration of innovative and disruptive technologies at this interface, including digitization and quantum technologies, opens new avenues for the development and refinement of highly precise diagnostic and therapeutic approaches.

This project aims to link the competencies of both clusters for long-term success. This includes identifying relevant stakeholders in Bavaria, evaluating topics, deriving actions, and developing joint projects. The outcomes of these efforts will be summarized in a publicly available roadmap.

## Outlook and contact

Both projects, running for one year in 2024, represent crucial steps toward reinforcing Bavaria’s leading position in biotechnology and related technology fields.

Through these initiatives, Bavaria is intensifying its commitment to a future where biotechnological and technological innovations go hand in hand, promoting both economic growth and enhanced health solutions. These projects not only propel the region’s scientific capabilities but also secure its place as a hub for biotechnological advancement and collaboration.

## For further information and specific inquiries get in touch with us:

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Further information at:  
[bio-m.org/cross-cluster-projects](https://bio-m.org/cross-cluster-projects)





# BIO-EUROPE IN MUNICH

## Bavaria's biotechnology takes center stage for the 5<sup>th</sup> time

Situated in the heart of Europe, Bavaria has evolved into a recognized hub for biotechnology over the last 25 years. It is increasingly acknowledged as one of Europe's leading clusters in life sciences, characterized by a robust and diverse ecosystem. In 2023, Munich once again demonstrated its pivotal role by hosting BIO-Europe, Europe's premier partnering conference for the biotech sector.

BIO-Europe attracts industry leaders, innovators, investors, and researchers from around the world. With nearly 6,000 participants and 3,000 companies from over 60 countries conducting close to 30,000 partnering meetings, the conference set record figures. BIO-Europe presented itself once again as the ultimate gathering for global biotech innovation in the heart of Europe.

Bavaria's biotech cluster was prominently featured with various receptions, panel discussions and a cluster tour, showcasing its significance as one of the most vigorous and successful German locations in all aspects of the life science industry. The Bavarian Pavilion at BIO-Europe 2023 was a focal point, reflecting the remarkable presence of over 30 Bavarian cluster companies in a prime location. Each one showcased their advanced technologies, innovative solutions, and impactful research.

This success is attributed not only to Bio<sup>M</sup>'s efforts, but also to the strong backing from various partners, accelerators, institutions within the Bavarian Cluster, as well as the support from the Bavarian Ministry of Economic Affairs and the City of Munich. It's truly a success story spanning five conference editions in Munich.

### The Bavarian Biotech Cluster: fostering innovation globally

Bavaria's biotech strength is not just about technological progress; it's about the dynamic ecosystem that encourages innovation, collaboration, and entrepreneurship. With top-tier research institutions, modern infrastructure, and a conducive regulatory framework, Bavaria offers an excellent platform for biotech companies to excel.

The cohesive network of industry players, investors, academia, and government entities in Bavaria promotes seamless collaboration, enhancing the region's influence on the global biotech stage. The BIO-Europe conference in Munich further solidified the city's and Bavaria's reputation as this innovative biotech hub.

With events like BIO-Europe, Bavaria's position as a key player in the global biotech industry is increasingly reaffirmed and recognized. The conference was a clear testimony of Bavaria's global impact and the collaborative ethos that defines its biotech community. As we look ahead, Bavaria's biotech cluster continues to grow and innovate, driving the sector forward both locally and internationally.

### Record-breaking success of BIO-Europe 2023 in Munich:





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# INVEST IN BAVARIA

## Support for growth in Bavaria and around the world



**Invest in Bavaria and Bayern International have been supporting companies for over 25 years, both in setting up and expanding in Bavaria as well as in entering new markets worldwide. This expertise is also valued by numerous companies in the biotechnology sector.**

While Invest in Bavaria, the Business Promotion Agency of the State of Bavaria, has created a total of 2,300 projects and thus over 60,000 jobs in Bavaria since it was founded in 1999, Bayern International brings Bavarian companies to around 60 trade fairs and organizes around a dozen delegation trips every year.

Bayern International and Invest in Bavaria are subordinate to the Bavarian Ministry of Economic Affairs and support companies with their expansion plans from their joint office in Munich's Werksviertel district, which opened in autumn 2022.

### **“Weltweit dahoam”: international trade fairs and delegation trips**

Bayern International stands above all for international networking. The programs give Bavarian businesses the opportunity to explore more than 30 countries worldwide. If you want to get to know a target country in depth and make local contacts, the delegation trips on offer are the right thing for you.

Bayern International also organizes and manages Bavarian Pavilions at many renowned trade fairs, usually in prominent locations. Companies, partners and organizations that book a stand benefit in several ways:

- joint appearance under a strong umbrella brand
- turnkey exhibition stand
- comprehensive trade fair organization
- financial support from the State of Bavaria
- access to the “Bavarian Lounge”

The next planned trade fairs in the biotech sector include BIO 2024 in San Diego in June, Thailand LAB INTERNATIONAL in Bangkok in September and AUSBIOTECH 2024 in Melbourne end of October. Various trade fairs are also planned for 2025.

### **Are you looking for a business location, access to talent, funding, or effective networks?**

Many biotech companies want to locate or expand in Bavaria. Invest in Bavaria sees itself as a guide to help them expand

smoothly to or in Bavaria. Invest in Bavaria helps companies to integrate into Bavarian network structures in order to receive individual support and effective knowledge transfer. All this is free of charge and strictly confidential.

Businesses benefit in particular from the following points:

- support in setting up and finding a location
- information on funding opportunities
- development of effective networks
- support in the search for qualified talents

### **Win-win through collaboration**

Thanks to the global network of over 30 Bavarian representative offices abroad, Bayern International and Invest in Bavaria have extensive contacts to key international markets directly on site. Businesses also benefit from this when they make use of the programs and services of Bayern International and Invest in Bavaria.

Success comes from focusing on the essentials. Biotech on the rise? Internationalization, networking and expansion? Bayern International and Invest in Bavaria are available as competent partners in accordance with the principle “Talk to us first” to achieve more together.

**Further information is available at**  
<https://www.bayern-international.de/en>  
[www.invest-in-bavaria.com/en](https://www.invest-in-bavaria.com/en)





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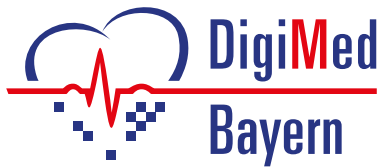
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The DigiMed Bayern research project delivers steps towards big data-supported healthcare in the field of cardiovascular disease, the most common cause of death worldwide. The flagship project runs from 2018 to 2024 with a total funding of around EUR 24.5 million from the Bavarian State Ministry of Health, Care and Prevention. DigiMed Bayern aims to contribute to the prevention of heart attacks and strokes through improved assessment and prediction of disease risks, followed by targeted prevention, diagnosis, and therapy. For this purpose, extensive health data are collected, enriched, and analyzed. In the project, Bavarian's world-leading university hospitals collaborate with research institutes in the fields of epidemiology, biology, and biochemistry, as well as data sciences and IT infrastructure. This is complemented by legal and privacy research and contributions to ethical questions and sociological issues.

### Successfully delivered: HerzFit App with >110,00 downloads and Vroni study, now with German extension

Since its launch in April 2022, the HerzFit app has been downloaded more than 110,000 times. The free tool supports citizens and patients in their effort to lead a healthier lifestyle. It is based on the individualized use of health data for risk assessment and coaching in the fields of nutrition, exercise, stress, and smoking, completed by a wealth of high-quality information about heart



# DIGIMED BAYERN

## Future medicine, individual and data-driven

health. HerzFit brings cardiovascular prevention into everyday lives – also indirectly with the optional and anonymous data donation for charitable research.

The Vroni study has already examined over 21,000 children in Bavaria for hereditary familial hypercholesterolemia (FH), the most common congenital lipometabolic disorder with a significantly increased risk of serious vascular occlusion, heart attacks, and strokes already in early adulthood. If recognized and treated early in life, FH carriers can expect an almost normal life. Despite the estimated 300,000 FH carriers in Germany, only less than 5% are diagnosed! The Vroni study pioneers early FH identification and treatment in the context of routine pediatric checkups of children aged 5 to 14 and provides an overall blueprint for FH standard care implementation in Germany. To date (April 2024), 580 pediatricians from across Bavaria are participating, and out of over 21,000 tested children, 222 individuals were identified to be FH carriers. The Vroni study, which has also been conducted in Northern Germany since 2024 with additional funding, continues to identify FH carriers and also their affected relatives, and intensifies the education and coaching of parents, children, and pediatricians for FH awareness and better adherence to treatment guidelines.

### Further impressive project milestones with multi-omics, big data and IT infrastructure

DigiMed Bayern contributes first-hand to the availability and use of patient data from clinics, epidemiological studies, and health insurers. This data is then enriched with large-scale molecular “multi-omics” analyses (genomics, transcriptomics, proteomics, and metabolomics) of biosamples. Integrated data analysis reveals exciting molecular insights, promising starting points for the identification, validation, and future medical use of biomarkers for early and personalized diagnosis and treatment of cardiovascular diseases, up to new drug targets. DigiMed Bayern shows that the datasets of > 2,2 million health insured people have great value as “real-world data” to supplement randomized clinical trials (RCT's) and



### Please contact the DigiMed Bayern Executive Management at Bio<sup>M</sup>:

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help optimize our healthcare system – under trustworthy conditions and paying back with benefits for health insured citizens. DigiMed Bayern's activities in generating, analyzing, and applying big data require novel compliant, secure, performant, and collaborative IT infrastructure. The project faced this challenge and officially launched the “DigiMed Bayern Secure Cloud” at the Leibniz Supercomputing Centre in December 2023. Based on those activities, the project also triggered the establishment of a comprehensive “Bavarian Cloud for Health Research, BCHR”, which was approved by the Bavarian Cabinet in March 2024. DigiMed Bayern continues to build sustainable and ethically justifiable long-term services for stakeholders in the field of medical research and development.

To date, DigiMed Bayern has already contributed to approximately 80 high-ranking, peer-reviewed scientific publications and medical guidelines.

Visit [www.digimedbayern.de/en/](http://www.digimedbayern.de/en/) for further information and stay tuned on LinkedIn via #DigiMedBayern for news and events!



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# LIFE SCIENCE CENTERS IN BAVARIA

## Leading regional hubs

Bavaria is home to a dynamic, innovative, and highly successful biotech scene that never fails to impress, with hubs in Munich, Regensburg, Würzburg, Straubing, and the Nuremberg metropolitan region. Biotech companies – start-ups and established enterprises alike – benefit from the region's optimal conditions: proximity to academic research institutions, service providers and technology parks. In addition, they can rely on the support of the respective cluster organizations regarding any biotech-related topic.

The cluster organizations support the biotech community with their extensive network of companies, universities, research institutions, university hospitals, chambers and associations, investors, funding agencies, consultants, and other stakeholders in the respective clusters and beyond.

### Würzburg

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

Cluster organization: Innovation and Start-up Center (IGZ) Würzburg  
Incubator: IGZ Würzburg (>5,000 sqm)

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



### Regensburg

The Innovation Center and Start-up Center on the campus of the University of Regensburg offers state-of-the-art laboratories as well as comprehensive technology services.

Cluster organization: BioPark Regensburg GmbH for BioRegio Regensburg & Healthcare Regensburg managed by BioPark  
Incubator: BioPark Jump (>18,000 sqm)

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



### Munich

The cluster organization Bio<sup>M</sup> is the central point of contact for the biotechnology sector in Munich and Bavaria and is located in Martinsried, the heart of the Munich Biotech Cluster. The cluster has a strong focus on health, particularly personalized medicine. Bio<sup>M</sup> supports Bavarian biotech companies at every stage. Especially for founders, Bio<sup>M</sup> has developed a unique, tailor-made support program. In addition, Bio<sup>M</sup>'s incubator "MAxL" provides selected pre-seed and early-stage start-up teams with the perfect environment and exclusive high-end infrastructure. Bio<sup>M</sup> also offers a wide range of services and events.

Cluster organization: Bio<sup>M</sup> Biotech Cluster Development GmbH

Incubator: MAxL (900 sqm)

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





### Erlangen and Nuremberg

The European Metropolitan Region Nuremberg is an internationally leading location for medical technology. As one-stop-shop Medical Valley offers a broad variety of services to accelerate time-to-market for healthcare innovations.

Cluster organization: Medical Valley

Incubator: Medical Valley Centers in Erlangen (>5,000 sqm) and Forchheim (>2,300 sqm)

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

### Straubing

The BioCampus in the port of Straubing focuses on creating value from biobased resources, biomass logistics and start-up management. In close vicinity to the TUM Campus Straubing for sustainability and biotechnology, it offers lab space, offices, start-up and business support and industrial plots.

Cluster organization: BioCampus Straubing GmbH

Incubator: TGZ Straubing (4,000 sqm)

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



### IZB Martinsried and Freising

The Innovation and Start-up Center for Biotechnology (IZB) in Planegg-Martinsried (focus on medical biotechnology) and Freising-Weihenstephan (focus on life sciences) is one of the leading biotechnology centers in Europe and offers young biotech start-ups 26,000 sqm of modern building infrastructure for biotechnology.

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



# 25 YEARS OF BIOPARK REGENSBURG

## Successful innovation cluster in Eastern Bavaria

In 1999, BioPark Regensburg went into operation with its first laboratory building and is now the second largest center of its kind in Bavaria with 18,000 sqm. Together with the sister company TechBase, over 30,000 sqm of usable space is available in the two technology and start-up centers on the university campus in the city on the Danube, which has a population of 175,000. For years, studies have shown Regensburg to be one of the fastest-growing and most dynamic municipalities in Germany. One reason for this was and is the city's consistent economic development, which has played a key role in shaping the innovative local location with an active cluster and economic policy.

“Small but fine”, with this motto we have repeatedly achieved in bringing together the important decision-makers in the cathedral city across all parties and jointly launching innovative projects. All measures were able to be realized with funds from the EU, the federal government, the State of Bavaria, the city of Regensburg and equity capital. As a company in the city of Regensburg, BioPark Regensburg GmbH has been able to develop a very successful cluster policy beyond its pure leasehold business in the Regensburg BioRegion, a region in Eastern Bavaria certified with the silver label in accordance with the European Cluster Excellence Initiative. In particular, the interdisciplinary linking of biotechnology with other industries and cross-cluster approaches with the other three certified clusters on site have led to more and more new activities in the industry, for example in sensor technology or artificial intelligence.

Today there are over 66 companies with 5,671 employees active in the Regensburg BioRegion, over ten times more than 25 years ago. During this period, 71 start-up companies were successfully founded, including very successful ones such as Geneart, which today belongs to Thermo Fischer Scientific and employs 310 people at two locations on site.

Over the past 25 years, our companies have raised EUR 839 million, half as equity and a quarter as venture capital or funding. Success has many parents. The location is directly on the university campus, surrounded by two universities and four clinics. The consistent support from the city of Regensburg and the State of Bavaria. A self-supporting BioPark Regensburg GmbH with an annual turnover of EUR 5 million. The local players from universities and business as well as of course the successful start-ups with their innovative approaches.

With our latest project “Healthcare Regensburg – managed by BioPark”, with the support of the State of Bavaria, the next interdisciplinary “healthcare industry” cluster was set up in the region, in which 23,500 employees recently generated EUR 2.9 billion in turnover in Eastern Bavaria. “BioPark Jump”, an accelerator program and incubator, initiated targeted support for start-ups in this field. With the BioPark Innovation Prize at the Regensburg universities, the BioPark 8 Brain Network in which successful start-ups are available as mentors, and the Digital Start-up Initiative Oberpfalz, a lively start-up ecosystem has been created in Regensburg.



© BioPark Regensburg

### DR. THOMAS DIEFENTHAL

is Managing Director of BioPark Regensburg GmbH and Vice President of the German Association of Innovation, Technology and Business Incubation Centres (BVIZ) in Berlin.



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# THE SUCCESSFUL INNOVATION CENTRE MADE IN REGENSBURG



## Health Industry of Regensburg

- 2.9 billion Euro turnover
- 23,500 employees

## Cluster BioRegio Regensburg

- 66 companies
- 5,671 employees

## BioPark Regensburg

- 18,000 sqm area
- 37 companies, 690 employees
- 71 start-ups since 1999
- flexible leasehold concept & single offices
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- located on the University Campus
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# IGZ WÜRZBURG

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Würzburg offers great potential in the life sciences. The Innovation and Start-up Center (IGZ) Würzburg has been a key player in the development and networking of the science and business location for over 20 years.

Opened in December 2001, the IGZ Würzburg is the largest start-up center in Lower Franconia with a focus on the life sciences, offering technology-oriented start-ups around 2,500 sqm of lab space and 3,000 sqm of office space at start-up-friendly prices. Currently, 20 companies with around 300 employees use this infrastructure offering, which is supplemented by free services in the areas of consulting, coaching, qualification and networking.

Thanks to an excellent university and non-university research landscape, Würzburg is a strong address in the life sciences. Special areas of focus include immuno-oncology, cell therapy, systems immunology, RNA-based infections, cardiology and regenerative medicine.

This is also reflected in the most recent additions to the IGZ Würzburg, such as T-CURX GmbH (<https://t-curx.com>), which develops cellular immunotherapies, or Toleris Biotherapeutics GmbH, which develops therapies for autoimmune diseases.

The IGZ Würzburg connects regional research institutions and companies in the field of life sciences and supports their visibility through the BioRegion Würzburg platform ([www.bioregion-wuerzburg.de](http://www.bioregion-wuerzburg.de)). As a location partner in the Bavarian Biotechnology Cluster and a member of BIO Deutschland, it ensures networking throughout Bavaria and Germany.

The close cooperation between the IGZ Würzburg, as part of the network of three local start-up centers, with the Technology and Start-up Center Würzburg (automation, robotics & space technology) and the Center for Digital Innovations Mainfranken, promotes cross-industry business models in the life sciences.



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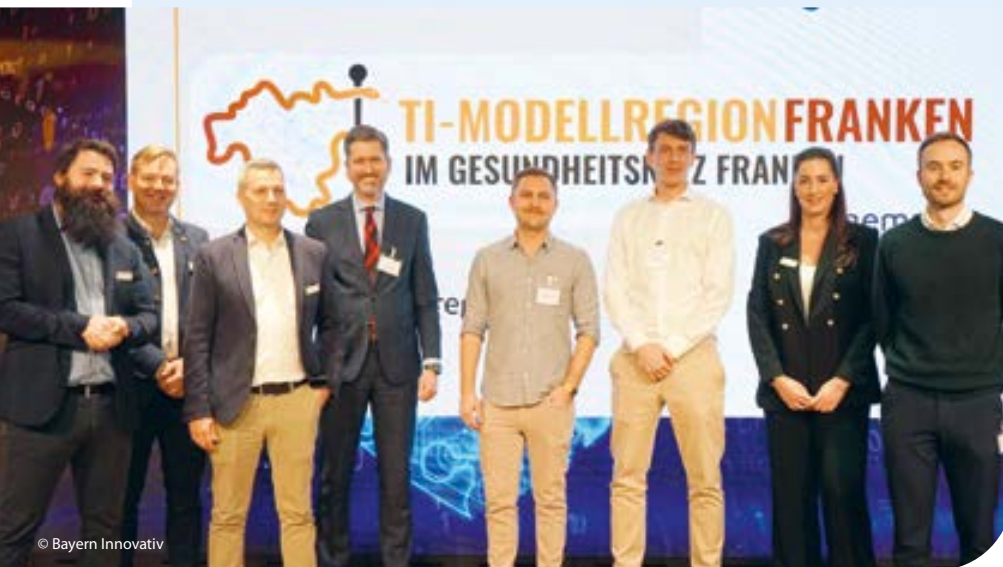
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# MEDICAL VALLEY

## Innovation through cooperation

Medical Valley EMN was selected as one of 15 top clusters by the BMBF in 2010, and has been an official Digital Health Hub of the BMWK since 2017. In projects such as the TI Model Region Franconia, Medical Valley is working with partners to promote the digitization of healthcare.



### „TI-Modellregion Franken“

The „TI-Modellregion Franken“ consists of the consortium Bayern Innovativ Gesundheit, Medical Valley EMN e. V. and Monks - Ärzte im Netz GmbH. The overarching goal is to establish and pilot digital applications and services of the telematics infrastructure in practice operations. The pilots are monitored by the model region office and the experience gained is scientifically evaluated.

Basic piloting began in February with the TI applications e-prescription, KIM, ePA and Authenticator. A total of over 80 different service provider institutions tested the TI applications in everyday healthcare in the following months.

Together in a cross-sector pilot network, experiences, best-practice usage scenarios, and also hurdles in dealing with the TI applications were collected.

“Getting the applications of the telematics infrastructure into healthcare requires cooperative action and the sharing of experiences. Together, Franconia is taking the step towards a digital healthcare system”, explains Larissa Wolf, Project Manager at Medical Valley EMN e. V.

The TI model regions of Franconia and Hamburg met at the DMEA at the beginning of April with the aim of overcoming the challenges of digitization in order to not only improve healthcare in general, but also to consciously focus on the patients.

Looking ahead to the next few months, we can expect further pilot projects as part of the TI model region. This could be the TI messenger, the TI gateway or the ePA for all. Regardless of which TI application is tested in the future, the aim will always be to improve the day-to-day care of service providers.

### Medical Valley start-ups

Start-ups and up-and-coming young companies are essential components of the cluster and, with their innovative strength, make a significant contribution to improving healthcare in the future.

**tVNS Technologies GmbH** has been active in the field of neurostimulation for 20 years, more specifically in the field of transcutaneous vagus nerve stimulation. An important milestone has now been reached, as one of the company's products is the first and currently only non-invasive vagus nerve stimulator in Europe certified in accordance with the new Medical Device Regulation for the treatment of patients with diseases such as epilepsy, depression, Parkinson's or migraine.

Jörg Trinkwalter, joerg@tech.t-vns.com

The **Curie Science Center** develops innovative medical software that seamlessly integrates personalized medicine into cancer early-detection. Our approach combines advanced digital technologies with deep medical expertise to create personalized offerings. These solutions are designed to integrate seamlessly into our existing healthcare system. This enables efficient and accessible personalization within the cancer screening programs that systematically addresses the needs of each individual patient.

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**Interherence** was founded at the intersection of physics and biology, uniquely merging technologies based on advanced light microscopy, nanofabrication, and integrated photonics. The aim is to enable researchers to accurately explore complex biological systems such as living cells, proteins, AAVs, and EVs in reliable settings: “By providing components of our key technologies as add-ons for academic use, we facilitate the development of thorough analytical solutions for both applied research and industrial applications, defining our path forward.”

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# DRIVING BIOTECH INNOVATION AT THE IZB

## IZB start-up companies reach important milestones in 2023/24

The Innovation and Start-up Center for Biotechnology (IZB) located at the Martinsried and Freising-Weihenstephan campuses is a profound source of dynamic research, as the current developments of over 40 start-ups demonstrate. "Significant financing, groundbreaking partnerships and ongoing and planned clinical studies speak for the excellent quality of scientific research at the sites," says Christian Gnam, the Managing Director of the IZB, when summarizing the 2023/24 period.

### Important financing and partnerships

In August 2023, **Bind-X**, an industrial biotech company, secured EUR 10 million from well-known investors in Germany and abroad in a Series B financing round. These funds will support the further growth of Bind-X, which focuses on biotechnological solutions for alternative weed control in agriculture, ecological dust suppression in the mining industry and reduction of bitumen in road construction in order to drive forward the decarbonization and biologization of established industries.

**Atriva Therapeutics**, a clinical-stage company, signed an exclusive reverse merger agreement with the Canadian company Biocure Technology, Inc. in September 2023. Following successful completion, the merged company will continue Atriva's business. This strategic move underscores

Atriva's commitment to fighting severe RNA virus infections through innovative therapies that target the host cell.

The ADC company **Tubulis** has seen remarkable developments. In April 2023, the start-up announced a strategic partnership with Bristol Myers Squibb. In March 2024, Tubulis reported the successful completion of Series B2 financing amounting to EUR 128 million. The proceeds will primarily be used to advance Tubulis' pipeline of next-generation ADCs (antibody-drug conjugates) into clinical development and to provide clinical proof of concept for the two lead product candidates TUB-030 and TUB-040. Preclinical studies with TUB-030 and TUB-040 show high efficacy and a broad therapeutic window. The start of a Phase I study with TUB-040 is expected in 2024.

### Developments and innovative research from the IZB

In November 2023, **SciRhom**, a pioneering biotech company specializing in the development of first-in-class therapeutic antibodies, submitted a clinical trial application (CTA) for its lead candidate – an antibody that targets a key switch in various autoimmune diseases.

**Thermosome**, a drug development company specializing in targeted tumor therapies, announced in February 2024 that it is start-

ing the next dose-finding Phase I trial with the drug candidate THE001. The independent Data Safety Monitoring Board assessed that the first dose level was safe and well tolerated. Patients will be enrolled in the open, interventional Phase I dose escalation study at the Helios Clinic Berlin-Buch and the LMU Clinic, Munich.

**Eisbach Bio**, a clinical-stage biotechnology company developing a new class of cancer drugs, announced in March 2024 that the Cancer Focus Fund is investing USD 4.5 million to support a Phase I/II clinical trial of Eisbach's lead drug candidate, EIS-12656. The trial will be conducted at the MD Anderson Cancer Center in Houston (TX, USA). The IND (Investigational New Drug) application for EIS-12656 has been approved by the US Food and Drug Administration (FDA).

### IZB under new management

An important innovation also affects the IZB itself. In April 2024, Christian Gnam took over the position of Managing Director. He replaced Dr. Peter Hanns Zobel, who headed the Start-up Center for 28 years.

CHRISTIAN GNAM  
Managing Director IZB



# Artificial Intelligence & Digitalisation



AI-based technologies are revolutionising advances in medicine which are reflected in the ever-increasing number of intellectual property rights being registered in the sector. As one of the major and most prestigious law firms in the field of intellectual property law in Germany, Maiwald specializes in a broad range of technological fields, most particularly digitalisation & AI, pharmaceuticals, and biotechnology. Working in interdisciplinary teams, our experts support start-ups, small and medium-sized businesses, and large pharmaceutical concerns with sound and creative solutions to the legal challenges posed by this fusion of technologies. Drawing on our extensive expertise at the interface between life sciences and digitalisation, our patent attorneys and attorneys-at-law help you, the client, find customized solutions and obtain optimum protection for your IP.

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- › Employee Invention Law
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### Sectors

- › Pharma & Biotech
- › Organic Chemistry & Polymers
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- › Food & Agriculture
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### Strategy

- › IP Consulting
- › IP Search
- › UPC

### Your contacts:

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21Dx GmbH is a pioneer helping to fight the pandemic with high-quality test and vaccination services in Germany. Entrepreneurship and experience enable a combination of a fast and custom-fit implementation of all available technologies and end-to-end quality managed processes. We continue to develop and provide future pandemic solutions, but also offer further services in the healthcare sector, such as medical call centers and low threshold, highly localised medical services.



## 2bind GmbH

BIOTECH DNA & PROTEIN ANALYTICS

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4SC is a clinical-stage biopharmaceutical company developing small-molecule drugs that target key indications in cancer with high unmet medical need. 4SC's pipeline is protected by a comprehensive portfolio of patents and currently comprises one drug candidate in clinical development: resminostat. 4SC had 46 employees as of 31 December 2021 and is listed on the Prime Standard of the Frankfurt Stock Exchange (FSE Prime Standard: VSC; ISIN: DE000A3E5C4).



## AATec Medical GmbH

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AATec Medical is a biotech startup based in Munich. We develop novel biopharmaceuticals based on recombinant alpha-1 antitrypsin (AAT), providing broadband mode of action for the treatment of pulmonary inflammation and infectious diseases, such as respiratory virus infections, ARDS and allergic asthma. Our products are administered by inhalation using protein nebulization technology. AATec is run by seasoned executives from the biopharmaceutical industry and experienced medical experts.



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## ABF GmbH

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ABF is an accredited (ISO 17025, GLP) bioanalytical contract research laboratory with almost three decades of experience in method development, validation and application in the field of biomarkers and biomonitoring. The lab has particular experience in the analysis of compounds within clinical and toxicological studies by application of LC-MS/MS and GC-MS(/MS). Since end of 2001, ABF provides its services to corresponding industry, academic and governmental institutions.



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## abf diagnostics GmbH

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abf diagnostics develops, manufactures and markets products and solutions for the collection, storage and onsite analysis of biological traces and samples. Our strategic focus lies on innovations in pre-analytics and decentralized testing. Our second business area comprises contact-less digital methods for the detection, identification and documentation of biological or chemical traces.



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## Actarmo Medical GmbH

BIOTECH DEVICES & REAGENTS

Actarmo is a technology focused Contract Research Organisation supporting small to mid size pharmaceutical, biopharmaceutical and device companies in development of respiratory products. With our highly experienced team we offer GMP laboratories as well as consultancy activities.



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## advanceCOR GmbH

BIOTECH THERAPEUTICS & DIAGNOSTICS

advanceCOR is a biotech company focusing on personalized medicine in cardiovascular diseases. Revacept, a biological drug (lesion specific inhibitor of atherothrombosis) has completed a phase II trial in patients with stroke and cerebral vascular syndromes and a phase II clinical trial for the treatment of coronary artery disease.

Further preclinical candidates are under development.

advanceCOR is financed by MIG AG, KfW, Bayernkapital, HTGF, Occident and Bio<sup>M</sup>.



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ADVITOS has developed the CE-marked & globally patented ADVOS technology (ADVanced Organ Support) the only therapy worldwide offering multi-organ support integrated in one single device, supporting all 3 main detoxification organs simultaneously: liver, lung and kidney. ADVITOS was founded near Munich in 2005 by renowned nephrology & multi-organ support expert Dr. Bernhard Kreymann who was instrumental in establishing the previous gold standard of organ support by single-pass albumin dialysis.



## Aenova Holding GmbH

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The Aenova Group is one of the leading companies in the global pharmaceutical and healthcare industry. The group's portfolio of services covers the entire value chain for the development and production of all the main dosage forms and product groups in the field of medicines and dietary supplements. Aenova operates 15 manufacturing facilities located within Europe and the United States. More than 4300 employees contribute to the group's success.



## Agrobiogen GmbH

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Agrobiogen focuses on and is experienced in the application of molecular-genetic techniques in livestock animals (especially molecular-genetic diagnostics). Detection of pathogens like BVDV, as well as parentage control of animals, SNP genotyping and analysis of DNA markers are offered as a service for breeders, veterinarians and companies.

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## Alexion Pharma Germany GmbH

PHARMA & CHEMICAL INDUSTRY

Alexion, AstraZeneca Rare Disease, is the group within AstraZeneca focused on rare diseases, created following the 2021 acquisition of Alexion Pharmaceuticals, Inc. As a leader in rare diseases for 30 years, Alexion is focused on serving patients and families affected by rare diseases and devastating conditions through the discovery, development and commercialisation of life-changing medicines. Alexion Pharma Germany GmbH is based in Munich, Germany.



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## ALGORA Gesellschaft für Medizin- statistik und Vertriebssysteme mbH

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Algora offers a broad range of services for phase II-IV clinical trials as well as for observational studies in Germany, with key competencies in study start-up, clinical monitoring, data management, and statistical analysis. Experienced in oncology and infectious diseases since the first days of the company in 1989, we later gained additional expertise in immunology and entered the field of nutritional studies while we continued to cultivate strong relations with the medical community.



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Amgen is one of the worlds leading biotechnology companies with more than 22,000 employees in nearly 100 countries and a 40-year history. Worldwide, millions of patients with serious or rare diseases benefit from our therapies every year. Our drugs are used in nephrology, cardiology, hematology, oncology, bone health and chronic inflammatory diseases. In addition to original products, our portfolio also includes biosimilars. We have a diverse pipeline. Amgen GmbH in Munich was founded in 1989. Today, almost 650 employees work here with a focus on clinical research, regulatory affairs and the distribution of pharmaceuticals.



Research GmbH

## AMGEN Research (Munich) GmbH

BIOTECH THERAPEUTICS & DIAGNOSTICS

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Amgen Research (Munich) GmbH (formerly Micromet GmbH) located in Munich, Germany has been part of Amgen since March 2012 and is Amgen`s largest R&D site outside of the U.S. The site has about 200 employees and is specialized in the development of the "Bispecific T cell Engager" (BiTE®) antibody constructs for innovative cancer therapies. Amgen is one of the world`s leading biotechnology companies with more than 22,000 employees in nearly 100 countries and a 40-year history.



## AmplexDiagnostics GmbH Gesellschaft für molekularbiologische Diagnostik

BIOTECH THERAPEUTICS & DIAGNOSTICS

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## AMS Advanced Medical Services

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AMS specialises in Global Drug Development, are market leaders in Health Economics and Public Health Benefit Assessments of pharmaceuticals, as well as HTAs and Relative Effectiveness Assessments for medical devices. AMS can provide market access programs in Europe and field force services in German speaking countries. The comprehensive suite of AMS services also include ePRO solutions, strategic consultancy and staff development training.

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## AMW GmbH, Arzneimittelwerk Warngau

PHARMA & CHEMICAL INDUSTRY



AMW GmbH is an innovative, and steadily growing pharmaceutical company situated nearby Munich, the capitol of the Free State of Bavaria in Germany. Although still a small to medium-sized enterprise, we already act globally by providing licensees to partners throughout the world. Our partnering resp. licensing focus is the development, manufacture and distribution of medicinal products for indications such as oncology, neurology and pain treatment.

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What drives us at AMW is the fact, that despite significant progress in the treatment of severe diseases with highly active drugs, there are still several unmet needs in various therapeutic areas. Thus we strive for the development of a leading technology platform to achieve the maximum benefit for the patient by significantly improving the patients adherence to the prescribed course of treatment. The base of our technology is to provide a prolonged therapeutic effect with the benefit of having lesser side effects and lower consumption of the active pharmaceutical ingredients. One example from our portfolio is a biodegradable implant, that will be applied subcutaneously by an applicator with an automatic needle-retraction mechanism.

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## Analytisches Forschungsinstitut für Non-Target Screening GmbH

LIFE SCIENCE / CHEMICAL INDUSTRY



AFIN-TS was founded in 2018 as spin-off from TUM and provides research as well as important services and consulting around MS based non-target screening (NTS). Drug production processes as well as drug production origins/sources can be monitored by NTS. Thus, NTS can be used to characterize unknown/unexpected organic compounds in these or to track changes in the chemical composition (e.g. impurities, fake compounds, etc.) along treatment processes. R&D for (plant) metabolomics offered in own lab.

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anteris medical supports Pharma and Biotech companies with the development, quality control and approval of their products. Our expertise in the fields of requirements management, quality control and risks management, usability engineering, Alliance Management as well as approval accompanies the products through the entire product life cycle. anteris medical brings together the experience of its founders and employees with medical products, combination products and in vitro diagnostics under one roof.



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The future of chronic pain with Adezunap. Apurano is a bio-nanotech company in Wargau/Bavaria with its late stage lead candidate ADEZUN-AP (nano CB1 receptor agonist) against chronic pain. 1.7B people suffer from chronic pain globally and 78% are unsatisfied with their treatment. FDA and EMA have declared it as unmet medical need. Apurano's nano production technology PuranoTec allows best-in-class bioavailability of insoluble APIs. Apurano is vertical integrated with own GMP production, R&D, GLP lab & clinical Phase 1 center. Apurano gained 5 research grants.



## ASPHALION, S.L., Zweigniederlassung München

CRO

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ASPHALION is a Scientific and Regulatory Affairs consultancy firm with offices in Barcelona, Madrid, Munich and London. Founded in 2000, ASPHALION now consists of a team of over 100 professionals offering services to Pharma and Biotech companies in Drug Development, Regulatory Strategy, Medical and CMC Writing, Regulatory Submissions, eSubmission, Pharmacovigilance and Training. ASPHALION operates in a global environment with regulatory submission expertise mostly in EU and North America.



## Assay.Works GmbH

BIOTECH THERAPEUTICS & DIAGNOSTICS

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Our mission is to accelerate our partner's research programs by developing and executing predictive and scalable assays to quantify the bioactivity of novel chemical and biological entities. We combine scientific rigor with our domain expertise in laboratory automation, informatics, and industry best practices to turn challenging assays into quantitative, reproducible results.

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## Astellas Pharma GmbH

PHARMA & CHEMICAL INDUSTRY

Astellas Pharma Inc., based in Tokyo, Japan, is a company dedicated to changing tomorrow by improving the health of people around the world. We focus on oncology, anti-infectives, urology and transplantation as prioritized therapeutic areas while advancing new therapeutic areas and discovery research leveraging new technologies and modalities. The German headquarters are based in Munich. Located here are sales, marketing and medical.



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## Aurigon GmbH

BIOTECH PRECLINICAL SERVICES

AURIGON is an independent CRO offering a full range of in vivo and in vitro non-clinical services. These services include, but are not limited to: PK/PD, ADME, bioanalytics, toxicology and safety pharmacology in all species used in toxicity testing. We're big enough to provide a full service, but small enough to fully adapt to your needs. AURIGON operates offices in Munich and state-of-the-art GLP- and GMP-compliant facilities at its ATRC Aurigon Toxicological Research Center near Budapest.



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## Axolabs GmbH

BIOTECH PRECLINICAL SERVICES

Axolabs is the leading research and development organization for oligonucleotide therapeutics and nucleic acid medicines. Based on the foundations of the former Roche Center of Excellence for RNA Therapeutics, we leverage our world-leading know-how and 20 years of experience to provide high-end preclinical solutions and consultancy tailored to your specific needs.



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## BAP Pharma GmbH

PHARMA & CHEMICAL INDUSTRY

BAP Pharma Group are global leaders in clinical trials supply, specializing in comparator sourcing and secondary packaging/labelling. BAP Pharma is well placed to understand your clinical trial needs, deliver on our promises and known for innovation, expertise, ethics and dedication to providing excellent and bespoke customer service. With the newly founded site in Höchstädt, Bavaria, BAP Pharma is even closer to serve customers of the pharma and biotechnology communities.



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## baseclick GmbH

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Baseclick GmbH was founded in 2008 as a spin out of the LMU in Munich by Prof. Dr. Thomas Carell. Baseclick utilizes the “click chemistry”, discovered by the Nobel laureate Prof. Dr. Barry Sharpless, and developed a wide range of nucleic acid modification products, e.g. EdU proliferation kits, labeling of nucleotides and preparation kits for “Next Generation Sequencing” (NGS) and for the development of RNA-based drugs. baseclick GmbH out-licensed this technology to leading companies worldwide.



BAVARIAN NORDIC

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## Bavarian Nordic GmbH

BIOTECH THERAPEUTICS & DIAGNOSTICS

Bavarian Nordic (BN) is a fully integrated biotechnology company focused on the development, manufacture and commercialization of life-saving vaccines. We are a global leader in smallpox and monkeypox vaccines. Our commercial product portfolio furthermore contains market-leading vaccines against rabies and tick-borne encephalitis. BN was founded in 1994 and is headquartered in Denmark. The company has more than 500 employees in Europe and USA and is listed on the Copenhagen Stock Exchange.



## Baxter Deutschland GmbH

PHARMA & CHEMICAL INDUSTRY

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



## Beckman Coulter Biomedical GmbH

BIOTECH THERAPEUTICS AND DIAGNOSTICS

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Beckman Coulter develops, manufacturers and markets products that simplify, automate and innovate complex biomedical testing. Our diagnostic systems are found in hospitals and other critical care settings around the world and produce information used by physicians to diagnose disease, make treatment decisions and monitor patients. Scientists use our life science research instruments to study complex biological problems including causes of disease and potential new therapies or drugs.



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## Bencard Allergie GmbH

PHARMA & CHEMICAL INDUSTRY

Bencard Allergie GmbH is the Munich based, German subsidiary of Allergy Therapeutics plc. (Worthing/UK). As a global company, we specialize in the research and development of allergy treatments since 1934. We constantly aim to improve the quality of life of people suffering from allergies. Our strong portfolio offers specific immunotherapies to treat allergies such as pollen, pets, wasps or bees. Additionally we provide prick-tests for diagnostic purposes and OTC products (e.g. immunoBON®).

## Bencard Allergie

Wir denken weiter.

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## bene-Arzneimittel GmbH

PHARMA & CHEMICAL INDUSTRY

bene-Arzneimittel GmbH has been producing high quality pharmaceuticals in Munich for 65 years. As a traditional and innovative family business, people are always at the center of our actions. Our branded products are available in 30 countries with the highest standards of quality and compatibility. More than 100 employees are constantly working to develop new products, active ingredients, dosage forms and preparations for our most important goal: human health!



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## betapharm Arzneimittel GmbH

PHARMA & CHEMICAL INDUSTRY

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



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## Bicoll GmbH

BIOTECH THERAPEUTICS & DIAGNOSTICS

Bicoll offers novel patentable and biologically relevant structures for pharmaceutical, nutraceutical, and agricultural industry. Used proprietary, efficient and multi-disciplinary technology approach to the discovery of novel potent molecules shortens the process from initial screening to animal test to 9 months. It has 20 years experience in dealing with plant natural products: extraction, isolation and synthesis. Bicoll is an expert in high tech natural product and in medicinal chemistry.



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## Bind-X GmbH

BIOTECH AGRO, FOOD, ENVIRONMENT

Bind-X, formerly Dust BioSolutions, is an industrial biotechnology company with core expertise in the development, production and sale of innovative bio-based binders. Bind-X products are capable of solidifying almost any permeable material and providing additional functional properties. Foremost they always increase the sustainability of Bind-X clients in the worldwide mining, agriculture and construction industry.



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## BIOBANK der Blutspender Blutspendedienst des BRK

BIOTECH THERAPEUTICS & DIAGNOSTICS

With innovative products and services, the Bavarian Red Cross (BRK) Blood Donor Service (BSD) secures around 75 percent of the Bavarian-wide supply of blood preparations essential for survival and promotes health care. With its "Blood Donor BIOBANK", the BSD also offers a unique and innovative resource for biomarker research.



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## BioClinica GmbH

CRO

Bioclinica is the global leader in medical imaging core lab services, providing life-science companies with clinical trial support for all phases and across all major indications. Our commitment to service and scientific excellence is focused on advancing our clients' drug development process. Bioclinica's services create a unique and scalable platform and include Medical Imaging, Cardiac Safety Services, Clinical Event Adjudication Services, Software Solutions, and Drug Safety Solutions.



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## Biogen GmbH

BIOTECH THERAPEUTICS & DIAGNOSTICS

Biogen discovers, develops, and delivers worldwide innovative therapies for people living with serious neurological diseases or related therapeutic areas. Founded in 1978 as one of the first biotechnology companies we offer the leading portfolio of medicines to treat multiple sclerosis, have introduced the first approved treatment for spinal muscular atrophy, are commercializing biosimilars and focusing on advancing the industry's most diversified pipeline in neuroscience. Biogen Germany is located in Munich.

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## Biogents AG

BIOTECH AGRO, FOOD, ENVIRONMENT



Biogents develops, produces & sells innovative trapping systems against mosquitoes & flies, especially against dangerous vectors such as *aedes aegypti*, *aedes albopictus* & sand flies. These systems are already being used by leading health organizations (e.g. CDC, USA), several armed forces and other governmental bodies & public entities (incl. quarantine departments, research institutes & universities). Biogents also offers a fee-for-service business for insect repellents and attractants.

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## BioLink Informationstechnologie GmbH

BIOTECH BIOINFORMATICS



The BioLink GmbH, an information-technology company, was founded in 1997 to serve as High Security Internet Provider and as Software Developer for Laboratory-Information-Management-Systems (LIMS). It was specifically the software-developing business which evolved over the last years. Based on the concept to design and develop personalized LIMS solutions, BioLink put forth a number of softwares aimed to support laboratory processing as well as certain aspects of genetic engineering.

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## Biomed Labordiagnostik GmbH

BIOTECH THERAPEUTICS & DIAGNOSTICS



BIOMED has been known for decades as a reliable manufacturer for lab diagnostics. Our core competences are diagnostic products, staining solutions and staining devices for routine and special laboratories for the detection and prevention of diseases. Whether immunology, infectiology, cytology, haematology, safe screening methods or the automation of staining for your different sample materials we offer solutions for many clinical and laboratory challenges.

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## bioMérieux

BIOTECH THERAPEUTICS & DIAGNOSTICS



Pioneering Diagnostics. A world leader in the field of in vitro diagnostics for 60 years, bioMérieux is present in 45 countries and serves more than 160 countries with the support of a large network of distributors. In 2020, revenues reached € 3.1 billion, with over 90% of sales outside of France. bioMérieux provides diagnostic solutions (systems, reagents, software, services) which determine the source of disease and contamination to improve patient health and ensure consumer safety. Its products are mainly used for diagnosing infectious diseases. They are also used for detecting microorganisms in agri-food, pharmaceutical and cosmetic products.

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## Biometric GmbH

BIOTECH AGRO, FOOD, ENVIRONMENT

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



## Bionorica SE

PHARMA & CHEMICAL INDUSTRY

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Bionorica SE is one of the leading companies in the area of phytopharmaceuticals worldwide. The product range focuses mainly on diseases of the respiratory tract, urinary tract, gynaecological disorders. Phytoneering combines the huge potential of natural active substances (phytos) with the knowledge and methodology of modern pharmaceutical research (engineering) in order to develop efficient and safe preparations.



## BioNTech SE – Munich Antibody Platform

BIOTECH THERAPEUTICS & DIAGNOSTICS

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The department Munich Antibody Platform (MAP) of BioNTech applies the company's proprietary antibody and nanobody discovery platforms to generate and develop highly specific, functional monoclonal antibodies and nanobodies which serve as building blocks for many of BioNTech's technologies. MAP consists of five functional units covering B cell cloning, phage display technology, Molecular Biology, Protein Expression & Purification and the screening and characterization of candidates. These units build the foundation of a high quality, fit-for-purpose discovery of therapeutic antibodies and nanobodies for the application in therapy and diagnostics.



## BioNTech SE – Munich Small Molecules

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The department Munich Small Molecules (MSM) of BioNTech is focused on the identification and chemical synthesis of new molecular entities in support of the development and advancement of BioNTech's next-generation cancer immunotherapy candidates. MSM consists of five research units, Chem- & Bioinformatics, Medicinal Chemistry, Analytical Chemistry, Pharmaceutical Research and Preclinical Development covering the small molecule drug discovery process starting from computer-based hit identification up to preclinical assessment. BioNTech's most advanced small molecule product candidate BNT411 which was developed at MSM department has entered clinic in July 2020.

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## Biontex Laboratories GmbH

BIOTECH DEVICES & REAGENTS

Biontex Laboratories GmbH is an innovative biotech company with focus on transfection technology, covering the introduction of genetic material and proteins into eukaryotic cells by synthetically produced carrier systems. Current research focuses on the development of completely new strategies for maximising the transfection efficiency for all cell types in vivo or in vitro by utilising synthetic carrier components free from immunological effects.



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## Biophyll GmbH

SUPPLIER & ENGINEERING

Biophyll has over 25 years of experience in sourcing and manufacturing of biological products of animal, human, and plant origin. We assess the specific needs of our customers to provide tailored product solutions for pharmaceutical, diagnostic, and scientific purposes. - Access to new and rare biological products sourced worldwide - Supply of quality and traceability documentation - Regulatory support in import, export, and registration matters - Individually designed transport logistics concepts.



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## Bio-Rad Laboratories GmbH

BIOTECH DEVICES & REAGENTS

Bio-Rad was founded in 1952. The headquarter is in Hercules, California. Today, Bio-Rad products are used in hospitals, universities, major research institutions, biotechnology companies, reference laboratories, pharmaceutical firms and classrooms around the world. Bio-Rad's key competencies incl. separation, purification and analysis. The company is a leader in electrophoresis, protein assays, gel image analysis, quality controls, diabetes monitoring, autoimmune testing, blood typing and BSE.



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## Biosepar Ges. für Medizin- und Labortechnik mbH

PHARMA ANIMAL HEALTH

BIOSEPAR is driving excellence in sample preparation for parasitologic diagnostics since 1987. With the vision to make parasitologists' life easier, BIOSEPAR has revolutionized parasitological stool diagnostics with standardized, hygienic, ready-to use kits and non-toxic, environmentally friendly reagents in both, human and veterinary medicine. The flagship product ParasiTrap® was followed by FixSepar® ECO and while increasing its global reach the company continues driving innovation.



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## bioVariance GmbH

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BioVariance GmbH offers biomedical data analyses and related software development in the area of precision medicine for the healthcare, pharma and biotech sector. To accelerate the data analytics, we use special algorithms and machine learning to automate complex analytical processes in a customized software pipeline and to develop prediction models. We develop user-friendly interfaces including mobile apps to simplify data collection, processing, visualization and research.



## BIOZOL Diagnostica Vertrieb GmbH

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



## Bristol-Myers Squibb GmbH & Co. KGaA

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



## BSL BIOSERVICE

### Scientific Laboratories Munich GmbH

CRO

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BSL BIOSERVICE is an internationally active Contract Research Organization. We are offering biological testing services for Pharmaceuticals, Chemicals and Medical Devices. A high degree of customer orientation, high quality and flexibility are core values of our corporate philosophy. A experienced team guarantees acceptance by authorities and supports customers from research until finalization. BSL is certified in accordance with GLP/GMP. We are listed by the WHO and been audited by the FDA.

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## Carl Zeiss Microscopy GmbH

BIOTECH DEVICES & REAGENTS

ZEISS Research Microscopy Solutions is the world's only one-stop manufacturer of light, electron, X-ray and ion microscope systems and offers solutions for correlative microscopy. The portfolio comprises of products and services for life sciences, materials and industrial research, as well as education and clinical practice. The unit is headquartered in Jena. ZEISS Research Microscopy Solutions is part of the Industrial Quality & Research segment.



Seeing beyond

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## CASCAT GmbH

INDUSTRIAL BIOTECHNOLOGY / CHEMICAL INDUSTRY

CASCAT researches and develops processes for the production of chemicals based on chemical-enzymatic reactions. One focus is the use of renewable resources as a base. The own implementation of these processes as well as working with partners in this case represents the preferred choice of the company. In addition, the consultation of third parties in matters of biotechnology, biocatalysis, renewable resources, sustainability and bioeconomy is a main focus.



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## CatalYm GmbH

BIOTECH THERAPEUTICS & DIAGNOSTICS

CatalYm is developing innovative immunotherapies to transform cancer patients lives by effectively engaging their own immune systems to combat this malignant disease. Targeting novel mechanisms that lead to a potent and sustained activation of the immune system within the tumor microenvironment, CatalYms goal is to ridly bring its next-generation immuno-oncology products to patients in need.



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## Celgene GmbH - a BMS company

PHARMA & CHEMICAL INDUSTRY

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



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## cellasys GmbH

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cellasys delivers systems for microphysiometry. Microphysiometry measures the functions and activities of life or of living matter and of the physical and chemical phenomena involved. The technology is used to monitor changes in the metabolism and the morphology of living cells in real-time. Its applications range from basic research to risk assessment. cellasys offers all services around installation & maintenance as well as contract research.



## Centronic GmbH

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Centronic GmbH is a German manufacturer and distributor of a big range of high qualitative clinical chemistry and immunoturbidimetric reagents for the medical diagnosis of enzymes, electrolytes, substrates, lipids and specific proteins. The portfolio is completed with corresponding controls, calibrators, Latex and Salmonella reagents and cleaning solutions for many analysers. Our Quality Management System is certified according to EN ISO 13485:2016 by the TÜV.



## Oskar Tropitzsch

## Cfm Oskar Tropitzsch GmbH

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We support the chemical, pharmaceutical and biotechnological industry in the procurement and production of chemical specialties. We deliver the product with the right documentation, the right quantity and quality - for projects from RnD stage to commercial production.

Our products: ADCs, Metals and Metal Compounds, Fermentation, Medicinal Plants, Phytochemicals, Toxins, Pharmaceutical Products, Laboratory Chemicals, Contract Fermentation, Enzymatic Development Projects, Tailor Made Enzymes.



## Charles River Laboratories, Research Models and Services, Deutschland GmbH

CRO

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At Charles River, we understand that the quality of our research models has a direct impact on what truly matters to you - your research. With our core programmes - biosecurity, international standardisation, animal welfare and model quality - you can focus on your work while being assured that you are receiving the highest quality and most reliable models for your research. From standard and disease-specific models to surgically altered animals, you can trust us to be an integral part of your research programmes - now and in the future.



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## Cherry Biolabs GmbH

BIOTECH THERAPEUTICS & DIAGNOSTICS



Cherry Biolabs GmbH has developed a novel antibody-based platform technology for the treatment of cancers, not amenable by current immune therapies. This is achieved by the combination of two complementary antibody fragments (hemibodies) that assemble on target and thus specifically tag tumor cells for lysis by the patients killer T cells. While distinct hemibody-combinations against certain tumor types have already been identified, the platform is continuously expanded.

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## ChromoTek GmbH

BIOTECH DEVICES & REAGENTS



ChromoTek is an internationally growing life science tools company based in Martinsried, Germany's leading biotech cluster. We are part of the international Proteintech Group in Illinois, USA. As a group, we produce and distribute more than 15,000 antibodies, nanobodies, bioactive proteins and kits under the Proteintech, ChromoTek and HumanKine brands. All products meet the highest standards of validation and quality control. With more than 130,000 scientific publications, our products set new standards for research applications. Technical know-how and first-class service are our hallmarks.

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## Cipla Europe NV

PHARMA & CHEMICAL INDUSTRY



Cipla Europe NV, a 100% subsidiary of Cipla Limited, has presence in several countries in Europe through its partners and own network. Cipla is focused on offering a new pharma concept built on layers of value such as newer products, concepts, formats, information and services to help healthcare providers across Europe. Cipla offers a range of products in Europe – Respiratory, HIV, Vaccines, OTC, API, Plain Generics and Hospital products.

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## Clariant Produkte (Deutschland) GmbH, Group Biotechnology

PHARMA & CHEMICAL INDUSTRY



Clariant is an internationally active specialty chemical company based in Muttenz, Switzerland. Clariant focuses on creating value by investing in future profitable and sustainable growth. The main focus of Clariant Group Biotechnology is on bio-catalysis and bio-refining. The company develops sustainable products and processes for bio-based chemicals and fuels. Clariant has developed a process which uses enzymatic hydrolysis followed by fermentation to produce cellulosic ethanol from agricultural residues.

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## Climedo Health GmbH

BIOTECH BIOINFORMATICS

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Climedo offers an all-in-one eCOA and EDC solution with hybrid capabilities for non-interventional studies and real-world evidence. By using a patient-centric approach and leveraging real-time data insights and visualizations around a study's current progress, Climedo empowers its clients to better engage with healthcare professionals and other key opinion leaders (KOLs). This boosts awareness, stimulates scientific dialogue and accelerates the launch success of new medical innovations, thus reaching more patients faster. Founded in Munich in 2017, Climedo is a leading trusted partner for pharma, medtech, CROs and academia with over 1.7 million patients enrolled to date.



## Clinrex Munich

CRO

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Clinrex was founded in 2004 by Dr. Dagmar Chase to offer consulting services and training in the of areas GCP, Quality Management and Project Management for clinical trials. GCP/Quality Management Consulting - GCP gap analyses - Inspection readiness/ Audits - SOP development/streamlining - Interface sponsor/CRO - Investigator Initiated Trials (IITs) Training (Smart Training® or customised in-house training) - GCP for Sponsors, CROs or On-site Personnel - Project Management/Working with CROs - NIS.



## COLORIMETRIX GmbH

BIOTECH THERAPEUTICS & DIAGNOSTICS

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Colorimetrix GmbH – The lab in your pocket - We turn any smartphone into a portable laboratory using its camera to read diagnostic tests at home. No hardware needed, iOS and Android compatible, very competitive pricing, cloud analytics, trends, insights on the measurements, etc. Check out our first products: <https://pearlfertility.app> and <https://covidrapidtest.app> – happy to discuss opportunities, info@colorimetrix.com.



## Conreso GmbH

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Conreso, established in 1990, BVMA member, CIR accredited, offers consulting and operational clinical development services, including clinical, non-interventional and epidemiological studies for pharmaceuticals, vaccines, medical devices and IVDs. Your need for temporary insourcing can be met with the permanent permission to temporarily lend staff. We serve as "Legal Representative" for non-EU sponsors. We also offer courier services for escorted time and temperature sensitive shipments.

## Coriolis Pharma Research GmbH

CRO

Coriolis Pharma is a globally operating contract research organization (CRO) and a leader in formulation research and development of biopharmaceutical drugs, including proteins, peptides, RNA/DNA, viral vectors and ATMPs (up to BSL-2). We offer early and late-stage formulation development for liquid and lyophilized drug products, lyophilization process development and analytical method development under R&D and GMP. Non-GMP manufacturing services for a wide range of products complete the service portfolio.



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## CRELUX GmbH - a WuXi AppTec company

BIOTECH PRECLINICAL SERVICES

CRELUX, a WuXi AppTec company, is a provider of high-quality solutions for early stage drug development, supporting 1000+ partners from global pharma to biotech and academic institutions. As part of the WuXi AppTec HitS platform, CRELUX contributes a portfolio of state-of-the-art and cost-effective hit-to-lead technologies, including high quality protein production, fragment and DEL (DNA-Encoded Library) screening, biophysical validation and structural characterization (crystallography, cryo-EM).



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## CRI – The Clinical Research Institute GmbH

CRO

We are a full-service Contract Research Organization for clinical studies - controlled trials and observational studies - in all medical indications. We perform clinical projects primarily within Europe with currently >500 contracted hospitals in about 25 countries.

The special competence of our 50+ team is large-scaled non-commercial trials, studies with medical devices, and supportive IT solutions like App-based follow-up of patients or data exchange with remote clinical monitoring services.



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## Cryondo GmbH

OTHER SERVICES

CRYONDO offers the (back-up) storage of biological/medical samples, reagents and retained samples. The samples can be stored at temperatures from -196 °C to room temperature, secured by a 3D security concept. Cryondo is certified according to DIN EN ISO 9001 and has the permits to store for instance samples of genetically modified organisms or samples that are subject to infection protection. In addition, Cryondo offers various services, logistics and products around cryo storage.



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## CryoShop

SUPPLIER FOR LIQUID NITROGEN EQUIPMENT

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CryoShop is Munich based consulting and trading company specialising in the field of cryogenic and cold storage applications. We are supporting, serving and supplying customers in the healthcare and medical research sector. Over the years we developed an expertise in projects for ultra-cold and cryogenic preservation and storage of biological specimen. Furthermore our 'cryo' experienced technical crew offers services, support and maintenance, when and wherever needed. We are a reliable and skilled partner for liquid nitrogen and cold storage equipment for biotech, pharmaceutical and research companies.

CryoShop is offering value added cryogenic solutions; according to our customers individual requirements it is our aim to recommend the most suitable products/ solution. Our portfolio allows us to provide products and solutions along the cryopreservation (standardized) workflow: from preanalytical sample preparation, controlled rate (cell)freezing, temperature controlled transport, cryogenic archiving to controlled/ automated thawing devices.

Furthermore we care about your staff's safety while working in deep cold environments, offering special cryogenic personal protective equipment as well as training courses.



## CSO Pharma Consulting GmbH

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CSO Pharma provides reliable pharmacovigilance services, professional medical affairs support and successful QM/GDP consulting.

We run our own quality management system and offer our customers reliable services and processes based on international standards. You can benefit from our extensive experience from audits and inspections and our comprehensive knowledge of present legal requirements.



## Curadis GmbH

BIOTECH THERAPEUTICS & DIAGNOSTICS

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

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## Cytophorics GbR

BIOTECH DEVICES & REAGENTS

The Cytophorics technology enables a variety of applications in the pharmaceutical industry, clinical diagnostics and basic research. Wherever a living cell sample is in interest of investigation, the patented sensor-equipped multi-well plate is able to capture high quality, relevant vital data in real time. The integrated fluidic system allows long-term studies for all kind of cell based assays. The main areas of interest are in personalized medicine in drug developing and in research to investigate basic cell mechanisms.



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## CYTOX, biologische Sicherheitsprüfungen

BIOTECH DEVICES & REAGENTS

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



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## DAIICHI SANKYO EUROPE GmbH

PHARMA & CHEMICAL INDUSTRY

Daiichi Sankyo and its 15,000 employees in more than 20 countries are dedicated to the creation and supply of innovative pharmaceutical therapies. In addition to a strong portfolio of medicines for cardiovascular diseases, the Group's 2025 vision is to become a Global Pharma Innovator with Competitive Advantage in Oncology. Our European headquarters are in Munich, Germany and we have affiliates in 13 European countries.



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## Data Matrix GmbH

CRO

Data MATRIX was established in 2014. With its high-quality software products and professional team Data MATRIX has already successfully completed over 200 projects. Our products automate the processes of clinical trials, and users manage and monitor its progress online. We adjust and validate our software before the project starts in order to do it in the best way. With Data MATRIX products, 6 out of 10 TOP Big Pharma companies reduced their R&D costs by 15%.



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## Davids Biotechnologie GmbH

BIOTECH THERAPEUTICS & DIAGNOSTICS

High quality polyclonal and monoclonal antibody production in Germany with ecological methods from the beginning in 1996. We offer you all services from the antigen design and production to the immunization and purification of the antibodies from sera and cell culture supernatants. The development of monoclonal antibodies with your antigen including the production and purification of your antibodies. 3D-Organoid-Cell-Cultures as in-vitro replica of immune systems for the determination of personalized activity of immune modulators and for the determination of the activity of substances on the human immune system in vitro. Extraction and chromatography of proteins, nucleic acids, conjugates and other molecules. Most methods under physiological conditions.



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## DelphiTest GmbH

BIOTECH DNA / PROTEIN ANALYTICS

The company's core technology capitalizes on the revolutionary development of DNA analysis, DNA sequencing and DNA fragment analysis. Delphitest focussed on family relationship testing and has an ISO/IEC17025 accreditation. Additional services are paternity tests and genetic tests for dogs, as well as some antibody tests for humans and dogs. Delphitest provides its high level of competence in DNA techniques to scientific partners like universities, hospitals or pharmaceutical companies in Europe.



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## Denk Pharma GmbH & Co. KG

PHARMA & CHEMICAL INDUSTRY

In a global world it is difficult to know where a product is manufactured. Therefore all Denk Pharma products are: # Manufactured in Germany # Quality controlled in Germany # Registered in Germany.

Denk Pharma, Munich, Germany ([www.denkpharma.de](http://www.denkpharma.de)) is a globally operating pharmaceutical company with focus on development and marketing of innovative medicine for therapy of infectious and inflammatory disease and broad range generic portfolio. Denk Pharma was founded in Munich, Germany in 1948.



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## DEOXY GmbH

BIOTECH

DEOXY develops nanometer-scale, DNA-based barcodes for quantitative and ultra-sensitive detection of biomolecules with applications in research and clinical diagnostics.

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## DiaServe Laboratories GmbH

BIOTECH DEVICES & REAGENTS



DiaServe is a primary manufacturer of human and animal blood derived raw materials for diagnostic industry. Based on this raw materials DiaServe also offers tailor-made in vitro controls/calibrators for medical laboratories.

The company was established in 1997 with a mission to identify, develop and manufacture in vitro diagnostics mainly on OEM basis for diagnostic manufacturers and clinical laboratories.

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## Diatech Pharmacogenetics GmbH

BIOTECH THERAPEUTICS & DIAGNOSTICS



Diatech Pharmacogenetics, is an Italian Company, leader in molecular tests for cancer precision medicine. The company has 25 years of expertise in the molecular diagnostics market alongside rapid worldwide growth with over 1 billion diagnostic tests sold., Diatech recently introduced the Myriapod NGS Dry product line, the revolutionary CE-IVD solution dedicated to the democratization of NGS molecular oncology. In addition to the comprehensive biomarker portfolio, the company has recently introduced an oncohematology line.

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## Dojindo EU GmbH

BIOTECH THERAPEUTICS & DIAGNOSTICS



Dojindo produces over 500 well-known products used by research organizations in the world. Dojindo strives to expand its ability to analyze the future direction of science by maintaining continued interest in new research activities as well as improving its information-gathering network. Dojindo is ready for offering state-of-the-art products because our creative researchers are working continuously to meet tomorrow's research needs.

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## DoNatur GmbH

BIOTECH THERAPEUTICS & DIAGNOSTICS



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

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## Dr. Nibler & Partner

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We provide a complete pharmacovigilance full-service solution: 24-hours availability - Literature screening and -review - Data entry and MedDRA coding - Scientific assessment by experienced physicians - Authority reporting - SUSAR reporting - Periodic reports: ASR, DSUR, PSUR - Risk management plans - Implementation of pharmacovigilance systems - Audits and guidance through inspection.



## Dr. Pflieger Arzneimittel GmbH

PHARMA & CHEMICAL INDUSTRY

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Dr. Pflieger Arzneimittel GmbH is a medium-sized pharmaceutical company with 350 employees and a sales turnover of nearly 100 million EUR. Dr. Pflieger markets non-prescription and prescription medicines for indications in urology, gynecology, dermatology and areas of self-medication in Germany and selected territories worldwide. The financial surpluses generated by the company are passed onto the Doktor Robert Pflieger-Stiftung.



## Dynamic Biosensors GmbH

BIOTECH DNA / PROTEIN ANALYTICS

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Dynamic Biosensors provides instruments and consumables for the advanced analysis of biomolecular interactions on biochips and single cells, which enable breakthroughs in drug discovery, life science research, and cell & gene therapies. Dynamic Biosensors commercializes switchSENSE® and Real-Time Interaction Cytometry (RT-IC) technologies. switchSENSE® is a unique platform technology for the analysis of molecule-molecule interactions. RT-IC is a groundbreaking technology enabling the real-time measurement of molecules binding to membrane targets on cells. The company is headquartered in Munich, Germany, and runs offices in the United States, the United Kingdom, France, Japan, and Singapore.



## Ebenbuild GmbH

DIGITAL HEALTH

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Ebenbuild is a deep tech company that combines AI and physics-based simulation methods to create personalized computational models of the human lung. Using these functional digital representation of patients' organs, we will support critical treatment decisions in respiratory diseases, starting with the so-called Acute Respiratory Distress Syndrome (ARDS), one of the most common and lethal complications of the lung. In ARDS, we will personalize mechanical ventilation to improve outcome.



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## Eisbach Bio GmbH

BIOTECH THERAPEUTICS & DIAGNOSTICS

Eisbach Bio develops novel drugs that disrupt molecular machines essential to tumors with defined genetic vulnerabilities in the context of DNA damage and repair (DDR) pathways. Its proprietary platform creates targeted therapies that exploit disease-relevant vulnerabilities. By shutting off the machine's engine using allosteric inhibitors, their impactful medicines prevent reorganization and evolution of cancer genomes. Founded in 2019, Eisbach is privately held and backed by international investors.



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## Electrochaea GmbH

BIOTECH AGRO, FOOD, ENVIRONMENT

Electrochaea is an energy company with an innovative solution for storage of intermittent renewable energy and generation of synthetic methane. Electrochaea's proprietary technology converts renewable electricity and carbon dioxide into BioCat Methane, a low-carbon intensity synthetic methane. For this process we use Electrochaea's patented biocatalyst – methanogenic archaea. BioCat Methane is reliable, practical, and a safe replacement for natural gas. It can be stored in the existing gas grid infrastructure for use in days, weeks or months.



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## ELLA Biotech GmbH

BIOTECH DNA / PROTEIN ANALYTICS

Our expertise is the synthesis of special oligoribonucleotides for random mutagenesis, in-vitro diagnostics, epigenetic sequencing, Aptamer technology and many more following quality standards which you would appreciate and expect in your own lab. Through our validated technology platform, our experienced interdisciplinary team and our resolute attitude towards the highest quality in our products we offer tangible advantages to our customers and partners.



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## EMFRET Analytics GmbH & Co. KG

BIOTECH DEVICES & REAGENTS

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



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## EMP Genetech

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EMP Genetech is a CDMO in the field of recombinant protein production. Recombinant proteins are expressed from mammalian cells. We develop stable high producer cell lines mainly of human (HEK293 EBNA) origin cells. Protein production is conducted by bioreactor driven high cell cultivation up to 10 L scale with serum free conditions. Gene cloning and single cell clone selection as well as downstream processing are well established methods in our lab. We work successfully since 2000.



## essentim GmbH

BIOTECH DEVICES & REAGENTS

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essentim sensors provide a scalable method for secure data acquisition and real-time monitoring of temperature, pressure, humidity, motion, light and many other variables. Benefit from fast implementation, transparent monitoring and digital documentation. Do you need a scalable solution for sensors, cloud-based apps and web technology? We realize your IoT projects, from hardware to software, from sensors to gateway technology and apps for smartphones and web.



## ethris GmbH

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Ethris has paved a new path from genes to therapeutic proteins using its proprietary, non-immunogenic messenger RNA technology platform to discover, design and develop innovative therapies. With more than a decade as an mRNA pioneer, we are a global leader in delivering stabilized mRNAs directly to the respiratory system via optimized formulation and nebulization technologies. We are advancing our pipeline of immuno-modulation and mRNA-based protein replacement therapies with the ultimate goal of improving patients' lives.



## eticur GmbH

BIOTECH THERAPEUTICS & DIAGNOSTICS

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Based on the idea that umbilical cord blood contains multipotent adult stem cells, the cord blood is prepared and stored for potential later use. These cells might in future play an important role in therapies including regenerative medicine. eticur grants the storage of stem cells following the highest quality-standards of the Federal Board of Physicians and the Institute for Sera and Vaccine (Paul-Ehrlich-Institute) and extensive testing by highly qualified personnel.

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## Eurofins BioPharma Product Testing Munich GmbH

BIOTECH PRECLINICAL SERVICES

Eurofins BioPharma Product Testing Munich is part of the world's largest network of testing laboratories providing comprehensive laboratory services to pharmaceutical, biopharmaceutical and medical device companies. Certified according to GMP, GLP and ISO, Eurofins BioPharma Product Testing Munich supports its customers in the safety testing of drugs, medical devices, chemicals and cosmetics. The company was founded in 1995 and is today represented with around 400 employees in a laboratory and office space of around 14,000 sqm at Planegg near Munich.



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## Eurofins Genomics Germany GmbH

BIOTECH DNA / PROTEIN ANALYTICS

Eurofins Genomics is an international provider of genomic products and services including DNA sequencing, next generation sequencing, genotyping, DNA synthesis products and bioinformatics services for pharma, diagnostics, food, agriculture, biotechnological and research markets.



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## Evanium Healthcare GmbH

PHARMA & CHEMICAL INDUSTRY

Evanium Healthcare develops consumer health solutions based on secondary plant compounds for the pharmaceutical industry as well as the food sector.

In addition to a platform technology for increasing the solubility of flavonoids, this also includes branded ingredients and fully developed product solutions, especially for the private label sector. The current focus here is primarily on supporting liver function and the nervous system.



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## Evotec (München) GmbH

BIOTECH PRECLINICAL SERVICES

Evotec pioneers life science solutions to develop effective therapeutics for patients. With a unique multimodality platform integrating innovative technologies and data, we discover, develop, and produce cutting-edge pharmaceuticals. Our global team of over 5,000 experts collaborates across 17 sites worldwide, synergizing to deliver excellence. Evotec (München) GmbH leads in proteomics, biomarker, and metabolomics services.



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## ExB Health GmbH

BIOINFORMATICS

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ExB Health is a subsidiary of the ExB Labs GmbH, a Germany based technology incubator and research company in the field of unstructured big data, natural language processing, Cognitive Computing and deep learning. ExB Health draws on the labs mature developments and adapts them for the use in lifescience and healthcare. The knowledge discovery and decision support systems help pharma and healthcare industries to lower costs, speed up the drug-development cycle and improve patient outcomes.



## EXCELLA GmbH

PHARMA & CHEMICAL INDUSTRY

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Excella GmbH & Co. KG has been serving the pharmaceutical industry for more than 35 years with high quality API's and finished dosage forms. Focused towards high containment manufacturing Excella supplies products to the generic industry and big pharma but also develops processes for innovative API's and novel solid dosage forms. Services offered from our globally registered and approved site range from early product development through registration support to state-of-the-art manufacturing.



EXIMMIUM

## Eximmium Biotechnologies GmbH

BIOTECH THERAPEUTICS & DIAGNOSTICS

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Eximmium is a new antibody company located in Munich and Singapore. By using an innovative platform technology, Eximmium focuses on identification of novel tumor targets and generation of first-in-class antibodies for both cancer therapy and diagnostics.



## F-Select GmbH

PHARMA & CHEMICAL INDUSTRY

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The element fluorine plays an increasingly important role in the field of high-performance materials and pharmaceuticals. The production of the necessary chemical substances remains a challenge and F-Select has the solution. F-Select offers selected fluorinating agents as well as a comprehensive know-how in the handling and production of fluorinating agents. The methods developed by F-Select provide resource-saving methods for the production of pharmacological building blocks.

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## FGK Clinical Research GmbH

CRO

FGK is a Europe-based CRO with offices in DE (HQs in Munich, branch office in Berlin), UK, PL, CZ and HU, offering full service for all phases of clinical trials. Our international client base includes biotech, medical device and pharma companies. With extensive experience in all major therapeutic areas and 240+ highly qualified medical, scientific and regulatory experts we can guide you through the clinical development process, from planning and approval up until the final report.



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## FGK Pharmacovigilance GmbH

CRO

FGK Pharmacovigilance GmbH is a service provider offering vigilance services in support to pharmaceutical, biotech, and medical device companies' obligations in managing risk-benefit profile of their products. Services can be added to existing vigilance system of a client on a modular basis or comprise a stand-alone center of product vigilance on national, international or global level.



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## FLUICS GmbH

BIOTECH DEVICES & REAGENTS

FLUICS CONNECT is a mobile solution that helps innovative research labs to improve efficiency and reproducibility by keeping their sample inventory up to date. With our mobile app and an internet-ready printer connected to an online database we offer a convenient solution to print and track smear proof, QR-coded cryo labels. Watch our 1 min video to see how it works: [go.fluics.com/teaser](http://go.fluics.com/teaser).



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## FoodChain ID Testing GmbH

BIOTECH AGRO, FOOD, ENVIRONMENT

FoodChain ID Testing GmbH provides molecular biological analysis of food and feed, plant material, and animal tissue (GMO analysis, species identification, DNA barcoding, genotyping, custom contract assay development) and immunological detection of allergens in food and feed.



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## Formycon AG

BIOTECH THERAPEUTICS & DIAGNOSTICS

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Formycon is a globally operating, independent pure-play biosimilar developer and R&D powerhouse with a highly attractive product pipeline and a fully scalable biosimilar development platform. With excellent R&D capabilities, covering the full spectrum from portfolio selection through technical and clinical development to regulatory submissions, complemented by best-in-class external partnerships for manufacturing and commercialization, Formycon has a proven track record of successfully executing its development programs into approval process and to market.



## FRIZ Biochem Gesellschaft für Bioanalytik mbH

BIOTECH DEVICES & REAGENTS

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We provide novel, disruptive and fastest quality molecular diagnostics with special emphasis on near-patient applications which require as little laboratory equipment and training as possible. Our two unique patented technology platforms Lab-direct-RT-PCR and Cycle® Diagnostics cover both microbiological and viral applications for clinical diagnostics as well as for R&D.

## Galápagos

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## Galapagos Biopharma Deutschland GmbH

BIOTECH THERAPEUTICS & DIAGNOSTICS

Galapagos is a pioneering biotech with a pipeline of innovative therapies to address unmet medical needs. We built an innovative, integrated model that takes us from target discovery, through the discovery of molecules addressing targets, all the way to the development of those molecules into potential medicines, helping people worldwide with severe diseases, including inflammation and fibrosis.



DNA NANOTECHNOLOGIES

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## GATTAquant GmbH

BIOTECH DEVICES & REAGENTS

The worldwide first commercial DNA origami application: The key innovation behind our nanorulers is the application of an elaborate nanotechnology method, which serves as a breadboard to position dye-molecules on the nanometer scale. The used technique, where DNA is folded into predefined shapes, is called DNA origami and allows to attach dye-molecules at will.

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## GBA PHARMA GmbH

PHARMA & CHEMICAL INDUSTRY

GBA Pharma Labs run three GMP-certified and FDA-inspected sites in Germany with more than 160 highly qualified employees and over 4,500 m<sup>2</sup> of lab space. Our locations for analytical services support domestic and international customers, whether from the private industry or research institutions, with scientific and technical solutions for the development, approval process, and quality control throughout every step of the product lifecycle. Additionally we offer regulatory affairs services.



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## GBN Systems GmbH

BIOTECH DEVICES & REAGENTS

For over 20 years our challenge is to meet the outstanding demands of our clients in the fields of medical technology, biotechnology, the semi-conductor industry and automation technology.

From the very start our experienced team of electro technology engineers and precision mechanics develops and manufactures a wide product range. From customized components to complete assemblies and machines including a fulfilment from initial vision to serial end production.

Let your idea, vision turn into a serial product. Use the GBN Systems engineering- and manufacturing competence since 1989 for "Performing Mechatronics – Made in Bavaria". The facilities are centrally located facilities near Bavarian capital and airport of Munich. This enables business partner to find the logistically ideal sparring for expansions in southern Germany, Austria and Switzerland.

Key competencies in : Concept, development, prototyping, validation, certification, pre-series, main-serial production, quality management, fulfillment, logistics.



Performing Mechatronics  
Made in Bavaria

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## Genedata Bioinformatik GmbH

BIOTECH BIOINFORMATICS

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



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## Genedia AG

BIOTECH DNA / PROTEIN ANALYTICS

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Genedia AG Biotec Services and Products is a provider of DNA testing services including private DNA paternity testing, legal DNA paternity testing as well as other relationship testing services. Another area is DNA genealogy and anthropology, which includes ancestral origin DNA population test, Y-Chromosome Analysis, mt-DNA analysis. The forensic area includes DNA identification and banking services DNA molecular testing of diseases (Factor V and II, MTHFR, CFTR-Mutation).



## GeneSurge GmbH

BIOTECH THERAPEUTICS & DIAGNOSTICS

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GeneSurge is your access to individualized diagnostics. Even though we classify tumors according to their place of origin and appearance, each one remains somewhat different at the molecular level. And that is exactly what makes each cancer an individual disease. This fact ultimately creates a need for individual and detailed information to enable personalized treatment that is specific to the individual patient. We provide 3 tests to reach your individual profile.



## GENidee

BIOTECH THERAPEUTICS & DIAGNOSTICS

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GENidee is a young and innovative biotech company specialized in the development, production and sales of molecular biological diagnostic kits for the rapid detection of food-borne pathogens in food. Fast and reliable real-time PCR diagnostics is guaranteed by simultaneous analytics suited to the individual customer requirements. GENidee offers DNA-based detection systems of highest quality. Using our kits directly in the production facilities enables the results of molecular food analytics to be supplied much sooner than by conventional diagnostics. Individual customer support and consequent customer satisfaction is our top priority.



## Gen-Plus GmbH

CRO

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Gen-Plus GmbH & Co.KG provides solutions for challenging needs in pharmaceutical development and is a state-of-the-art CRDO. We develop tailor-made formulation and technology concepts (NCE, value-added-Generics, OTC) for solid/semisolids, non-steril liquids, patches and thin films from early idea to IMP production under GMP. Further in-house capabilities: narcotics & high potent handling (isolators), 2D&3D API printing, high-tech analytics incl. skin permeation.

Gen Plus is a member of the vertically integrated service provider Conscio group ([consciogroup.com](http://consciogroup.com)). With HQ in Munich and operations in several CEE (Germany, Czech Republic, Austria and Slovakia), Conscio is a fully certified (GCP, GLP, GMP) top provider for pharma and biotech industries with solutions spanning across the entire drug development process: Innovation and Pharmaceutical technology, Formulation development, Clinical Studies, Bioanalytical testing and GMP production & testing.



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## Gilead Sciences GmbH

BIOTECH THERAPEUTICS & DIAGNOSTICS



At Gilead, our pursuit of a healthier world for all people has yielded a cure for hepatitis C, revolutionary improvements in HIV treatment and prevention, as well as advancements in therapies for viral diseases and certain cancers. We set and achieve bold ambitions in our fight against the world's most devastating diseases, united in our commitment to confronting the largest public health challenges of our day and improving the lives of patients for generations to come.

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## GILYOS GmbH

CRO



GILYOS is a contract development solution provider with more than 20 years of experience in pharmaceutical freeze drying. GILYOS' key business is consultancy and hands-on development services. Typical services include formulation development of small molecules and proteins, process optimization and analytical characterization. Further, GILYOS has a very strong expertise in scale-up and technical transfer of freeze drying cycles, including troubleshooting of established products (scale down).

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## gimbio mbH Gesellschaft für Informationsmanagement in der Biotechnologie

BIOTECH BIOINFORMATICS



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

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## GKM Gesellschaft für Therapieforschung mbH

CRO



GKM Gesellschaft für Therapieforschung is a privately owned full service Contract Research Organisation for planning and conducting clinical trials phase II-IV as well as for non-interventional studies. GKM also provides services for early benefit analyses (AMNOG), vigilance, and medical writing. Since 1981, GKM is a reliable partner for pharmaceutical, biotech and medical device companies. GKM provides flexible, cost-effective services with expert knowledge and dedication to your projects.

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## GlaxoSmithKline GmbH & Co. KG

PHARMA & CHEMICAL INDUSTRY

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GSK is a science-led, globally operating healthcare company with a special purpose: to help people do more, feel better, live longer. Our goal is to be one of the worlds most innovative, best performing and trusted healthcare companies. GSK is setting milestones in healthcare prevention with a comprehensive portfolio of vaccines, respiratory and additionally in Oncology. Via our affiliate ViiV Healthcare, we are also involved in the area of HIV.



## GWK Präzisionstechnik GmbH

BIOTECH DEVICES & REAGENTS

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GWK Precision Technology offers development and manufacturing of laboratory equipment and medical devices. Being a team of 20 specialists, we serve industry and scientific institutions since 1991. We provide special know-how in technical fields as well as the certification of equipment and production systems following ISO 13485. For the detection of Covid and Legionella we offer a differential diagnostik system using microarray-chip-technology, also see [www.LegioTyper.de](http://www.LegioTyper.de).



## Hema.to GmbH

BIOTECH BIOINFORMATICS

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hema.to is a software service that reduces essential time to diagnosis, inter- and intraobserver variability, and expensive dyed antibodies for hematological laboratories. Besides a substantial reduction in misdiagnosis, we believe that we can provide patients with certainty much earlier than is the case today.



## Hematris Wound Care GmbH

MEDTECH

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

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## HEXAL

PHARMA & CHEMICAL INDUSTRY

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



A Sandoz Brand

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## HMNC Brain Health GmbH

BIOTECH THERAPEUTICS & DIAGNOSTICS

HMNC is a biopharma company developing novel treatments for depression and anxiety: Proprietary gene-based companion tests support the decision which drugs optimize treatment effects. Our portfolio includes investigational drugs targeting stress systems in the brain. A novel formulation of ketamine holds promise to become prime option for treatment resistant depression. The myGeneCode1-test informs whether a given antidepressant passes the blood-brain barrier. The test is already on the market.



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## HP Health Solutions Germany GmbH

BIOTECH DNA/PROTEIN ANALYTICS

HP Health Solutions was founded as GNA Biosolutions GmbH in 2010 as a spin-off from Ludwig-Maximilians-Universität, Munich. The company employs 40 people today. HP Health Solutions develops instruments, consumables and tests for fast molecular diagnostics, based on its proprietary technology, Pulse Controlled Amplification (PCA). PCA can transform molecular diagnostics by enabling the development of testing platforms that can be used outside of the traditional laboratory setting.



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## HTI Automation GmbH

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For more than 20 years, we at HTI have been developing customized solutions for laboratory and production automation. Our engineering services and products contribute significantly to the success of our customers. With the X-TubeProcessor®\_Series, we have created the possibility to flexibly combine established technologies and processes such as liquid handling, capping or labelling in one device. Thanks to high quality standards, innovative solutions and many years of expertise, we are now a partner for companies all over the world.



## Human Tissue and Cell Research-Services (HTCR) GmbH

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HTCR Services enables basic research and drug development with specialized services and an experienced team of scientists and managers. Supported by a growing network of hospitals and clinical experts, HTCR offers a wide range of services including healthy and pathological bio-samples (e.g. fresh/cryo/FFPE tissue, plasma, serum, cell preparations) with clinical longitudinal data. This enables academic and industrial partners to advance their pre-clinical research pipeline and clinical development of innovative medicines and personalized treatment applications.



## Hyperthermics Regensburg GmbH

BIOTECH AGRO, FOOD, ENVIRONMENT

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Hyperthermics Regensburg is developing applications in renewable energy solutions. We use hyperthermophilic microorganisms to increase the biogas yield. Our bioactive pre-treatment plant pre-treats the substrate before it enters the biogas reactor. This process provides increased biogas production and can also replace a conventional hygienisation/pasteurization plant. In addition, we use hyperthermophilic microorganisms to produce green hydrogen from industrial organic waste streams.



## ibidi GmbH

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The ibidi product lines include dishes, slides, and plates for the cultivation and high-resolution microscopy of cells, and also cell-based assays for investigating angiogenesis, chemotaxis, wound healing, and cells under flow. Specialized labware products and Collagen Type I, Rat Tail, providesolutions for3D spheroids and organoids. ibidi also specializes in instruments, such as stage top incubators for live cell imaging, plus a unique perfusion system for the simulation of blood vessels.

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## ImevaX GmbH

BIOTECH THERAPEUTICS & DIAGNOSTICS

ImevaX GmbH, founded in 2013, is a Munich based life science company focussed on novel infection diagnosis. Current product in development is an innovative H. pylori rapid test that combines unprecedented sensitivity, specificity and speed. It determines the presence of two specific antibodies to H. pylori, FliD and CagA, that allow a risk-stratification into low- and high-risk groups for development of gastric cancer. ImevaX owns the global patent for the detection of antibody marker FliD.



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## IMG M Laboratories GmbH

BIOTECH & PHARMA PRODUCTION

IMG M Laboratories are a GLP and DIN EN ISO / IEC 17025 certified contract service provider for genomic services. Our four service pillars cover biomarker discovery, pharmacogenetics, metagenomics and biodistribution studies of nucleic acid compounds. In close collaboration to our clinical partner, we offer a complete pathology workflow containing the molecular characterization of cancer samples from histology to mutation detection and fusion transcript identification.



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## immatics biotechnologies GmbH

BIOTECH THERAPEUTICS & DIAGNOSTICS

Immatics combines the discovery of true targets for cancer immunotherapies with the development of the right T cell receptors to enable a robust and specific T cell response against these targets. This deep know-how is the foundation for our pipeline of Adoptive Cell Therapies and TCR Bispecifics as well as our partnerships with global leaders in the pharmaceutical industry. We are committed to delivering the power of T cells - unlocking new avenues for patients in their fight against cancer.



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## Immumed GmbH Gesellschaft für angewandte Immunologie

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Applied Immunology – Testing Services. We offer testing services for scientific samples:

- Analysis of cytokines, chemokines and hormones
- Cell-characterization
- Cytotoxicity.

Our team is specialized in measuring multiplex-parameter analysis with Luminex-Technology in various samples like serum, cell cultures, saliva, urine. We perform many applications for flow-cytometry analysis, for example cell phenotyping or cytotoxicity assays, as well as a broad range of metabolic and aging parameters.



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## Immunic AG

BIOTECH THERAPEUTICS & DIAGNOSTICS

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Immunic is a biotechnology company developing a clinical pipeline of orally administered, small molecule therapies for chronic inflammatory and autoimmune diseases. Immunic, Inc. is headquartered in New York and listed on NASDAQ (ticker: IMUX). Its subsidiary, Immunic AG, is based in Gräfelfing, Germany, where the company's research and development activities are conducted.



## immunoGlobe Antikörpertechnik GmbH

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immunoGlobe® GmbH, established in 1997, is a privately owned antibody manufacturer. Full service custom antibody services are supplemented by epitope mapping (single amino acid precision) and recombinant antibody technologies in cooperation with different partners. A special focus is on antibodies to posttranslational modifications (PTM), such as combinations of different (de)phosphorylation states of neighboring sites, neo-epitopes (e.g. cleavage sites), isoforms, variants, and point mutations.



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



## INCYTON GmbH

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INCYTON multi-sensor systems monitor different cellular key parameters simultaneously, in real time and label free. Our technology records each event, giving the user full control at every time-point without the need to be constantly present. A highly automated testing process reduces the time spent carrying out even the most complex assays. INCYTON smart technologies are combined in one housing creating a global environment control and reducing the risk of contamination and variations.

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## Independent Data Lab

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Genomic data has become an essential part of almost every project in molecular biology and medicine. Unfortunately, high rate of rotation of personnel in academic environment has made it difficult to maintain collaborations for projects that often can last for years. At IDL we are committed to making sure every dataset receives the most thorough attention, and makes it's contribution to the progression of science.

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INFORS HT is your specialist for bioreactors, shaker incubators and bioprocess software. We offer the right solutions for the cultivation of microorganisms and cell cultures: Customer specific bioreactors and incubation shakers including qualification, parallel bioprocesses, and integration of all your bioprocesses in one software platform. Close customer relationships, high quality, innovation and flexibility are our greatest strengths.

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## InGeneron GmbH

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InGeneron is elevating the field of regenerative medicine by translating robust science into proven patient benefit. Our purpose is to set new therapeutic standards by enabling physicians to use the patients own regenerative cells at point of care. With the initial focus on key orthopedic and wound healing indications, we will make regenerative cell therapies broadly accessible across multiple medical fields.

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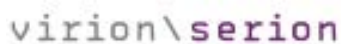
## Insempra GmbH

CHEMICAL INDUSTRY



Insempra is a biotech company developing high-quality natural ingredients for the personal care, food, nutrition and fashion industries. Consumer demand and regulatory requirements are challenging the ingredient landscape radically. Insempra's proprietary technology platform replaces petrochemicals, prevents environmental depletion and enables the world's leading brands to create products with carbon-neutral, sustainable alternatives. Our goal is to create a better future - together with nature!

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## Institut Virion\Serion GmbH

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Institut Virion\Serion GmbH, founded in 1978 in Germany, is one of the leading companies specializing in the manufacture of in vitro diagnostic products for infectious disease serology and major supplier of raw materials to the diagnostic industry. SERION Diagnostics provides a selection of analytical methodologies, such as SERION ELISA classic, SERION ELISA agile and SERION ELISA antigen products as well as laboratory automated systems and software solutions. SERION Immunologics offers a broad portfolio of raw materials, including antigens, antibodies and plasma products.



## Intana Bioscience GmbH

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Intana Bioscience GmbH is a privately owned service provider company. We contribute to our clients R&D programs by developing predictive assays and screens, by comprehensively understanding the behavior of their candidates, and by supporting drug discovery and development efforts from target validation to clinical testing. Our services cover target validation, assay development, screening, support of PK/PD studies and target occupancy measurements.



## inveox GmbH

IT, DIGITAL HEALTH

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inveox has the goal of making cancer diagnosis faster, safer, and more reliable. In today's labs, tissue samples (biopsies) are at risk of being mixed-up, contaminated or lost. But our products are designed to work as a cohesive unit to make this a thing of the past. We help patients and doctors. In addition, we create the lab of the future by bringing big data, artificial intelligence, and machine learning to labs. This provides better research data for scientists so they can eradicate cancer.



## Invitris GmbH

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Invitris GmbH has addressed the urgent problem of increasing microbial infections worldwide. The Munich-based biotech start-up relies on bacteriophages. Through its targeted use in medical treatment, it aims to combat antibiotic-resistant bacteria and thereby increase the effectiveness of infection control therapies, operations and cancer.



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## Invitrocue Europe AG

BIOTECH THERAPEUTICS & DIAGNOSTICS



Invitrocue Europe AG is an innovative leading healthcare bio-analytic company, that specialises in ex-vivo 3D cell culture models such PDOs as well as in-vivo models by producing HiMice™ as promising tools for personalized cancer treatment. IVQ imparts to the industry valuable knowledge in creating better, faster and more affordable disease treatments.

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## iOmx Therapeutics GmbH

BIOTECH THERAPEUTICS & DIAGNOSTICS



iOmx Therapeutics is a clinical-stage biopharmaceutical company focused on developing first-in-class cancer immunotherapies addressing novel immune-checkpoints hijacked by cancer cells. Using the foundational iOTarg discovery platform, iOmx has identified several new tumor-associated immune-checkpoints and is advancing a pipeline of promising drug candidates that have the potential to address cancers that are resistant to current immunotherapies. For more details, please visit [iomx.com](http://iomx.com).

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## Ipsen Pharma GmbH

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Ipsen Pharma GmbH, subsidiary of the Ipsen Group for Germany, Austria and Switzerland, has been commercializing various drugs in the fields of oncology, neuroscience and rare diseases in Germany for more than 40 years. Since 2019, the company's headquarters are located in the competence center Munich. Ipsen strives to utilize the vibrant research landscape, with its numerous universities and clinics, to further promote the innovative spirit and the biotech mindset of within the company.

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## Iris Biotech GmbH

PHARMA & CHEMICAL INDUSTRY



Empowering Peptide Innovation – with this guiding theme in mind, Iris Biotech's mission is to support researchers by providing building blocks and reagents for

- Synthesis, Modification and Purification of Peptides (e.g. amino acids, coupling reagents, resins, solvents)
- Drug Delivery (e.g. PEGs, poly amino acids)
- Linkerology® (e.g. functionalized permanent or cleavable linkers, partial PROTACs)
- Life Sciences (e.g. Maillard reaction products, fluorescent labels)

as well as Custom Synthesis in all areas mentioned above.

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## IRUBIS GmbH

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IRUBIS is a company that specializes in mid-infrared (MIR) spectroscopy for bioprocessing. We have designed an instrument, Monipa, specifically for bioprocess monitoring and control. Monipa is based on MIR spectroscopy, making it possible to monitor multiple bioprocesses real-time and continuously. Our instrument's applications are foreseen in both upstream and downstream bioprocessing. These include multiple metabolite monitoring and control in upstream processing. In addition, monitoring of target proteins and excipients in downstream processing.



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## ISAR Bioscience GmbH

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ISAR Bioscience GmbH is a translational research company. We overcome current limitations of stem cell research in order to advance development of novel therapeutics and industrial biotechnology products. We use human iPSC and genome editing technologies to build the next generation of disease models and cell-based models for biotechnology applications. ISAR forges strategic partnerships with industry partners and translates academic achievements and ideas into industrial solutions and products.



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## iThera Medical GmbH

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



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## ITM Isotope Technologies Munich SE

BIOTECH THERAPEUTICS & DIAGNOSTICS

ITM Isotopen Technologien München AG is a privately owned biotechnology and radiopharmaceutical group of companies dedicated to the development, production and global supply of targeted diagnostic and therapeutic radiopharmaceuticals and radioisotopes for use in cancer treatment. ITM's main objectives are to significantly improve treatment outcomes and quality of life for cancer patients while reducing side effects and improving health economics through a new generation of Targeted Radionuclide Therapies.

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## Kalbitzer Innovations UG

BIOTECH DNA / PROTEIN ANALYTICS



Kalbitzer Innovations is a spin-off from the Institute of Biophysics and Physical Biochemistry (University of Regensburg) that provides novel experimental as well computational methods. It is focused on the application of high pressures on proteins in drug design, drug screening and protein refolding/renaturation. Kalbitzer Innovations develops software for specific application in NMR-based analytics as AUREMOL, a software package for automated protein structure determination.

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## KLIFO GmbH

CRO



KLIFO is an integrated North-European drug and device development consultancy with significant experience in partnering with biotech and pharmaceutical companies. We provide strategic advice and end to end operational solutions spanning all areas of clinical research, clinical trial supply, QA, CMC development, regulatory affairs, pharmacovigilance, and the development of pharmaceutical and biotech products and medical devices. We have offices in four European life science hubs.

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## KLIFOVET GmbH

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KLIFOVET AG is a full service veterinary CRO and Regulatory Consultancy and provides the following services: evaluation of research projects, Regulatory Consultancy, Life Cycle Management & PhV, Preclinical and Clinical Studies, Quality Assurance, Data Management and more. Experienced in all species, we manage the development of VMPs & Feed/Feed Additives in every step. Multiple Animal Pharm Awards in 2006, 2015 and "Best Service Company" for 2019 show our long term commitment to our customers.

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## kmbs

BIOTECH DNA / PROTEIN ANALYTICS



kmbs care for organismic studies e.g. in Wildlife Biology, Phylogeny, Taxonomy, and Conservation Biology to clear up specimens' identities by means of DNA analyses (sample preparation, PCR, DNA sequencing) for purposes like identifying species, detecting animal pre-/absence, delimiting species boundaries, resolving species relations a.s.o. Off the lab, mapping species inventories or searching for organisms including electro fishing is our business.

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## knowing01 GmbH

BIOTECH BIOINFORMATICS

knowing01 stands for better research to meet today's unmet medical needs with greater certainty. Our deep-tech embedding software contextualizes biomedical data, significantly lowering risks of early-phase discoveries. With 80% of context data often overlooked, we harness Multiomics data to significantly de-risk research and enhance decision-making on targets and target-indication fits. knowing01 is more than a tool; it's a strategic partner to efficiently overcome tomorrow's medical challenges.



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## Kosmas Therapeutics GmbH

BIOTECH SME

Kosmas develops cancer therapeutics in the patent-protected "triplebody" format, tri-specific agents with 3 antigen-binding domains in a single protein-chain. Two domains bind 2 different targets on the cancer cell, one engages an immune cell, such as a Natural Killer cell, for cancer cell lysis. The "dual-targeting" mode enhanced efficacy and reduced toxicity. Our lead agent KT1 for the treatment of Acute Myeloid Leukemia (AML) has strong anti-leukemic efficacy in xenografted mice. Kosmas looks for investor funding for KT1's clinical development and pipeline development.



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## Laboklin GmbH & Co KG – Unternehmensbereich Labogen

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



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## Labor Friedle GmbH

BIOTECH THERAPEUTICS & DIAGNOSTICS

Labor Friedle GmbH is an internationally active residue analysis laboratory based in Tegernheim near Regensburg. It focuses on chemical, chemical-physical, microbiological and mycological analyses of food samples, especially fruits and vegetables. Consumer goods, cosmetics, pharmaceuticals, cleaning products and animal feed (pet food) as well as environmental medical issues from human biological matrices are also examined.

## Labor LS SE & Co. KG

BIOTECH DNA / PROTEIN ANALYTICS

Labor LS is one of the leading European CROs for analytical and consulting for pharmaceuticals and medical devices. More than 1.000 customers trust the company's experience. The range of services covers microbiology, molecular-biology, biochemistry as well as physics and chemistry on raw materials and on finished products. In addition, services in industrial hygiene and clinical-microbiological diagnostics are offered.

Labor | **LS**

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## LabPMM GmbH

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LabPMM (an Invivoscribe® company) is your partner of choice for diagnostic, research, and clinical trial services. Our network of laboratories located in the USA, Europe and Asia specialize in internationally harmonized molecular testing and collectively have CLIA and ISO15189 certifications via CAP and DAkkS. We offer an ever expanding menu of molecular assays, including NGS gene and MRD panels, FLT3 and NPM1 mutation assays, and B- and T-cell clonality and MRD assessment.

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# VOSSIUS

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## Labvantage-Biomax GmbH

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Biomax provides software solutions for efficient decision making and knowledge management. All products are based on the BioXM technology platform:

- AILANI provides unique semantic integration and search capabilities that catalyze digital change and accelerate the innovation cycle.
- NICARA is a knowledge hub for brain image assessments.

In addition, Biomax offers solutions for Industrial Biotech and Systems Medicine. Biomax was founded in 1997 and is certified according to ISO 9001 and ISO 27001.



## Lead Discovery Center GmbH, LDC - Abteilung Antikörper

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Lead Discovery Center GmbH (LDC) was founded by Max Planck Innovation in 2008 to take promising projects from academic research and develop them into pharmaceutical leads. Together with leading partners from academic research and industry, LDC is working on an extensive portfolio of projects in the field of small molecule drugs as well as therapeutic antibodies with exceptionally high medical and commercial potential.



## leon-nanodrugs GmbH

PHARMA & CHEMICAL INDUSTRY

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leon-nanodrugs GmbH is a pharmatech company specializing in the development of devices for the encapsulation of genetic material and other pharmaceutical active substances into nanocarriers. LEON's innovative solutions are based on its proprietary FR-JET technology. Its portfolio of devices, NANOlabor<sup>®</sup> for process development, and NANOme<sup>®</sup> and NANOUS<sup>®</sup> for GMP aseptic manufacturing, enable faster route to clinical batches and are suitable for individualised scales and commercial production.



## Leopard Biosciences GmbH

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At Leopard Biosciences, we are democratizing diagnostics by bringing the power of molecular testing to where it's needed most: in the hands of doctors and patients at the point of care. To accomplish this, we are commercializing a proprietary new CRISPR platform that enables multiplex detection of DNA and RNA biomarkers with the ease-of-use of Lateral Flow Assays and the accuracy and reliability of PCR. With Leopard, we aim to empower patients and healthcare professionals, simplifying patient care and radically changing how healthcare decisions are made.

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## LEUKOCARE AG

BIOTECH DEVICES & REAGENTS

LEUKOCARE provides proprietary formulation technologies and related development services for stabilization and protection of biologics. Our technologies are employed in collaborations with partners in the field of vaccines, therapeutic proteins, and biologic device combination products. They provide manifold benefits as improved shelf-life, terminal sterilization and significant production cost savings. LEUKOCARE provides development services based on fee for service during implementation of its technologies.

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## lifespın GmbH

BIOTECH THERAPEUTICS & DIAGNOSTICS

Lifespın is building a highly scalable, automated diagnostics technology platform based on digitized metabolomic data even suitable for population health management. We are merging biology, deep data, and AI to enable digital metabolic insights for a new field of precision diagnostics that will improve the gold standard and will bring about new diagnostic products for general health, neurology and oncology, precision drug monitoring for clinical, and precision nutrition for diabetes, obesity, dietary and lifestyle interventions.



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## LINDIS Biotech GmbH

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Lindis Biotech is a clinical stage bio-pharmaceutical company, committed to develop innovative T- cell engaging trifunctional bispecific antibodies, Triomab® to turn malignant cancers into manageable and possibly curable diseases. Triomab® antibodies offer a unique patient-specific therapeutic vaccine effect together with its potent direct, tumor-cell-killing activity that is unrivaled by current cancer therapies. For details please visit our website: [www.lindisbiotech.de](http://www.lindisbiotech.de)



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## LivImplant GmbH

BIOTECH THERAPEUTICS & DIAGNOSTICS

LivImplant GmbH develops innovative cell based therapies for lesions and diseases of tendons, joints, cartilage and bones, focusing on stimulating the self-healing powers of the body by applying stem cells and growth factors. As a spin off from the Ludwig-Maximilians-University of Munich and a close collaboration with the Veterinary Clinic of the University of Giessen, LivImplant benefits from the latest scientific proceedings. First applications are available for curing lameness with horses and dogs.



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## LOEWE®

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## Loewe® Biochemica GmbH

BIOTECH DEVICES & REAGENTS

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



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## LRE Medical GmbH

MEDTECH

LRE Medical is a leading provider of contract engineering and manufacturing of complex, highly integrated instrumentation for IVD, MedTech and Life Sciences. The spectrum of instruments ranges from PoC, field-testing systems through analyzers based on a variety of technologies including solutions for molecular diagnostics. LRE offers one-stop shop solutions from feasibility, product development, manufacturing, after-safer-sales service to lifetime support. 60 years of expertise and continuity.



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## Luye Pharma AG

PHARMA & CHEMICAL INDUSTRY

Luye Pharma AG Miesbach is one of the largest independent manufacturers of transdermal delivery systems in Europe with a product portfolio primarily focused on more sophisticated and higher margin specialty patch categories such as CNS, pain and hormone treatments. Luye Pharma AG also acts as the EU hub for Luye Pharma Groups development efforts in R&D, manufacturing, international registration, and market promotion of new formulation products to international standards.

## Lysando®

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## Lysando Innovations Lab GmbH

BIOTECH THERAPEUTICS & DIAGNOSTICS

Lysando AG is market-leader for antimicrobial proteins, so-called Artilysin®s. The Artilysin® platform technology fights multidrug resistant bacteria. Artilysin®s are muralytic proteins which are active on gram-positive & gram-negative target bacteria. We focus on the development of specifically designed Artilysin®s for customers across all industries, to help them overcome the rapidly increasing challenges originating from pathogenic bacteria. The technology is continually enhanced to meet the expectations of our customers as well as the addressed markets.



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## Mallia Therapeutics

BIOTECH THERAPEUTICS & DIAGNOSTICS

Mallia Therapeutics GmbH, a biopharmaceutical company developing soluble CD83 (sCD83) for the treatment of hair loss.



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## Medical Device Services GmbH

PHARMA & CHEMICAL INDUSTRY

Medical Device Services GmbH has been qualifying the biological safety of medical devices for their producers for more than 25 years and represents the holistic partner on the path to certification and beyond. Experienced specialists identify the optimal approach while always following the latest standards. The lab is internationally reputed for its expertise, GLP-certified as well as accredited by DAkkS and ZLG.



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## Medigene AG

BIOTECH THERAPEUTICS & DIAGNOSTICS

Medigene AG is a publicly listed biotechnology company headquartered in Martinsried near Munich, Germany. The company is developing highly innovative immunotherapies to target various forms of cancer. Medigene concentrates on the development of personalized T cell-based therapies, with associated projects currently in pre-clinical and clinical development.

# medigene

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## Medizone Germany GmbH

PHARMA & CHEMICAL INDUSTRY

Medizone Germany is your trusted and reliable partner regarding sourcing of comparator products for clinical trials and analytical samples for biosimilar development. We are authorized to import comparators into the EU with proper certification through our Qualified Person. With an extensive network of well-established approved suppliers, Medizone prides itself with meticulous quality standards when providing global sourcing services.



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Medpace is a global, full-service clinical CRO providing Phase I-IV clinical development services to the biotechnology, pharmaceutical and medical device industries. Medpaces mission is to accelerate the global development of safe and effective medical therapeutics through its high-science and disciplined operating approach that leverages local regulatory and deep therapeutic expertise across all major areas including oncology, cardiology, endocrinology, central nervous system and anti-viral.



## MedPharmTec GmbH

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MedPharmTec is a service provider for pharmaceutical medicine. Our customers: pharmaceutical industry and companies in the biotechnology, medical technology and food industries. Our services: Proofreading of special and product information // Creation/maintenance of drug information // Authorization maintenance (e.g. creation of PSURs) // Consulting for pharmacovigilance and Clinical Trials/NIS // Preparation/ Submission of Ethical Applications and official registrations.



## metabion GmbH

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metabion is one of the globally leading suppliers of custom nucleic acids renowned for its focus on reliable supplies of consistently high quality products and services. Metabion offers production of a wide range of synthetic DNA and RNA oligonucleotides according to customers' needs as well as the supply of standard life science products. Successfully translating highest quality standards into daily practice is the core of metabion's business philosophy and key to its popularity at the same time.



## Metabolon GmbH

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Metabolomics in the heart of Europe. Where other „omics“ technologies reach their limits, Metabolon's strength begins. With results close to the phenotype, we open doors that other technologies cannot. We welcome you at any time in our International HQ in Hallbergmoos.

## Metronomia Clinical Research GmbH

CRO

Metronomia is a specialized CRO for biostatistical consulting, biostatistics, clinical data management and medical writing in Munich. Experience: > 600 projects since foundation in 1990, proven track record in all major therapeutic areas and all clinical phases / NIS. Customers: Biotech-, pharma- and medical device companies, universities, CROs. Commitment: High-quality and reliability of our data, outstanding flexibility and personal service through stable teams, competitive cost-benefit ratio.



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## MGZ Medizinisch Genetisches Zentrum

BIOTECH THERAPEUTICS & DIAGNOSTICS

The MGZ, Medical Genetics Center is one of the leading laboratories for human genetics in Europe and combines interdisciplinary medical expertise with a cutting-edge, accredited (DIN EN ISO 15189) laboratory. With a team of physicians, scientists and bio-informaticians as well as a broad spectrum of methods such as short- and long-read sequencing, array, conventional cytogenetics, molecular combing, polygenic risk scores and liquid biopsy, the MGZ serves patients, physicians and pharmaceutical companies.



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## Microcoat Biotechnologie GmbH

BIOTECH DEVICES & REAGENTS

Custom Development of diagnostic assays, test components and new test formats to market-ready kits. Immunological assays, molecular assays, sample and Matrix preparation protocols. Standard kit formats comprise ELISA, ELISpot, bead-based formats, lateral-flow kits. Production, modification and conjugation of antibodies and recombinant proteins, customized solid Phase coating. Biomarker Services, PK/PD, immunogenicity, sample measurement, endotoxin and pyrogen testing, Assay validation, GLP, GC(L)P, cGMP.



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## MIKROGEN GmbH

BIOTECH THERAPEUTICS & DIAGNOSTICS

MIKROGEN is a global provider of system solutions for medical laboratory diagnostics. We combine excellent genetic engineering know-how with scientific background and consistent customer orientation. The extensive and efficient evaluation of system solutions in collaboration with scientific experts and institutes is the basis for reliable diagnoses. MIKROGEN offers a wide range of system solutions for the indirect detection (antibodies) and direct detection (PCR) of pathogen.



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## Minaris Regenerative Medicine GmbH

BIOTECH THERAPEUTICS & DIAGNOSTICS

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Minaris Regenerative Medicine is a global contract development and manufacturing organization (CDMO) for cell and gene therapies. We offer our clients high value clinical and commercial manufacturing services, development solutions, and technologies. We are pioneers in the field with more than 20 years experience providing outstanding quality and reliability. Our facilities in the US, Europe, and Asia allow us to supply patients worldwide with life-changing therapies.



## MINITÜB GmbH

BIOTECH AGRO, FOOD, ENVIRONMENT

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Minitüb is an international established system supplier for assisted reproduction of domestic animals, notably in the areas of A.I., cryobiology and E.T. Through its participation in MWM Biomodels GmbH, a spin-off company of LMU Munich, Minitüb is also engaged in the development and characterization of transgenic large animal models for biomedical research. Current projects focus on genetically modified pigs for xenotransplantation, transgenic pig models of diabetes mellitus, muscular dystrophy and immunodeficiency.

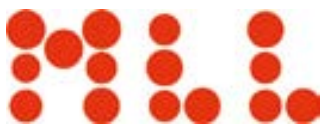


## mk2 Biotechnologies GmbH

BIOTECH DNA / PROTEIN ANALYTICS

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mk2 Biotechnologies develops, produces and investigates peptides at highest purity and quality standards using a revolutionary synthesis technology. We are able to synthesize any kind of peptide, regardless of its physical or chemical properties. We are strongly convinced, that our process has the potential to tackle parts of major social challenges as well as to provide solutions for a known and yet unknown demand for new classes of active substances.



## MLL Münchner Leukämielabor GmbH

BIOTECH THERAPEUTICS & DIAGNOSTICS

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The MLL Munich Leukemia Laboratory is a leading national and international laboratory for the diagnosis and research of leukemia and lymphoma. The expertise, quality assurance and turnaround time anchored in the company guarantee optimal examination procedures. The modern equipment, highly innovative environment and state-of-the-art analysis methods enable optimal diagnostics for patients. The MLL is considered a world leader in terms of the breadth of its diagnostic portfolio.

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## Moderna Germany GmbH

BIOTECH THERAPEUTICS & DIAGNOSTICS

Moderna Inc. is a biotechnology company pioneering messenger RNA (mRNA) therapeutics and vaccines. Our mRNA platform builds on continuous advances in basic and applied mRNA science, delivery technology and manufacturing, and has allowed the development of therapeutics and vaccines for infectious diseases, in the area of immuno-oncology, rare diseases, cardiovascular diseases, and autoimmune diseases.

The Moderna logo consists of the word "moderna" in a lowercase, red, sans-serif font. A horizontal dashed blue line is positioned below the text.

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## Molecular Machines & Industries GmbH

BIOTECH DEVICES & REAGENTS

MMI Microdissection, Micromanipulation and Imaging MMI is the leading provider of unique technologies for microdissection, micromanipulation, and imaging with a wide range of clinical and research applications. I.e. Capillary-based selective isolation of single cells (CellEctor), Pico-cut laser microdissection to isolate cells in tissue (CellCut), Microscopy-integrated Whole Slide Imaging (CellScan), Optical tweezers to quantify biological forces (CellManipulator).



Molecular Machines & Industries

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## Molecular Networks GmbH - Computerchemie

BIOTECH BIOINFORMATICS

Molecular Networks and Altamira (MN-AM) offer innovative approaches and solutions for chemoinformatics, computational toxicology and safety/risk assessment of chemical compounds. The ChemTunes-ToxGPS® software platform provides a unique combination of expert-reviewed toxicity databases, MoA-based in silico predictions for human health endpoints and workflows to support, e.g., Read-Across and ICH M7 GTI studies. A rigorous decision theory approach delivers weight of evidence-based final outcomes.



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## Molekula GmbH

BIOTECH DEVICES & REAGENTS

Molekula is a leading chemical supplier offering research chemicals and biochemicals sourced from production sites across the globe. Our clients ranging from university labs to big industrial players. With offices in the UK, USA, China, Germany and Italy, our global insight into the market keeps us firmly at the forefront of this industry. We hold over 8000 ex-stock products and also have in-house production of tailor-made gases in solutions and Grignard reagents.

## MOLEQLAR

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## MOLEQLAR Analytics GmbH

BIOTECH DNA/PROTEIN ANALYTICS

Since 2018, EpiQMAx is a partner for the development of epidrugs and biomarker research in the epigenetic and proteomic field. Headquartered nearby Munich, we operate a state-of-the-art mass spectrometer to facilitate epigenetic screenings into clinical applications. Our technology platform comprises a KIT for quick sample preparation, a mass spectrometer for a unique quantitative analysis of modifications and software programs for intuitive and visual reporting of the results.



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## MorphoSys AG

BIOTECH THERAPEUTICS & DIAGNOSTICS

At MorphoSys, we are driven by our mission: More life for people with cancer. As a global commercial-stage biopharmaceutical company, we develop and deliver innovative medicines, aspiring to redefine how cancer is treated. MorphoSys is headquartered in Planegg, Germany, and has its U.S. operations anchored in Boston, Massachusetts. To learn more, visit us at [www.morphosys.com](http://www.morphosys.com) and follow us on Twitter and LinkedIn.



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## MSAID GmbH

BIOTECH DNA / PROTEIN ANALYTICS

MSAID is a bioinformatics spin-off from the Technical University of Munich, Germany. It was founded by an interdisciplinary team of scientists with the vision to provide better computational solutions to the field of proteomics. The company's approach is to replace current algorithms for proteomics with powerful, AI-based solutions, thereby paving the way for a smarter, deeper, and more reliable way of interrogating proteomic data.

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## MSD SHARP & DOHME GMBH

PHARMA & CHEMICAL INDUSTRY



MSD – Merck & Co., Inc., in the USA and Canada, with headquarters in Kenilworth, NJ, USA – is a leading global healthcare company. MSD's core business is the discovery, development, production and distribution of prescription medicines, vaccines, biologic therapies and animal health products. In 2017, the company generated sales of approximately 40.1 billion US dollars with approximately 69,000 employees in more than 140 countries. The company has its German headquarters in Munich.

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## multi-service-monitoring

CRO



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

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## multimmune GmbH

BIOTECH THERAPEUTICS & DIAGNOSTICS



multimmune GmbH is a clinical stage company delivering innovative theranostics for tumors expressing the tumor-specific marker membrane Hsp70. Pipelines include autologous and allogeneic natural killer (NK) cells that have been activated using a proprietary process, and a pipeline of cell and molecular therapeutics based on unique proprietary monoclonal antibodies that detect membrane Hsp70, all of which are supported by a proprietary blood test for determining the status of a patient's tumor.

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## MVZ Martinsried GmbH

BIOTECH THERAPEUTICS & DIAGNOSTICS



The Center for Human Genetics and Laboratory Diagnostics in Martinsried continues to broaden its expertise and competencies. The interdisciplinary collaboration between five medical specialist areas - Human genetics, Laboratory Medicine, Microbiology/Virology, Transfusion Medicine, Molecular Oncology/Pathology - enables diagnostic questions to be more efficiently, comprehensively and accurately resolved. Accredited according to DIN EN ISO/IEC 17025 and ISO 15189.

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## MWM Biomodels GmbH

BIOTECH THERAPEUTICS & DIAGNOSTICS

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



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## Nanion Technologies GmbH

BIOTECH DEVICES & REAGENTS

Nanion Technologies combines exceptional instrumentation with trusted support and decades of scientific expertise, to accelerate successful drug development and scientific research. As a world leading provider of automated patch clamp systems with a wide range of throughput capabilities and formats, we have expanded our product range to in vitro systems for membrane pump/transporter, bilayer recordings, and confluency and contractile force measurements from cell monolayers.



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## nanoSaar AG

NANOTECHNOLOGY

THE POWER OF NANO! nanoSaar AG is a leading provider of tailor-made nanotechnology solutions that give a wide range of partners from the chemical industry a competitive advantage.

- Very homogeneous, superior product quality
- Continuous, cost-effective production process
- Fast, simple scale-up for industrial chemical production
- Business opportunities with license or joint venture models

You can find out more at: [www.nanosaar.com](http://www.nanosaar.com)



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## NanoTemper Technologies GmbH

BIOTECH DEVICES & REAGENTS

NanoTemper provides biophysical instruments, kits & software. We have a strong customer focus and stand for strong commitment to quality, ease of use and high precision instrumentation. Our globally operating team of experts strongly focuses on the users benefits by ensuring maximum efficiency for the Pharmaceutical and Biotech industries as well as academic research. With our optical technologies like MST, TRIC, nanoDSF and DLS, we provide knowledge about the most challenging targets.



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## NDA Regulatory Service GmbH

CRO

NDA is a leading regulatory consultancy, supporting drug development companies of all sizes on the shortest and most economic path to approval and patient access. Our experienced team of 150 consultants (30 in Munich) provide advice on all phases of development and therapeutic areas, including procedure and submission management, for both US and EU. Our specialist Advisory Board, consisting of very senior ex-regulators, provides independent strategic advice with an inside the agencies view.



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## NEOsphere Biotechnologies GmbH

BIOTECH THERAPEUTICS & DIAGNOSTICS

NEOsphere Biotechnologies is a proteomics leader with a focus on targeted protein degradation. Its unique platform significantly advances degrader drug discovery programs at all stages and is suitable to characterize all types of degraders in intact cells, identify novel degrader targets, monitor proteome-wide selectivity, and detect molecules that potentially act through new E3 ligases and emerging TPD mechanisms. NEOsphere's deep proteomic screening technology unbiasedly screens entire degrader libraries against more than 11,000 proteins per sample with unprecedented sensitivity and data completeness, and with turnaround times compatible with drug discovery requirements.



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## NEOVII Biotech GmbH

BIOTECH THERAPEUTICS & DIAGNOSTICS

Neovii Biotech GmbH develops, commercializes and manufactures immunologically active biopharmaceutical therapeutics, especially the medicinal product Grafalon®. Neovii is headquartered in Switzerland (Neovii Pharmaceuticals AG, Zürcherstrasse 19, 8640 Rapperswil, Switzerland (Phone: +41 55 210 05 00; Fax: +41 55 210 55 08; E-mail: [info@neovii.com](mailto:info@neovii.com)) and part of the Neopharm Group, Israel.



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## NeuroProfile GmbH

BIOTECH THERAPEUTICS & DIAGNOSTICS

NeuroProfile is committed to the discovery and development of novel therapeutics for the treatment of Central Nervous System (CNS) diseases. The main objective is the identification and commercialization of novel neuronal drug targets for the most important neurodegenerative diseases Alzheimer and Parkinson and for psychiatric disorders such as schizophrenia and depression. Our targets will be the basics for drugs with new mechanisms of action and improved therapy of the diseases.



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## nexttec GmbH

BIOTECH DEVICES & REAGENTS

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nexttec1-Step kits for rapid purification of plasmid and genomic DNA from tissue, cell cultures, blood, bacteria and plants. The nexttec1-Step DNA purification system consists of only one buffer system for the lysis of the corresponding samples and nexttecCleanColumns, or nextteccleanPlates96. The nexttec 1-Step DNA purification is a reversal of the usual, well-known DNA purification methods. Here, proteins and other inhibiting substances are adsorbed on a special sorbent surface. The DNA does not bind, passes through the adsorbent layer and is immediately available in the eluate for the applications. This allows purification of the DNA in just 4 minutes.



## NIGU Chemie GmbH c/o AlzChem AG

PHARMA & CHEMICAL INDUSTRY

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Nigu offers a full range of high-purity guanidine salts for biotechnological applications, which meet the supreme quality standards set by the biopharmaceutical industry. The product group includes several grades of guanidine hydrochloride for separation and purification of recombinant proteins and antibodies. Guanidine thiocyanate for nucleic acid based diagnostics (test kits for viral RNA/DNA) is another integral part of the portfolio.



## Noselab GmbH

BIOTECH THERAPEUTICS & DIAGNOSTICS

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Internet: [www.noselab.com](http://www.noselab.com)

Noselab revolutionizes neurodegenerative disease care with its cutting-edge diagnostic platform. It identifies molecular biomarkers in nasal CSF, enabling early screening, diagnosis, and therapy monitoring. Our non-invasive sampling, advanced lab analysis, and data insights empower personalized treatment decisions. Targeting diseases like Alzheimer's, Noselab supports biopharma developers and clinicians in advancing novel therapies, aiming for more effective disease management and patient care.



## Novartis Pharma GmbH

PHARMA

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Novartis is reimagining medicines to help improve and extend people's lives. We use innovation and digital technologies to develop therapies in areas with high unmet medical need. We invest a high share of our turnover in research and development. Our products reach around 800 million people worldwide and we strive to expand access to them. In Germany Novartis employs around 7,400 people at 12 locations and around 109,000 worldwide. [www.novartis.de](http://www.novartis.de) and [www.novartis.com](http://www.novartis.com)

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## Nucleus Medical GmbH

LIFE SCIENCE / BIOTECH

Nucleus Medical GmbH has been founded in November 2019 by private investors. The company is focused on the development of innovative immune-modulating products in the field of transplantation medicine. Nucleus combines cutting-edge pharmaceutical technologies to ensure the intended therapeutic success of the later product. Nucleus works together with a network of service companies to ensure greatest possible flexibility and efficiency to achieve market authorization in a minimum of time.



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## numares AG

BIOTECH THERAPEUTICS & DIAGNOSTICS

numares AG, based in Regensburg develops and markets innovative diagnostic tests based on NMR metabolomics. Essentially, our tests consist of metabolic constellations that are characteristic of certain diseases. To find these, we apply machine learning to clinical study cohorts measured with our AXINON® NMR system. We have a successful commercial base especially in laboratories in the USA.



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## Nuvisan GmbH

CRO

The NUVISAN Group is an international service provider in the field of clinical trials, laboratory services and contract manufacturing of drugs or their intermediates for the pharmaceutical industry. Headquartered in Neu-Ulm, NUVISAN operates several sites in Germany and France.



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## Omegamatrix GmbH

BIOTECH THERAPEUTICS & DIAGNOSTICS

Prof. C. von Schacky, University of Munich, invented and defined the HS-Omega-3 Index® with a collaborator in 2004. In 2006, von Schacky founded the laboratory Omegamatrix GmbH to deal with the ever-growing number of samples. Initially proposed as a risk factor for sudden cardiac death, the HS-Omega-3 Index also indicates risk for total mortality and cardiovascular disease. Other applications encompass, but are not limited to, athletes, cognition, psychiatric diseases or pregnancy and lactation.



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## OmicEra Diagnostics GmbH

BIOTECH DNA / PROTEIN ANALYTICS

Proteome scans become a universal diagnostic for health and disease. We anticipate that MS-based proteomics becomes a cornerstone of precision medicine over the coming years. For broad applications, a new technology platform must be developed including very large analytical capabilities. We aim to build the best performing platform with the highest capacity for precision medicine.



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## OmicsChart GmbH

BIOTECH THERAPEUTICS & DIAGNOSTICS

OmicsChart is a pioneering precision oncology startup founded in 2022. Our vision is to create an ecosystem that unites fragmented cancer data, facilitates transparent sharing, and accelerates clinical research with machine learning. Our flagship product, PREON, is an easy-to-use digital platform for precision oncology data and biomarker discovery. We strive to instantly and securely share patient data for clinical research, reducing treatment time by years. Patient-centricity is our core value, prioritising patients and privacy in precision oncology research.



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## OmicScouts GmbH

BIOTECH BIOINFORMATICS

OmicScouts is a chemical proteomics company focused on supporting drug and biomarker discovery with its unique expertise and innovative technologies. We provide and develop proteome-wide assays that work with native proteins and enable the identification of small molecule drug targets, target engagement markers, molecular mechanisms of action and drug response biomarkers. OmicScouts supports your drug and biomarker discovery projects with end-to-end solutions tailored to project specific needs.

## Oncolead

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## OncoLead GmbH & Co. KG

BIOTECH THERAPEUTICS & DIAGNOSTICS

Oncolead is a privately owned service provider company. We offer a unique cellular screening of anticancer agents in a panel of 80-200 cancer cell lines. Routine operation and highly standardized processes guarantee our customers the results within 2-4 weeks with outstanding reproducibility for cellular screening. Customers will further benefit from a comprehensive data analysis including correlation of activity profile with mutation status and with activity profile of thousands of known anticancer agents.

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## OpSYon Therapeutics GmbH

BIOTECH THERAPEUTICS & DIAGNOSTICS

OPSYON develops multi-functional antibodies that combine specific tumor targeting and inhibition of the "don't eat me" signal CD47 in a single molecule. The tumor specific IgG1 antibody binds its target antigen with high affinity, whereas the fused CD47 blocking domain harbors a low affinity to CD47. This results in a "dock and block" mechanism that combines different modes of action and reduces CD47-related side effects.



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## Optores GmbH

MEDTECH

Optores GmbH provides the world's fastest solutions for optical coherence tomography (OCT). With sweep rates of several million OCT A-scans per second, Optores founders coined the term "MHz-OCT". These ultrahigh speeds are ideal for novel OCT applications, such as real-time surgical guidance, endoscopic OCT, large area surveys, visualization of blood flow, and high-throughput industrial inspection.



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## origenis GmbH

BIOTECH THERAPEUTICS & DIAGNOSTICS

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



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## Oryx GmbH & Co. KG

BIOTECH THERAPEUTICS & DIAGNOSTICS

ORYX is a privately held Munich based biotech company. The company develops three highly innovative drug candidates for the treatment of a whole range of cancers, originating from leading research institutions like the German Cancer Research Center (DKFZ) and the University of Heidelberg. The ORYX clinical development portfolio consists of an oncolytic virus and two therapeutic cancer vaccines. In 2015, these candidates successfully completed clinical Phase I/IIa trials.



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Otsuka Novel Products GmbH

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## Otsuka Novel Products GmbH

PHARMA & CHEMICAL INDUSTRY

Otsuka Novel Products GmbH (ONPG) est. 2011, is a subsidiary of Otsuka Group Company with an international network of 195 subsidiaries, 47,000 employees in 31 countries. With our corporate philosophy Otsuka-people creating new products for better health worldwide, ONPG focuses on fighting tuberculosis through innovative research and development, equitable access to medicines, collaborations, and capacity building programs that strengthen the quality and delivery of care.



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## Oxford BioLabs Ltd.

BIOTECH DEVICES & REAGENTS

Oxford Biolabs is a science-routed company that develops and markets naturally-based nutraceuticals and cosmeceuticals aimed at helping people combat unwanted signs of ageing. This includes the areas of androgenetic alopecia, hair greying, skin ageing, immune support, or healthy ageing. Our goal is to create innovative products that are of high value for its users.



Panacea Biotec

*Innovation in support of life*

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## Panacea Biotec Germany GmbH

BIOTECH THERAPEUTICS & DIAGNOSTICS

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



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## PAN-Biotech GmbH

BIOTECH & PHARMA PRODUCTION

We are a trusted Contract Manufacturing Organization (CMO) and specialize in the manufacture of GMP compliant products. As ISO:9001 and ISO:13485 certified company we provide off-the-shelf products as well as customized products to our customers in industry and research. Our products include culture media, reagents, buffer solutions and WFI quality water. They are available from RUO to GMP grade, making them suitable for research and development as well as further manufacturing.

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## PAN-Seratech GmbH

PHARMA SUPPLIER AND TRADE

PAN-Seratech offers a broad range of high qualitative sera. The product portfolio of the company includes cell culture media, insect media, cell-specific media, Media Supplements, Buffered Salt Solutions, Amino Acids and Vitamins, Antibiotics and Anti-fungal Drugs, Mycorase, Enzymes for Cell Dissociation, Attachment Factors, Transfection Reagents, Separating Solutions, Separating Solutions Pre-Filled PAN SL-S Product Line, Cryo Preservation reagents, and other reagents.



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## PARI Pharma GmbH

MEDTECH

PARI Pharma's focus is the development and manufacturing of optimized eFlow® Technology nebulizers in cooperation with partners from the pharmaceutical industry. eFlow Technology is a platform suitable for a wide range of drug formulations and patient populations. It enables short development times for optimized drug-specific nebulizers.

PARI has a committed team with a considerable track record. As of today, six commercial drug-specific eFlow Technology nebulizers administer inhaled drugs.



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## Pelobiotech GmbH

BIOTECH DEVICES & REAGENTS

PELOBIOTECH is competent for cells and offers the broadest portfolio of animal & human cells and media. We bring your research from bench to bedside. You get the whole variety of solutions from tissue dissociation to cryopreservation for research and clinical applications (GMP). Tissue Dissociation Enzymes; Defined & Xeno-free Media; Human & Animal Primary & Stem Cells from healthy & diseased donors; Tagged Cells; ES/iPS Cells, Media, Reprogramming & Small Molecules; 2D/3D Cell Culture Systems.



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## Pharma Stulln GmbH

PHARMA & CHEMICAL INDUSTRY; CMO

Experience in manufacturing of eye drops in bottles and single-doses for almost 40 years. Specialist in manufacturing: Eye drops, Nasal sprays, Respiratory solutions and Lens care products. A modern zone concept fulfills European and international standards in production of sterile fluid pharmaceuticals. Pharma Stulln has approximately fifty well established pharmaceutical customers in Germany, Europe and international countries such as Australia, China, Canada etc.

**pharma STULLN**

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## Pharmalog – Institut für klinische Forschung GmbH CRO

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Pharmalog (TÜV certified and BVMA member) offers full service with an excellent reputation for all phases of clinical trials since 1983. We operate in Germany and all EU/EEU-countries and have performed more than 400 clinical trials in all medical indications for medical products/-devices/biotechnology products.



## PhaToCon (Pharm/Tox Concept) BIOTECH PRECLINICAL SERVICES

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Safety of Medical Device and Pharma for patients and manufacturers. Our competence are toxicological Assessments (in vitro / in vivo) as well as biocompatibility evaluation and related preclinical study-management. Our support is customized, adapted from international standards like GLP/GMP, ISO, and we support "hands-on", based on science, evidence, quality and pragmatism. With our network of competence and capabilities we mark the difference to your competitor on your way to success.



## PHIO scientific GmbH BIOTECHNOLOGY - R&D SERVICES

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PHIO is the partner of choice for cutting-edge, automatic cell monitoring solutions for research and industry applications. Use our fully automatic, super compact microscopes and cutting-edge AI analysis platform. Benefit from continuous imaging inside the incubator and track cell growth, viability, motility and phenotype - on the fly. Monitor your data from anywhere over your data dashboard. The Cellwatcher, our all-in-one solution, will save time and space and boost your cell research.



## Phytochem® Referenzsubstanzen GmbH BIOTECH DNA / PROTEIN ANALYTICS

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Phytochem (PC) develops, produces and markets pure reference substances for the pharmaceutical industry, research, analytics and authorities and synthesizes or isolates Impurities in remedies for customers needs with best equipment and experience. PC further develops analytical methods and new products mainly focussed on natural sources for Phytopharmaceuticals, Functional Foods as well as Cosmetics. The CEO has also the status of a qualified person acc. § 65 AMG for product release in Pharma.



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## PIKA Weihenstephan GmbH

BIOTECH AGRO, FOOD, ENVIRONMENT

PIKA Weihenstephan GmbH, a spin-off from TU München, is specialized in microbiology and DNA analyses for the food and beverage industries including breweries. Besides consultancy and lab service, our portfolio covers development, production and sales of products for on-site testing. Major products for quality control are FastOrange® enrichment media and 4everyone™ Detection kits, besides we supply fresh yeast from our HefeFarm®. PIKA Weihenstephan is certified according to DIN EN ISO 9001:2015.



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## PolyQuant GmbH

BIOTECH THERAPEUTICS & DIAGNOSTICS

PolyQuant provides ISO 9001:2015 certified products, services and bioinformatics support for protein analysis and proteomics covering: Stable isotope-labelled reference standards for absolute protein quantification based on our proprietary QconCAT platform technology, Kits for LC and MS instrument calibration and standardization, entire assay development for proteomics workflows (quantitative/qualitative), comprehensive support for protein analytics (Medtech, Biotech, Life Sciences, Pharma).



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## Postnova Analytics GmbH

BIOTECH DEVICES & REAGENTS

Postnova is a manufacturer of analytical instruments based on Field-Flow Fractionation. The application range of 1 nm-100 µm and 1000 Da up to many MDa, Postnova provides an analytical tool for the separation/characterization of particles, polymers, proteins, viruses, antibodies, liposomes or exosomes in complex aqueous/organic matrices. Postnova offers the complete range of FFF techniques as Electrical/Asymmetrical FlowFFF, CentriFFF and ThermalFFF along with detection as MALS, DLS, and ICP-MS.



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## PPD Germany GmbH & Co. KG

CRO

PPD is a leading global contract research organization providing drug discovery, development and lifecycle management services. With offices in 46 countries and more than 23,000 professionals worldwide, PPD applies innovative technologies, therapeutic expertise and a commitment to quality to help clients and partners accelerate the delivery of safe and effective therapeutics and maximize the returns on their R&D investments. Visit [www.ppdi.com](http://www.ppdi.com).



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## PreciPoint GmbH

BIOTECH DEVICES & REAGENTS

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PreciPoint, located in Freising, is a manufacturer of digital microscopes and complex lab automation devices. PreciPoints core competency is combining optics, mechanics, electronics, firmware and software to modern micro imaging applications. Currently, the company is focused on Whole Slide Imaging, Digital Pathology and Virtual Microscopy. Our well-rounded engineering staff develops practical, economical and precisely manufacturable solutions for a wide array of complex problems.



## PreOmics GmbH

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The PreOmics GmbH develops and commercializes tools for mass spectrometry-based proteomics. The main focus are easy and optimized sample preparation methods enabling fast, efficient and sensitive measurements at high throughput. PreOmics further develops instruments for automated fractionation and enrichment to achieve complete proteomics and to facilitate the analysis of signal-transduction pathways. PreOmics addresses customers in research, drug development and diagnostics.



## PreSens Precision Sensing GmbH

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PreSens is a world leader in the field of chemical-optical sensors and develops, manufactures and distributes microsensors, 2D imaging and non-invasive sensor systems for Biotech & Pharma, Food & Beverage, Scientific Applications and Medical Devices – with service all over the world. The out-of-box products and the engineering of customized sensors focus on parameters essential for life: oxygen, pH, CO<sub>2</sub> and biomass. PreSens is certified EN ISO 13485:2016 and ISO 9001:2015.



## ProJect Pharmaceuticals GmbH

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ProJect Pharmaceuticals transfers delicate pharmaceutical molecules into pioneering drugs with a deep expertise in formulation and pharmaceutical process development for liquid or lyophilized proteins, high-concentration products, ADCs / cytotoxics and live viral vaccines. We develop a quality product and its manufacturing process on a scientific rationale pursuant to international guidelines. Teamed up with manufacturing CMOs, we smooth technology transfer from pre-clinical to large-scale supply.

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## Proteros biostructures GmbH

BIOTECH PRECLINICAL SERVICES

Proteros, Martinsried/Munich, Germany is a private biotechnology company aimed at drug discovery for technically demanding drug targets. Proteros is currently working for most of the big pharma and biotech companies in Europe, US and Japan in different types of service and collaborative relationships. For more information please visit [www.proteros.com](http://www.proteros.com).

## PROTEROS

REACH RIGHT FASTER

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## PSI CRO Deutschland GmbH

CRO

PSI CRO Deutschland GmbH is a subsidiary of PSI CRO AG (Switzerland), a globally operating service provider specialized in clinical research and development services on behalf of the pharmaceutical and biotechnology industry. With more than 100 employees in Germany and over 2500 worldwide, we plan and execute clinical trials related to the global development of new therapies in many indications like Oncology, Gastroenterology, Haematology, Infectious Diseases, MS and other rare diseases.



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## PUREN Pharma GmbH & Co. KG

PHARMA & CHEMICAL INDUSTRY

Already in the 1980s, PUREN Pharma had an important position in Germany thanks to high-quality, inexpensive generics and numerous branded drugs. Over time strategic takeovers have led to diverse company names. The range grew in the area of therapy-relevant generics and branded medicines, the broadest parenteral portfolio for clinics in Germany and attractive OTC specialties. Actavis Germany has been part of the Actavis-Allergan group and belongs now to the globally operating AUROBINDO group.



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## quattro research GmbH

BIOTECH BIOINFORMATICS

quattro research addresses the needs of life science and chemical industry by providing state-of-the-art solutions to manage all scientific data produced in research projects. Our applications help scientists to optimise the value of their research data, e.g. the compound management solution quattro/CM or the ELN quattro/LJ. quattro research offers software development and consulting services to solve any data management challenges in life science R&D, e.g. Biologics registration.



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## RAPID Biomedical GmbH

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



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## REMARK GmbH

Pharmaservices & Consulting  
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REMARK is a privately owned pharma services and consulting company founded in 1999. Quality and speed are the decisive factors in the success of a company involved in the healthcare market. To reach your goals we offer the following services:

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## res mechanica

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res mechanica is a Munich-based company that develops hema.to, a software service for automatic and supportive diagnosis of leukemia based on flow cytometric data using artificial intelligence. hema.to has achieved a level of reliability in the diagnosis of mature B-cell neoplasms that is comparable to the judgment of an experienced diagnostician and is demonstrably world-class.

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Ritter GmbH was founded 1965. The company is established in Schwabmünchen, Bavaria. On 25,000 m<sup>2</sup> Ritter develops and produces with about 300 employees sterile and non-sterile laboratory equipment, high precision dispensers, tips and plates, certified according to the current DIN EN ISO 9001 and 13485 standards. In more than 70 countries, millions of Ritter medical products are used in clinical and biotechnological applications every day. Products: Robotic Consumables, Liquid Handling, Clinical Products.



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## rnatics GmbH

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RNATICS develops first-in-class, carbohydrate-coupled RNA therapeutics to inhibit disease-causing RNAs in macrophages. This novel mode of delivery to immune cells enables access to organs previously not accessible to RNA therapy offering tremendous therapeutic opportunities for multiple diseases. The most advanced drug candidate, RCS-21, is currently in development for the treatment of lung inflammation originating from viral infections, such as SARS-CoV-2. We aim to begin first-in-human clinical trials within the next 12 months.



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## Roche Diagnostics GmbH

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Roche Diagnostics GmbH is part of Roche, Switzerland, a leader in research-focused healthcare with combined strength in pharma and diagnostics. At Penzberg, Roche runs one of Europe's largest biotechnology centers for research, development and production as well as a pioneer in digital health. The portfolio comprises test systems for the life science market, diagnosis, patient stratification and therapy monitoring as well as therapeutic proteins with focus on antibodies and biomarkers for oncology.



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For many years we have been manufacturing and packaging pharmaceuticals for patients in over 150 countries. Innovative technologies and a highly motivated and competent team guarantee highest reliability and quality standards as well as an extraordinary price-performance ratio besides patient safety and customer satisfaction including personal contact. A company history of more than 150 years - both independent and historically within the global production network of Pfizer, Inc. is our pride.



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## S4DX GmbH

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Smart4Diagnostics GmbH closes the data gap between blood collection and lab analysis and enables a new quality standard for diagnostic decision making. We change medical diagnostics from a trust-based system into an evidence-based system. Our digital human sample fingerprint is a quantum leap forward for patient safety, the quality of medical decisions and sample turnaround time in the lab. We create a trustworthy and verifiably basis for the personalized medicine of the future.

## SanoLiBio GmbH

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## SanoLiBio GmbH

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SanoLiBio focuses on automated solutions in blood circulating rare cell enrichment and rare cell analysis. Cost-efficiency, accessibility, scalability, and diagnostic accuracy drive our innovations. Our technology distinguishes itself from any existing rare cell enrichment platform by our no-loss enrichment of desired cells. SanoLiBio's market priority is non-invasive prenatal testing and cancer diagnostics and ultimately, thriving to pioneer disease prevention by cell-based liquid biopsy.



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## SCG Cell Therapy GmbH

BIOTECH THERAPEUTICS & DIAGNOSTICS

SCG is a biotechnology company focusing on fighting infections and their associated cancers by developing a unique pipeline of T cell therapies, antibodies, and therapeutic vaccines. SCG combines regional advantages in Singapore, China and Germany, covering the entire value chain from innovative drug R&D, manufacturing, clinical development and commercialization.



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## SciRhom GmbH

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SciRhom GmbH, a biopharmaceutical start-up company, develops first-in-class antibodies against iRhom2, a key modulator of several crucial pro-inflammatory signaling pathways, including TNF-alpha signaling. Based on a decade of cutting-edge bench research and the successful completion of antibody generation campaigns, SciRhom is now pursuing the preclinical and early clinical development of monoclonal antibodies against iRhom2 for the treatment of autoimmune and other serious diseases.

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Secarna Pharmaceuticals is the leading independent European antisense drug discovery and development company. Leveraging its proprietary LNAplus platform, Secarna develops next generation antisense oligonucleotide (ASO) therapies addressing challenging or currently undruggable targets. LNAplus™ is fully validated by over 15 in-house programs and numerous industry collaborations focusing on immuno-oncology, immunology, fibrotic-, viral-, neurodegenerative- and cardiometabolic diseases.



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## Securetec Detektions-Systeme AG

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Securetec Detektions-Systeme AG provides specific technologies for the detection of drugs and hazardous substances. We understand the worldwide demands of traffic safety, customs and enforcement authorities. Our competencies are the development and production of test solutions for a highly reliable day-to-day use for a multitude of rapid identification applications of drugs and hazardous substances. We detect to protect - Securetec is proud to play a part in making today's world a safer one.



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## SelectION Therapeutics GmbH

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selectION is a privately owned biopharmaceutical company focused on the development of new peptide therapeutics for the treatment of severe autoimmune diseases and rare oncology indications. The Company has established an efficient technology platform to develop highly selective peptide blockers for ion channels. The most advanced drug candidate is si-544, a best-in-class Kv1.3 blocker for treatment of effector memory T cell (TEM) driven diseases.



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## Sension GmbH

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



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## SERVIER Deutschland GmbH

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Servier is an international pharmaceutical company governed by a non-profit foundation, with its headquarters in France (Paris-Suresnes). With a strong international presence in 149 countries and a turnover of 4.6 billion euros in 2019, Servier employs 22 000 people worldwide. Entirely independent, the Group reinvests 25% of its turnover (excl. generics) in R&D. Five areas of excellence: cardiovascular, immune-inflammatory, neurodegenerative diseases, cancer, diabetes and generics.



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Silantes GmbH, engages in development, manufacturing, marketing and distribution of stable isotopically labeled biomass and bio-molecules. By using a new patented technique for labelling S-isotopic bio-molecules, Silantes is able to offer improved quality and reduced costs for the customers in industrial and academic research fields at the same time. Additionally, international research projects with different scientific groups and close collaboration with NMR-specialists enable synergetic effects.



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simfo GmbH is a research and development facility with advanced expertise in personalized medicine. It focuses particularly on the development of innovative analysis methods in haematological and oncological diagnostics. With maintrac®, simfo GmbH offers an analysis platform for the early detection of circulating tumor cells. In simfo, biotechnology and pharmaceutical companies will find a professional partner for conducting scientific studies and for preclinical phases of drug development.



## SiNatur GmbH

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



## SIRION BIOTECH GmbH

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SIRION Biotech offers the world's most comprehensive viral vector AAV-, Lentivirus-, and Adenovirus-based technologies to expedite gene and cell therapy and vaccine R&D. LentiBOOST transduction reagent is actively used to improve hematopoietic cell transductions in clinical trials (USA, Europe). Commercial arrangements range from fee-for-service, all the way to milestone & licensing.



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## siTOOLS Biotech GmbH

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



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smartbax develops novel multi-targeted, antibacterial compounds with extraordinary potency against multi-drug resistant bacteria and difficult-to-treat biofilms. With the first-in-class compounds, the company targets the multi-drug resistant pathogens methicillin-resistant *Staphylococcus aureus* (MRSA) and vancomycin-resistant enterococci (VRE). Due to the increasing prevalence of resistance against marketed antibiotics, smartbax addresses an urgent medical need which is growing dramatically.



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Sourcia is your high-experienced, flexible and independent partner in clinical development. While you are focusing on sciences, we are your partner in project management, operational set-up and execution of your Clinical Development Plan.



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SSS International Clinical Research is a Service Provider for the pharmaceutical, biotechnological and medical device industry since 1993, with headquarter in Germany and subsidiaries in Romania and Poland. We provide high quality, comprehensive and internationally integrated Clinical Operations Services throughout Europe. Our services have been proven for more than 25 years and through many successful projects.

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## Staburo GmbH – Statistical Consulting

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Staburo GmbH is a data science company, specialized in statistical consulting, programming and bioinformatics for healthcare projects. Our core competencies include Clinical Statistics, Translational Medicine & Biomarkers, Phase I & Pharmacokinetics/-Dynamics, Data Transparency & Disclosure Services, Health Technology Assessment and Bioinformatics. Our customers are international pharmaceutical companies (7 of the top 20), CROs, biotech companies and medical device manufacturers.

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## SÜD-LABORBEDARF GmbH

BIOTECH DNA / PROTEIN ANALYTICS



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

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## Swedish Orphan Biovitrum GmbH, SOBI

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Swedish Orphan Biovitrum is an international company specializing in rare diseases. Our mission is to develop and deliver innovative therapies and services to improve the lives of these patients and their families. The Swedish Orphan Biovitrum GmbH (Sobi) has been active in Germany since 2017. The company is based in Martinsried, Bavaria. Behind the success of Sobi are the nearly 40 employees in Germany whose daily motivation is to help improve the lives of patients with rare diseases.

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The coming together of INC Research and inVentiv Health as one global company, called Syneos Health, has created the industry's only true end-to-end solution. This one entity combines world-renowned clinical research and commercialization capabilities with today's most advanced science, business and data technologies to make real advances possible. We help you improve performance, reduce risk and expedite delivery of healthcare innovation to patients worldwide.

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Syntacoll is a subsidiary company and the only development and production site of Innocoll Pharmaceuticals Limited, an international pharmacy group. Since 1992, Syntacoll is developing and producing innovative, collagen-based absorbable implants and wound dressings at our production site in Saal an der Donau. Our facility is GMP compliant and ISO 13485 certified. Additionally, Syntacoll holds a manufacturing license for collagen-based drugs.



## Synteract GmbH

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Synteract is an innovative mid-size CRO with European HQ in Munich. We are providing international, full-service, Phase I-III clinical trials services to biopharma companies. Over its nearly 35-year history, Synteract has contributed to more than 240 product approvals. Our core development areas are: oncology, dermatology, neuro sciences, general medicine and vaccination, rare/orphan disease, and pediatrics.



## Systasy Bioscience GmbH

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Systasy leads biopharmaceutical innovation in decoding human complexity to uncover novel treatments for mental disorders. We achieve this by harnessing the power of patient-derived cellular disease models, pathway monitoring, and treatment testing. Our methodology is distinguished by its efficacy in reducing experimental iterations through multiplexing via Systasy's proprietary barcoding technology, which serves as a transformative tool in mapping intricate signaling networks within patient-derived disease models. This has the potential to transform the way we approach drug discovery and improve outcomes for patients with complex disorders



## TauroPharm GmbH

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TauroPharm GmbH is a healthcare company founded in 2000 and based in Waldbüttelbrunn, Germany. We want to minimize infection risks in global healthcare and thus increase patient safety worldwide. We manufacture products that prevent infections associated with central venous catheters and port systems in a variety of applications like administration of medication in the fields of oncology and haematology as well as other implanted medical devices.

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## T-CURX GmbH

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T-CURX develops a new generation of CART cells for personalized cancer immunotherapy built on proprietary technologies that overcome challenges in safety & efficacy, manufacture & scalability of conventional CAR T therapy. T cells are reprogrammed using virus-free gene transfer to destroy tumor cells. CAR T cells are living drugs that persist life-long and aim to provide continuous protection from relapse. T-CURX's product pipeline addresses several cancer indications within hematology and oncology.



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## The NCD Company GmbH

BIOTECH PRECLINICAL SERVICES

The NCD Company is an independent project company and provides all services of a non-clinical development department for biotech and pharma companies with an experienced team at highest level. By outsourcing preclinical development, you will increase flexibility, save internal resources and ensure the access to a broad spectrum of knowledge and experience. We provide Drug Development Planning and Management, Safety Testing/Toxicology, ADME/DMPK, Outsourcing, QA (GLP) and Regulatory Submission.



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## Therawis Diagnostics GmbH

PHARMA & CHEMICAL INDUSTRY

Therawis Diagnostics GmbH was founded by an experienced team with proven track record in oncology, diagnostics, corporate development, capital markets and develops diagnostics to support and guide optimal therapy for cancer patients. Therawis Diagnostics and its partner Qjagen, Hilden, Germany, launched the thescreenPITX2 RGQ PCR Kit in 2018, a novel clinically validated biomarker test to predict outcome to anthracycline-based chemotherapy in high risk breast cancer patients.



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## Thermo Fisher Scientific GENEART GmbH

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Thermo Fisher Scientific supplies innovative solutions for the world's pharmaceutical and biopharmaceutical industries. With applications that span the drug development process - from drug discovery through large-scale commercial production - we provide a broad range of products and services including single-use technologies, customized fluid transfer systems, high-quality media and sera, freezing and storage equipment, and innovative consumables and reagents, purification, and analytics.



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## Thermosome GmbH

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Thermosome is a clinical-stage drug development company focused on targeted tumor therapy combined with immune stimulation for improved cancer therapy. At its core is a novel, proprietary tumor targeting approach that allows for significantly increased local drug concentrations and improved tumor penetration to achieve improved clinical treatment efficacy. The lead candidate THE001 is a thermosensitive formulation of doxorubicin being developed in soft tissue sarcoma.



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## tilibit nanosystems GmbH

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tilibit nanosystems is specialized in the development and production of DNA nanostructures, with a focus on biochips for molecular analysis. We offer the design of custom structures for research applications, as well as collaborative development projects with industry partners for novel commercial applications. Nanostructure application fields comprise fields such as drug delivery, diagnostics, sensors, and analytical devices.



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TOPLAB GmbH is a leading ISO 9001/GMP certified and FDA registered service provider having outstanding expertise in proteome analysis, protein identification and characterization with more than 25 years of experience. The vision of TOPLAB is to support our clients from pharma, biotech and academia with highest quality standards, modern technologies and an experienced and highly motivated team, to achieve confident results in compliance with the timelines of our customers with calculable costs.

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Vectura, a FTSE250 company listed on the London Stock Exchange (LSE: VEC), is an industry-leading inhaled airways disease focused business with proprietary formulation and devices across DPI, pMDI and smart nebulisation platforms. With our extensive range of technologies, capabilities and collaborations, we believe we can become a leader in the development of inhalation products, increasing our ability to help patients suffering from respiratory diseases. Vectura has seven inhaled, four non-inhaled and ten oral products marketed by partners with growing global royalty streams, and a portfolio of drugs in clinical development, a number of which have licence agreements with several global pharmaceutical and biotechnology companies.



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Velvio develops medicines to restore organ repair functions as treatment for Orphan Diseases in Neurodegeneration – first of all Amyotrophic Lateral Sclerosis (ALS). Further, Velvio is innovating new opportunities in Idiopathic Pulmonary Fibrosis (IPF) and treatment concepts in Immune-Oncology, Liver and Brain Tumors. From our broad compound pipeline, we are ready to go “first in man” with ALS and we are about to finish preclinical drug development in IPF.



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Vertex is a global biotechnology company that invests in scientific innovation to create transformative medicines for people with serious diseases. The company has approved medicines that treat the underlying cause of cystic fibrosis (CF) and has several ongoing clinical and research programs in CF. Vertex has a robust pipeline of investigational small molecule medicines in other serious diseases, as well as a rapidly expanding pipeline of genetic and cell therapies.



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Vifor Pharma is an internationally active pharma company, which researches, develops, produces and markets its own pharmaceutical products worldwide. The Company's main area of focus is iron replacement therapy, Vifor Fresenius Medical Care Renal Pharma and infectious diseases.



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## ViGeneron GmbH

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vivoPharm is a successful and fast-growing precision research organization (CRO) that provides integrated preclinical services worldwide. Using our experience and knowledge, we assist in the planning and performance of tailored studies, from discovery stage through to clinical development and beyond. We're a unique IO precision service organization, active in preclinical and clinical services. All work is carried in AAALAC accredited and GLP compliant facilities in Australia and the US.



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Winicker Norimed GmbH is an independent contract research organization. We manage projects from the planning through the field phase to the analysis and the clinical study report or publication. We deliver quality services according to applicable laws and international guidelines based on either our own or our clients SOPs. Winicker Norimed manages phase II-IV clinical trials with pharmaceuticals, studies with medical devices as well as non-interventional and epidemiological studies.

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## Zimmer BioTech GmbH

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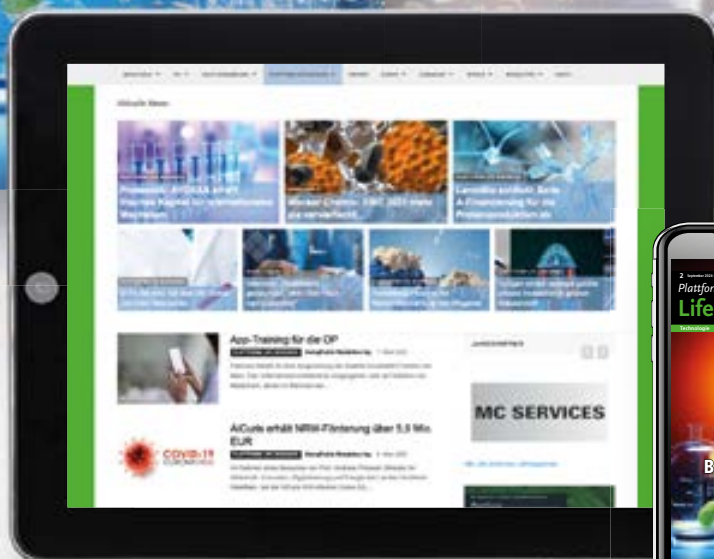
Zimmer BioTech, a Neu-Ulm, Germany-based start-up is advancing Alevin deep a drug based on 5-Aminolevulinic acid (ALA), used for treatment of actinic keratoses in photodynamic therapy (PDT). New developments show a huge upside potential as the drug could be used to treat Acne. Investors include Zimmer MedizinSysteme GmbH, the medical device producer, and High-Tech Gründerfonds. The company will use the funds to continue to develop a new therapy to combat skin cancer and Acne.

# Biotechnologie 2024 (26. Jg.)



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# IMPRINT

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Dr. Andreas Berghammer

Podcast interviews were produced on behalf of Bio<sup>M</sup>  
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We thank the Bavarian companies and the regional organizations  
of the Bavarian Biotechnology Cluster for supporting this survey.  
June, 2024

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Managing Director and Spokesman of the  
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## The Bavarian and the Munich Biotechnology Clusters are managed by:



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## About this Study:

### Data collection

For the Bavarian Biotech Report, a biotechnology company has been  
defined as a company which develops and/or manufactures products on  
the basis of state-of-the-art molecular biological methods/data.

The biotechnology companies were classified according to the location  
of their headquarters outside or inside Bavaria as 'international/national'  
or 'Bavarian (SME)'. The classification into OECD and non-OECD biotech  
companies as found in previous reports has been dispensed with, as this  
does not accurately portray the diversity of the biotech pharma ecosystem.

Data were collected by our own survey between March and June 2024.  
The survey tool SurveyMonkey was used for this. In this context,  
assessments of the business situation and the use of AI were also  
obtained from a total of 81 companies in the industry. Other sources  
of data are personal communication, internet research (e.g. company  
homepage, LinkedIn profile) as well as a data query from the database of  
startupdetector, Berlin.

Possible deviations from previously published figures are the result of  
additional data gathered that also may refer to previous years. The period  
under review for this report is 2023.

There are more than 300 company profiles listed in the appendix of this  
brochure. Not every company listed is also considered in this survey, for  
example some companies with very specific services. Furthermore, some  
Bavarian biotech and pharma companies are included in the survey but  
have not activated their listing in the appendix. More than 500 Bavarian  
companies in medical engineering are not included in this survey (by  
numbers or with profiles).

### Processing of data and estimation procedures

For the assignment of the companies to branch areas and business fields,  
the answers of the companies, the classifications in the databases of Bio<sup>M</sup>  
the classification by the Chamber of Industry and Commerce as well as  
internet research were used. To determine the number of employees,  
the mean of the selected size ranges was used for companies for which  
no precise figures or additional information were given. In addition, the  
values were supplemented by annual financial statements and internet  
research as well as reported figures from the previous year. For the  
extrapolation of the total number of employees per group, the mean  
values of the respective branch areas (biotechnology, pharmaceuticals,  
CRO, others) were then calculated and multiplied by the total number of  
companies in the areas. The assignment and the estimates given were  
made with the greatest possible care; however, no liability is assumed for  
the completeness and correctness of the information.

Published in June, 2024



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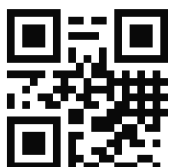
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