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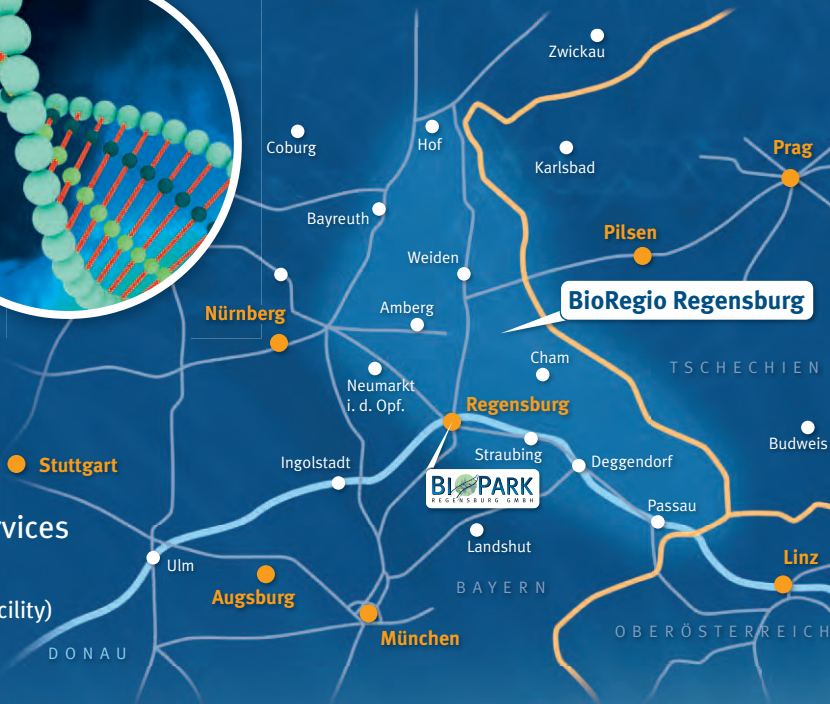
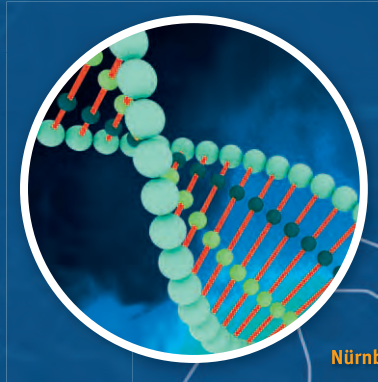
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Imprint

Editorial staff: Georg Kääb, Bianca Reuter

Data collection: André Hansbauer, Sabine Jordan

Company Profiles: André Hansbauer, Ivonne Wagner

We thank the Bavarian companies and the regional organizations of the Bavarian Biotechnology Cluster in supporting this survey.

April, 2012

Contact

Prof. Dr. Horst Domdey, Managing Director

Spokesman of the Bavarian Biotechnology Cluster

Dr. Georg Kääb, Cluster Manager

The Bavarian and the Munich Biotechnology Cluster are managed by:

Bio^M Biotech Cluster Development GmbH

Am Klopferspitz 19 a

D-82152 Martinsried

Phone: +49 (0)89-89 96 79-0

Fax: +49 (0)89-89 96 79-79

E-Mail: info@bio-m.org

Internet: www.biotech-bavaria.de



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Layout-Design: aimcom, Munich, www.aimcom.de

Picture credits: fotolia.com (Jan Felber, kreefax); istockphoto.com

Supported by the Bavarian State Ministry of Economic Affairs, Infrastructure, Transport and Technology
www.stmwivt.bayern.de/en/foreign-trade

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About this survey:

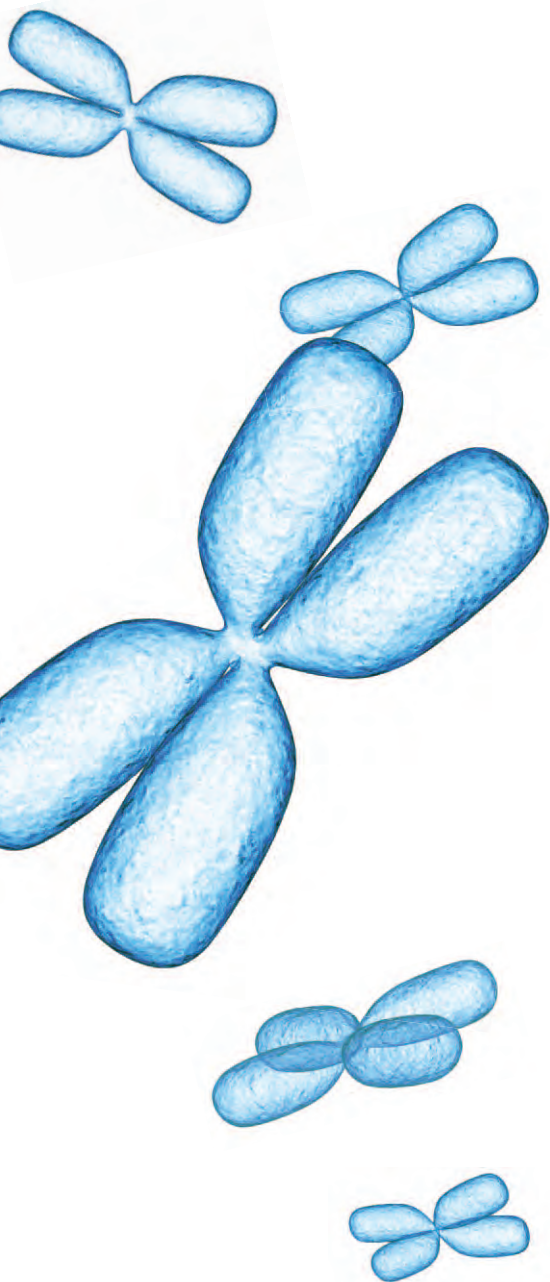
For the following report, a biotechnology company has been defined as a company, which develops and/or manufactures products on the basis of state-of-the-art molecular biological methods. But as “conventional” pharmaceutical companies are increasingly also using such methods, it is often difficult to differentiate between biotech and pharma. Traditional phytopharmaceutical companies and manufacturers of homeopathic products are however not included in this compilation. We distinguished the parameters specific to each sector and conducted separate surveys for biotech companies, pharmaceutical companies, (clinical) contract research organizations (CROs), contract manufacturing organizations (CMOs), suppliers and others with activities in the biotechnology sector. In the case of the biotech companies, a distinction was once again made between small and medium-sized companies (SME) having their headquarters in Bavaria, and branch offices and subsidiaries of national and international biotech companies (biotechnology companies, non-SMEs). The term “non-SME” therefore does not say anything about the actual size of this branch office.

The data forming the basis of this report are based on the evaluation of a written survey carried out by BioM Biotech Cluster Development GmbH at the beginning of 2012 of approx. 320 Life Science companies throughout Bavaria. Based on the questionnaires returned and intensive follow-up telephone calls it was possible to achieve a response rate of almost 86%. Possible deviations from previously published figures are the result of additional data obtained in this survey that also may refer to previous years. The period under review for this report is the year 2011.

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IMGM Laboratories GmbH
Lochhamer Str. 29
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Germany

ph.: +49.89.895578.40
fax: +49.89.895578.41

info@imgm.com
www.imgm.com



www.imgm.com

The Bavarian Biotechnology Cluster

Strong partners make for a strong network



PROF. DR.
HORST DOMDEY

Speaker of the "Bavarian
Biotechnology Cluster"

"Success through synergies" is the guiding principle behind the Bavarian Cluster Initiative, where companies belonging to one segment of an industry regard themselves not as competitors, but as mutual beneficiaries, for example through trustful cooperation (open innovation), through a shared market or through a pool of highly qualified personnel. Most of these effects are favoured by spatial proximity, so, as a rule, a "single cluster" is delimited in terms of its location, for example, to one city. Combining various clusters into a network can be especially successful, as demonstrated by the Bavarian biotechnology industry, which received special support from the Bavarian Ministry of Economic Affairs between the years 2006 and 2011 as part of the "Bavarian Biotechnology Cluster" (www.cluster-bayern.de).

One of the initial successes of the "Bavarian Biotechnology Cluster" was its function as a "catalyst" for white, i.e. industrial, biotechnology. Bavaria's strategically completely new white biotechnology initiative was able to raise funding in the order of millions from the federal and state governments and strong commitment of chemical company giants like Wacker AG and Süd-Chemie AG (now part of Clariant, Switzerland). This led to the foundation of a specific network of companies and research institutes with their own network coordination (see page 28). At various locations, and especially in Straubing, there are deliberate efforts to promote a large variety of projects devoted to industrial applications, for example, in the field of renewable raw materials.

Red pharmaceutical biotechnology is still networked within the "Bavarian Biotechnology Cluster" and Bio^M Biotech Cluster Development GmbH coordinates the well developed Bavarian Biotech locations of Munich-Martinsried and Regensburg as well as the up-and-coming

locations of Nuremberg-Erlangen, Würzburg and Bayreuth. In the last few years, each of these locations has developed its own unique profile with specific on-site core competences, with specific infrastructural measures and a competent local management team.

Munich has concentrated on drug development for many decades and in 2010 sharpened its profile in the field of "personalized medicine" even further by winning an award in the "Leading-Edge Cluster Competition" held by the German Federal Ministry of Education and Research. Under the title "m⁴ – Personalized Medicine", this major investment project attracts funding to a total of almost € 100 million from the Federal Government, the Free State of Bavaria and industry, which is channelled into separate cooperative research projects, as well as into infrastructural measures, for example, the new consortium of tissue banks, the Munich-Biobank-Alliance.

Equally successful in the Leading-Edge Cluster Competition was Nuremberg-Erlangen, a Centre of Excellence for Medical Technology that is able to use to its advantage a tight network linking science, business, hospitals and care facilities along with the innovative strength of the SMEs. The so called "Medical Valley" combines world leading big and smaller enterprises like Siemens or Wave. Würzburg has successfully established itself as a Centre of Excellence for biomedical research and Bayreuth is strong in the field of materials research, as well as scoring highly with interesting discoveries in the biology of photosynthesis and its technical exploitation.

With the injection of funds from the Bavarian Ministry of Economic Affairs, a great deal has been achieved and a lot of wheels have been set in motion. To make sure they continue rolling, the "Bavarian Biotechnology Cluster" will go on being promoted as a network in future. Each location contributes its own individual strengths to this network and can profit from its combined efforts, with Bio^M GmbH serving as a central point of exchange and contact. I am convinced that the success of each separate local player impacts positively on the entire network and that we are well positioned to continue down the road to success that we have taken together – to further increase the attractiveness of Bavarian Biotechnology!



Prof. Dr. Horst Domdey
Speaker of the „Bavarian Biotechnology Cluster“

The 2011 Biotech Year in Bavaria – And Beyond

Our survey for 2011 still matches with our last theme for the 2010 Annual Report: that Bavarian biotechnology is *right on track*. The transformation process that it describes – fragmented know-how and specific technology competence uniting into larger units and thereby consolidating with great intelligence rather than necessity – also continued in a number of companies in 2011. At the same time, Bavarian companies entered into new cooperation agreements or have been able to renew existing ones throughout the year. This confirms the sustained relevance and attractiveness of the technology platforms and individual projects on an international scale.

With regard to external funding, we would have preferred not to be as accurate with our supposition that the particularly positive and record-breaking investments totalling around 650 million euros in the German biotechnology sector in 2010 could have been a flash in the pan – albeit a very gratifying one. However, this seemingly dramatic drop to about 140 million euros in 2011 (Source: BIO Deutschland e.V., January 2012) shows us that new record levels of investment activity in the German biotechnology sector cannot be attained every year. When comparing the year 2011 with the rather normal year of 2009 (investments of about 300 million euros) and the previous years, then it appears that the average value realistically falls somewhere between 200 and 300 million euros. Consequently, 2011 would still come close to this apparently typical German average line.

However, these numbers turned out to be far more positive for 2011 on an international and European level or to USA: According to a PricewaterhouseCoopers survey from January 2012, the volume of venture capital (VC) investments in the US biotech sector increased by a healthy 20% to a five-year high of more than \$ 4.7 billion. If we include the areas of medical devices and laboratory equipment manufacturers, then another 340 US companies benefitted from the additional \$ 2.8 billion in VC funds. To invest \$ 7.5 billion in innovation makes quite a statement – but firms in the USA also had to realise that established companies benefitted almost exclusively from this investment bonanza; the proportion of first round financing was very limited. The VentureValuation company broke these numbers down into more detail and added all available forms of funding directed to the pure drug and diagnostics developers, which resulted in about \$ 3.5 billion for the USA. For Europe, VentureValuation calculated that the total value of all investments to those companies was somewhat more than \$ 1 billion for 2011. When considering the US dollar to euro exchange rate, Germany attracted about 20% of funds that were invested across European companies to its own firms –

which may spark a debate as to whether this was an appropriate share or too modest.

In any case, Bavaria was able to chalk up more than half of the rather meagre 140 million euros of external biotech funding for Germany (which includes VC funds, follow-ons, bond issues, etc.) just like in the previous year of 2010 – namely, about 70 million euros. It is obvious that a financial comparison with the USA is impossible due to this huge differences in size. But, it isn't only the money that counts, the content – or let's say the technology a company can offer – has to be valued even higher.

Consequently, this major question must still be answered: What is the source of German biotechnology funding – and in particular for Bavarian companies – if external investors restrain themselves to such an extent? Since the number of companies and employees has been fairly stable in Bavaria – and probably also across Germany (these numbers are not available yet) – the funds must have originated from other sources. And this may be the most gratifying piece of news: The companies are increasingly generating their own sales revenue with which they can advance their product developments. They generate these sales in the previously mentioned numerous and international cooperations with Big Pharma or Big Biotech through milestone payments or royalties and increasingly through their own sales revenues.

Even if the overall German economy generally delivered a stellar performance with a strong 2011 business year and was able to increase real GDP at a near record-breaking pace of 3% against all European crisis scenarios, this feat is even more remarkable for a young high-technology industry where the framework conditions are subject to continuous change, especially on the part of the established major enter-

prises. In addition, hardly a day passed in the news last year without a major pharmaceutical company announcing massive restructuring with layoffs or the outsourcing of specific areas – or being forced to declare the rejection of an approval study. At the same time, we observed concrete examples of how the patent expiration of a blockbuster drug can lead to the almost complete drop in sales of a previous pillar of company success within a few days of being “attacked” by the generic drugs – and therefore gained a much more concrete understanding of the patent cliff concept. An additional amount of about US \$ 80 billion of secure revenues will be lost by 2014 due to further patent expirations at pharmaceutical companies (Bain & Company, 2011). Furthermore, the supply of new drugs is nowhere near sufficient to close this gap. This holds true even though 2011 showed a strongly rising number of approvals by the FDA in the amount of about 30 new drugs, which is on a scale that has not been achieved during the last 10 years. It remains to be seen whether the continuing declining trend or stagnation in the number of approved drugs or also priority drugs in the past years has already been reversed or if this was just a one-time effect.

The strength of the German biotechnology industry in the pharmaceutical sector is its broad and very promising pipeline that the Bavarian companies have largely covered and developed.

The year 2011 has presented much positive progress in early clinical stages: It was even possible for the Leverkusen-based Biofrontera company to celebrate the long-desired European approval of its 5-aminolevulinic acid active substance. Now it still needs to assert itself in the market. Nevertheless, not all product developments by German – and also Bavarian – biotech companies have been successful in their critical approval study. On the other hand, especially the Bavarian biotechnology sector is fortunate to be diversified

enough so that setbacks on one end can be compensated by success on the other end – and this also continuously provides new opportunities for the employees.

As a comparison – and the number of employees and sales revenues indicate this direction – the combined pharmaceutical developers of the Bavarian Biotech Cluster are equivalent to a larger national pharmaceutical company (see page 17f). However, the major difference becomes particularly apparent when looking at the product pipeline of the Bavarian biotech companies: Not only is it unrivalled in Germany, but would not have been developed by a single company that concentrates on individual indications (see page 19f). On the other hand, such a classical company also sacrifices the broader scope and its associated flexibility and effective risk management in order to deal with failures. These failures can be buffered in an – admittedly amorphous – environment of a cluster in an ideal scenario. This can be compared to how some animals in a school of fish or flock of birds move in the direction that turns out to be correct and were therefore rightly followed by the other partners in the cluster.

A few years ago, one of these new directions was focusing on technology platforms – true know-how ownership that allowed individual companies to present themselves as suppliers and technology service providers to the pharmaceutical industry and establish a permanent presence in their global value chains. Prior to this, the somewhat painful realisation had set in that hardly any of the German Biotech SMEs could develop into Big Biotech on their own and that an innovative, research-intensive supplier industry – especially in drug development – could expand in a way similar to the automotive sector.

Due to this focus that was established several years ago, some exceptionally successful companies were also quickly in a position to tackle their own proprietary projects and leapfrog important development hurdles with the income derived from development partnerships. This was the next important change of direction that was and still is being implemented almost imperceptibly, yet is fundamental for maintaining self-determination in innovation and high-tech research.

It would also be disastrous if the comparison with the automotive supplier industry and its drawbacks would also find its equivalent in the biotech sector: The stronger dependence on a few internationally operating major companies with their globally negotiated pricing expectations – which are difficult to escape on a local level – comes with the constant danger of being exclusively tied to the “wrong” global player while others are already following a new technology gold rush more successfully. This poses the risk of a “marriage made in heaven” – followed by a rude awakening or even a “war of the roses”.

But this certainly does not mean that the streets are paved in gold in the sector of the technology service providers. Quite to the contrary, the pharmaceutical companies are currently cutting costs everywhere and the German healthcare system also has massive limitations on reimbursement policies (which may please the social health insurance patients and the insurance system). These factors have an especially strong effect when a firm must react to the quick replacement of lost sales (even by acquiring other companies and their sales revenues) instead of investing in cooperative ventures that will only impact the revenue side over the long term.

Technology leadership creates international interest...

Companies with a very specialised, innovative know-how have developed in the Bavarian locations of Würzburg, Regensburg and Munich and are increasingly attracting the attention of global industry scouts, which could definitely be viewed as recognition.

For example, the Würzburg-based company of OncoMab was one of the first companies to already create such an international interest several years ago that the Australian Patrys company ultimately acquired it. Other company acquisitions with Bavarian participation have followed in

a similar pattern since then. The most recent of these are U3-Pharma, Martinsried, acquired by Daiichi Sankyo, Japan and Geneart, Regensburg, acquired by Life Technologies. These two examples in particular show that Bavarian know-how does not simply disappear to a foreign country but that the opportunity is used to expand the acquired business locations and upgrade them in the group of companies.

...and attractiveness is now paying off

The Martinsried-based company of Kinaxo had a similar experience after its specialist expertise in mass spectrometry of signalling proteins aroused much interest in the pharmaceutical industry. It was ultimately acquired at the beginning of 2011 by the Hamburg-based company Evotec AG in order to complement the latter's overall technology portfolio in pharmaceutical development. In this case, the location of Evotec Munich at the IZB incubator in Martinsried was not only preserved but expanded.

Yet, the biggest headlines in this area were made by the acquisition of the Munich-based Micromet company by the US giant Amgen, which paid about \$ 1.2 billion for it. The unprecedented scale of this transaction in Germany created a small tremor in the local scene during spring 2012, but the consequences are now rated as positive across the region. The current sales office of Amgen in Munich is now to be complemented by the research unit of the former Micromet as „Amgen Research Munich“, which will ideally facilitate the attracting and retaining of additional networks in entirely new areas of the US company at this location – not least with the Regensburg site, Amgen Research Regensburg, where the high-throughput expertise could wonderfully synergize with the innovative development site in Munich.

Among other things, this internationalisation and apparent global perception of Bavarian activities is also reflected in the high number of international visitor groups – more than 30 such groups wanted to visit the Bavarian biotechnology sector on site. And last but not least, this international visibility in the past few months has also led to completely new settlements of international companies. In Martinsried alone, three US biotech companies have settled since the end of 2010: the New York-based Exosome Diagnostics company, LabPMM of

San Diego and the most recent move of Myriad Genetics' European central laboratory to the south of Munich with an opening ceremony that is still fresh on people's minds. The Japanese pharmaceutical company of Otsuka has also opened an additional German branch office in Munich. This positive development appears to also be continuing in 2012 (see page 16).

The new emphasis on personalised medicine – to which the Munich Biotech Cluster has committed its vision of the future in the Leading-Edge Cluster programme sponsored by the German Federal Ministry of Education and Research (BMBF) and beyond – was a key location criterion, especially for US companies.

The active promotion of Bavarian biotechnology by the Cluster management plays an important role, especially in the area of international networking. As a result, the many conversations at international partnering events such as BIO USA, BIO-Europe and BIO Pharma USA have led to cooperation agreements that can always just be initiated on the cluster level but at least receive the decisive facilitation here. The partnership agreement signed in October 2011 with the leading cluster of Japan in the region of Kansai/Osaka promises easier access to decision-makers in the very interesting and very interested Japanese pharmaceutical industry.

Inventions from Bavarian universities



The Bayerische Patentallianz GmbH provides industry with unique access to the largest technology pool in Bavaria: as the central patent marketing agency for 28 Bavarian universities and universities of applied sciences with a budget of several billion euros, we market the inventions of more than 18,000 scientists. With our interdisciplinary team of experienced scientists, engineers, business experts and lawyers managing a broad spectrum of marketable inventions comprising numerous patent families, we are one of the largest patent marketing agencies in Germany.

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Furthermore, the continued interest of Big Pharma in targeted “mini partnerships” in places such as the Munich metropolitan area – which we jointly implement with companies and scientific institutions (resulting in first concrete agreements) – demonstrates the top-class relevance of technology and product development by Bavarian researchers and companies on a global scale.

Within this context, it is particularly important to constantly promote and support the often cited “resource of knowledge” that Germany essentially offers as a location advantage in the global competition. All of the above-mentioned successes by Bavarian biotechnology companies arise from targeted support measures from the national and the Bavarian state government at a particular Bavarian location of higher education. In continuation of this successful science policy, Bavaria is currently focusing strongly on *systems biology* (research network for molecular biosystems, BioSysNet), linking the excellent expertise of the structural scientists working with Professor Patrick Cramer at the Gene Centre of the LMU Munich with information technology and medical informatics at other scientific locations in Bavaria in order to pave the way for *systems medicine*. Furthermore, research networks have also been established or are currently being created or expanded across Bavaria in immunotherapy for researching the metastasis of cancer and neurodegenerative disorders. This is also absolutely essential for expanding the excellent scientific foundation at all locations.

It is equally important to continuously improve the technology transfer of these findings in their application. We hope that the strengthening of translational research in Bavarian clinical research departments will result in real and possibly life-saving developments, especially for the sake of the patients.

There are frequently fundamental discussions in academic circles about the orientation on application in research. One argument is that when researchers subject themselves to dependence upon business enterprises and their changing needs, the “freedom” of science suffers severely if the industrial partner makes the decision as to whether or not the research findings are published. These discussions often fail to mention that this is not about hindering the acquisition of knowledge

but actually making it possible in the first place. In particular, the research landscape in the USA is an example of how private and/or corporate support is simply a prerequisite for high-end research and its position (at the top) could never be adequately financed by public funds.

The fact that these young entrepreneurs most recently also come from life sciences is in part an achievement of the completely new “m⁴ Award”. This award was conceived in Munich’s Leading-Edge Cluster in order to grant financial support to academic projects in the proof-of-concept phase. Thanks to generous support by the Bavarian Ministry of Economic Affairs, this competition – which is now endowed with more than 8 million euros – was expanded across all of Bavaria and established in partnership with all of the state’s facilities and networks that are involved in technology transfer. This has closed the gap that some inventors must face until they can participate with their idea in a business plan competition and hopefully succeed in presenting themselves to investors. More than 80 project ideas were submitted after the first call in 2011, and they have revealed the types of treasures slumbering at the research facilities in the area of *personalised medicine*. It was then possible to teach these scientists about approaching investors as they received additional, targeted and professional coaching for example at a special „boot camp“.

It is also important for such new entrepreneurs to find a home for their company that allows it to grow. The Bavarian start-up centres play an essential – even indispensable – role in this respect: The IGZ in Würzburg offers office and laboratory space in an area of more than 5,000 m², which is currently used by more than 20 companies with a total of 300 employees. The team of the IGZ also assists start-ups with business issues ranging from patenting to financing and gets actively involved in measures to promote start-ups from the exceptionally well-positioned Department of Biomedicine at the University of Würzburg and its hospital.

The Medical Valley Centre in Erlangen focuses on medical and diagnostic technology, as well as IT. It also offers cutting-edge equipment on 5,000 m² and an excellence network of small and large global market leaders in medical technology that received impressive awards in the BMBF Leading-Edge Cluster competition.

Straubing is fully committed to renewable resources. Open to all industries, the start-up centre is being complemented by a more specialised BioCubator – both of which are in direct and ideal proximity to the Competence Centre for Renewable Resources of the TU München (Munich Technical University) in Straubing.

The BioPark Regensburg has been set up on the campus of the University of Regensburg since 2001. It ceremoniously opened the third stage of construction in 2011 and handed over the premises to the new tenants. As a result, it now offers 18,000 m² of laboratory and office space that is currently occupied by more than 30 tenants with a total of more than 550 employees. A neighbouring

property will provide more space for start-ups from all sectors in the near future, in addition to relocations to other commercial buildings in the Regensburg area. The BioPark Regensburg GmbH not only serves as a facility manager but also as an industry development company for the entire Central Bavarian region – and has been highly successful in the process. Since life sciences are deliberately defined very broadly here and expand into medical technology, the area of Greater Regensburg with a population of 200,000 provides jobs in this sector for a notable number of 2,500 employees. Children and families are also offered benefits with the new children's daycare centre in the BioPark.



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Last but not least, the IZB start-up centres were especially designed to satisfy the requirements of the biotech industry with its branches in the north of Munich (Freising-Weihenstephan) and especially Martinsried-Planegg at the southern city limits of Munich. Together they offer facilities with more than 25,000 m² of laboratory and office space that currently house more than 50 tenants and almost 700 employees. Although it was designed for a modest 800 m² when the first foundation stone was laid in 1995, the location between the Grosshadern Campus Hospital of the LMU and the Max Planck Institutes for Biochemistry and Neurobiology – and most recently also the Faculty of Biology, as well as Chemistry and Pharmacy, and the Gene Centre of the LMU – has turned out to be perfect. The building expansions were just capable of keeping pace with the companies' expansion requests or – as was the case of the Proteros Biostructures company – were satisfied by a privately constructed laboratory building in close proximity in 2011. In turn, this enabled the recruitment of additional companies.

When a start-up centre exceeds a certain size and complexity with all of its local and regional networks in politics and administration, it is advisable to establish an additional management organisation that focuses on technology and product development. This parallelism existed in Martinsried and the Greater Munich area from the very beginning: Bio^M was already established in 1997 as an institution with its own funding; its purpose was and still is to help entrepreneurs – in good times and in bad – with advice and support in an industry that was still in its infancy. More than 150 company start-ups have been assisted since then. This is a quite respectable track record in view of the approximately 130 companies existing today.

The (scientific and infrastructural) ground has been excellently prepared for decades in Bavaria; the seed has borne fruit that has already been harvested in some cases. In other cases, companies are trying to reach the

best fruit or have already secured a portion of it. But what does the future look like as more “real” products are generated in the pharmaceutical sector, which hopefully means an increasing number of approved biotech products from the Bavarian pipeline?

The German healthcare system as such will ultimately pose a great challenge. There is much uncertainty as to whether a system dating from the time of Bismarck can cope with the societal challenges of the present and the future. The Bavarian companies would certainly love to announce positive news about FDA or EMA approvals in the near future. However, an oath and a decision as to whether a medicine is successful or not is primarily dependent upon its reimbursability – and this might not even be attained for quite a while after the approval.

Bavarian companies have already shown many times over that they are capable of bringing innovative drugs to market based on their scientific foundation and technological expertise. TRION Pharma from Munich demonstrated this with Removab in 2009, the first tri-functional antibody that was invented, developed and brought to approval on location in Germany by a biotech company. However, they also discovered that reimbursability is a major issue once this process has been completed.

As patients realise the necessity and benefit of a new therapy and the health system also learns that a well-treated niche disease saves real money, the biotech SMEs with less financial means can demonstrate the greater benefit over standard medication in smaller clinical studies with better characterised (stratified) patient groups. They must even be able to do this in order to present a proof of legitimacy for their original idea – and to show this innovation is paying off.

Let us now look at the facts and figures of the 2011 year in Bavarian biotechnology.

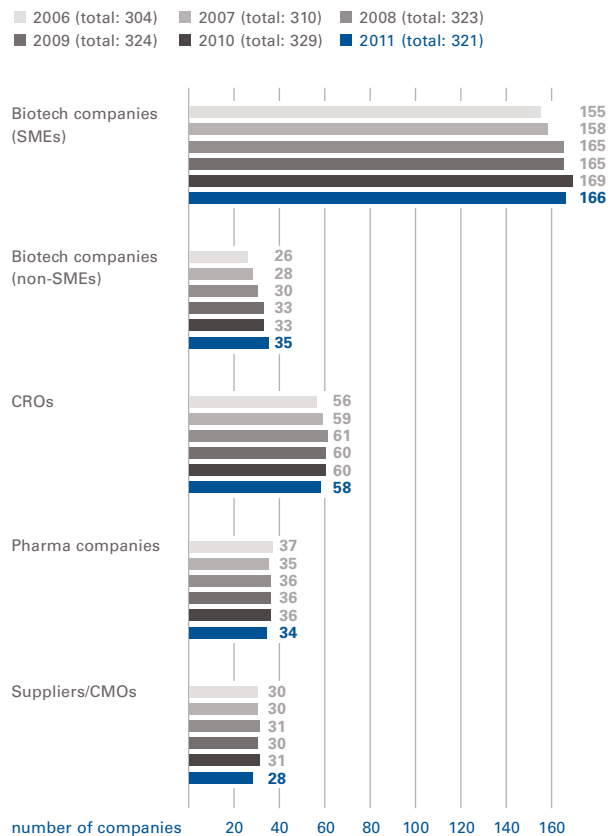
Facts and Figures

Number of Companies

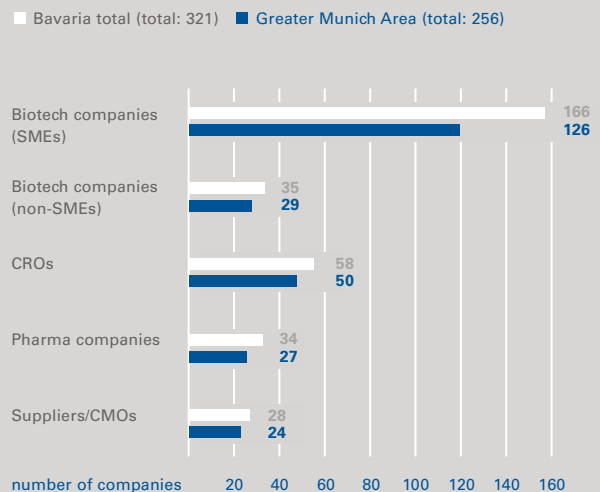
According to our survey, the number of biotech SMEs in Bavaria in 2011 amounts to 166 (- 3 compared to 2010). 126 of these are domiciled in the Greater Munich Area. The Regensburg/Eastern Bavaria region still has the second-largest company cluster in Bavaria, with more than 26 dedicated biotech companies (SMEs and non-SMEs) and in addition some 20 companies working in the fields of medical technology, biomaterials and industrial biotechnology.

Additionally 35 national or international subsidiaries (in this Report referred to as "non-SMEs") are working in Biotechnology – of which the Roche Diagnostics in Penzberg, 60 kilometers south of Munich, with more than 4800 employees is the largest and most complete in respect to the value added chain. Penzberg is also the largest research, development and production location within the whole Roche Corporation. The Roche group invested nearly € 2 billion in the development of the Penzberg site since the late 1990s. As a Centre of Excellence for the technical research and development of therapeutic proteins, researchers here focus on the discovery of new protein-based drugs in oncology. In Pharma, more global players are located in Bavaria: Novartis Germany in Nuremberg with almost 2000 employees, BristolMyersSquibb, GlaxoSmithKline,

BIOTECH/PHARMA COMPANIES IN BAVARIA



REGIONAL ALLOCATION

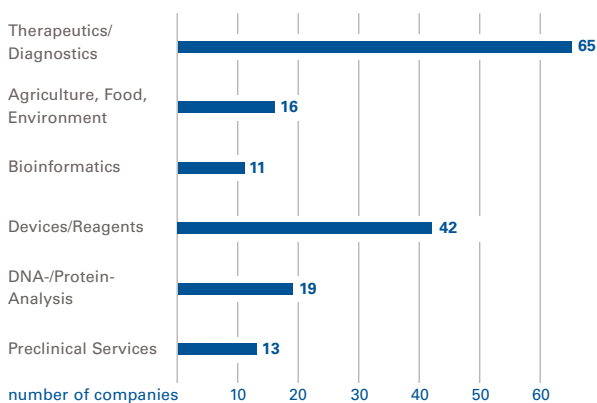


Company Foundations

Merck-Sharp & Dohme and Daiichi-Sankyo in Munich with together more than 3500 employees. And there are other pharma companies like Bionorica in northern Bavaria, specialized in phytopharmaceuticals or Hexal-Sandoz in Holzkirchen near Munich, where Sandoz International has its global headquarters. But also the smaller ones have found their niche like Haupt Pharma or Denk Pharma. And there are quite a lot of companies working in contract manufacturing with it anchoring the important production experience to the Bavarian location, i.e. Pharmazell, Excella or Pfizer Manufacturing. Before it comes to the final production the most important steps have to be done in clinical development and approval. Because of the large numbers of companies developing drugs, a field of consulting and monitoring has established that now is professionally provided by nearly 60 international CROs (contract research organizations) employing more than 2500 people.

In the biopharmaceutical area, every part of the mosaic building the value added chain in innovative drugs and diagnostics is present in Bavaria.

BAVARIAN BIOTECH SME IN 2011



Newly established companies (SMEs and international Subsidiaries) started operating in Bavaria in 2011:

COMPANY FOUNDATIONS

COMPANY	CATEGORY
2bind GmbH	Protein Analytics
Axolabs GmbH	RNA/DNA Therapeutics
Microdimensions GmbH	Therapeutics & Diagnostics
Phenoquest AG	Preclinical Services
Myriad GmbH	Diagnostics
Otsuka Novel Products GmbH	Therapeutics & Diagnostics
LabPMM GmbH	Diagnostics
Syntab Therapeutics	Therapeutics & Diagnostics
Aenova Holding GmbH	Therapeutics & Diagnostics

In total, there were only 4 newly established companies, but additionally there have been 3 openings of international subsidiaries from US- or japan companies: LabPMM, San Diego California, opened its German diagnostic Laboratory and the 20 year old diagnostics veteran Myriad Genetics, Salt Lake City Utah set up its central European laboratory in a new building in Martinsried. Apart from these company foundations, there were also several companies that ceased to operate, some being reintegrated into the mother company, relocated to other places, some acquisitions in biotech and also in the pharma field. These changes also affected the area of CRO (-2 compared to 2010) and Pharma companies (-3 compared to 2010).

More detailed descriptions of the business fields of these new and all other Bavarian companies can be found in the extensive Annex, page 32ff.

Employment

Jobs in Biotechnology Companies

Compared to the previous years, for the very first time, the Bavarian biotech SME employed *more than 4000* people, exactly 4016 (+ 223, or about +6% compared to 2010). Nearly 3000 of the employees in Bavarian SME are working in the Greater Munich area.

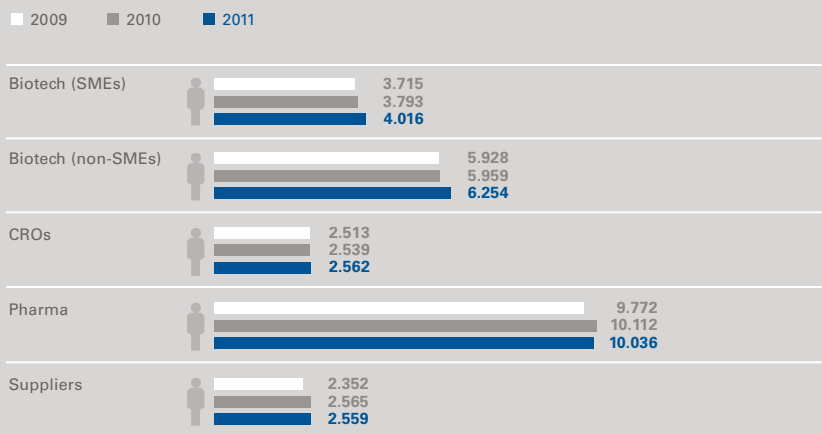
Taking all biotech companies together (SME and non-SME) the number of employees amounts to a good 10,300 where the plus of about 300 employees at Roche, Penzberg, is remarkable as well.

The Regensburg/Eastern Bavaria region scores with the interdisciplinary approach pursued by BioPark Regensburg and has around 800 employees in the biopharmaceutical sector. According to surveys carried out by BioPark Regensburg GmbH, there were even around 3000 employees in this region in 2011 if one includes medical technology and further related disciplines (that are otherwise not considered in this survey).

South of Munich, in and around the scientific cradle of Bavarian biotechnology in Martinsried more than 80 biotech companies employing almost 1900 people (1700 of which are in biotech SMEs) are domiciled. Around 60 companies with approximately 700 employees can be found at the Innovation and Start-up Center for Biotechnology (Gründerzentrum IZB) in Martinsried alone.

It is also interesting to look back even further: since 2006 the number of employees in Bavarian biotech SMEs has increased by 30%, and in the "non-SMEs" by 20%.

NUMBER OF EMPLOYEES IN THE BAVARIAN BIOTECH CLUSTER



* More detailed figures about employment on the following pages.

Total number of employees in the Bavarian Life Science industry

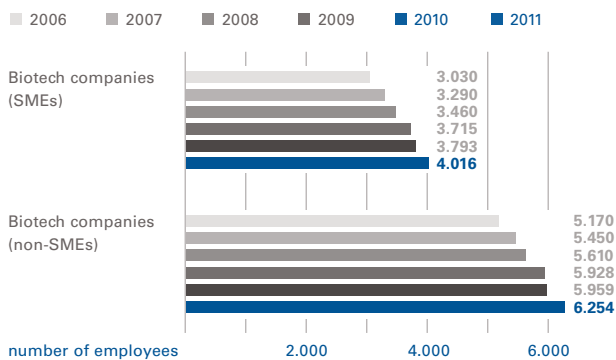
A not inconsiderable percentage of local LifeScience jobs are offered by the so-called (clinical) contract research organisations (CROs). There are 2562 people working for a total of 58 CROs across Bavaria. The group of "other biotech companies", which includes **suppliers**, trading companies and other service providers such as, for example, contract manufacturing organisations (CMOs) also make a significant contribution to employment and economic strength. The 28 companies that have been included in these statistics also employ more than 2550 people. And finally there are the 34 companies of the Bavarian **pharmaceutical industry**, currently employing 10,000 people. In all three categories of company there

has been only little change over the past years.

Taking the bio-pharmaceutical industry and biotechnology in Bavaria together, we arrive at a total of around **25,400 employees** in 2011, an increase of a good 2% compared to 2010 – in a surrounding of staff reduction and outsourcing on the global scale!

In addition to these jobs in industry, there are also a good 10,000 people working in the Life-Science departments of Bavarian research institutions. **Altogether, the sector provides more than 35,000 jobs in (academic) science and industry throughout Bavaria.**

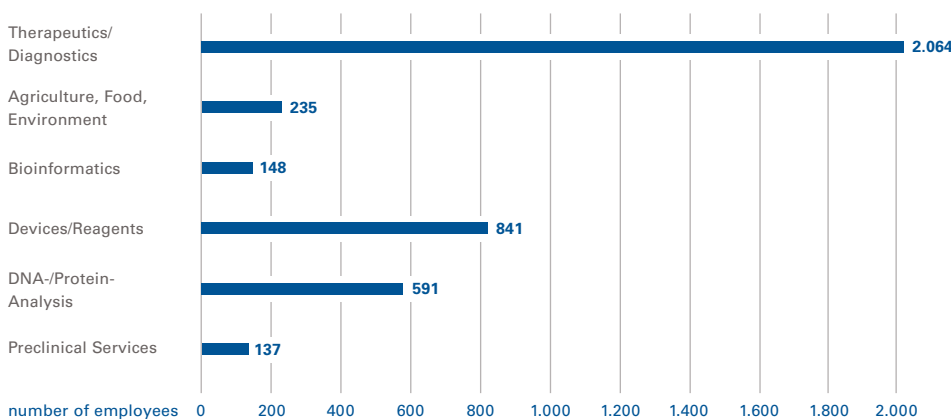
DEVELOPMENT OF STAFF NUMBERS IN BIOTECH COMPANIES



Fields of business of biotech SME

The companies specialising in the development of therapeutics and/or diagnostics and the accompanying platform-technology providers have still and always the largest percentage of employees in the category of small and medium-sized biotechnology companies. This sector employs 2064 people, more than 50 % of all employees in the SMEs. Biotechnology in "Agriculture, Food, Environment" on the other hand, has made the strongest progress - from a lower level (235 people in 2011, 160 in 2010; + 47%!).

NUMBER OF EMPLOYEES IN THE BIOTECH SME IN BAVARIA (2011)



Products and Pipeline

Drug Development

In comparison to 2010, 61 pre-clinical studies have been initiated or continued. During the first quarter of 2011, MorphoSys AG (Martinsried) has reached positive pre-clinical data on its proprietary drug candidate MOR202, a HuCAL-derived, fully human anti-CD38 antibody. MOR202 in combination with each of two approved drugs for the treatment of multiple myeloma demonstrate the anti-cancer activity of the antibody which could be enhanced *in vitro* and *in vivo* models of the disease. During this year 2011, MorphoSys has started the dosage for the first patient in clinical phase I/IIa for multiple myeloma. Another Bavarian biotech company, XL-protein GmbH (Weihenstephan-Freising) has reached significant pre-clinical *in vitro* and *in vivo* data for its PASylated human growth hormone xl020 PAS-hGH program.

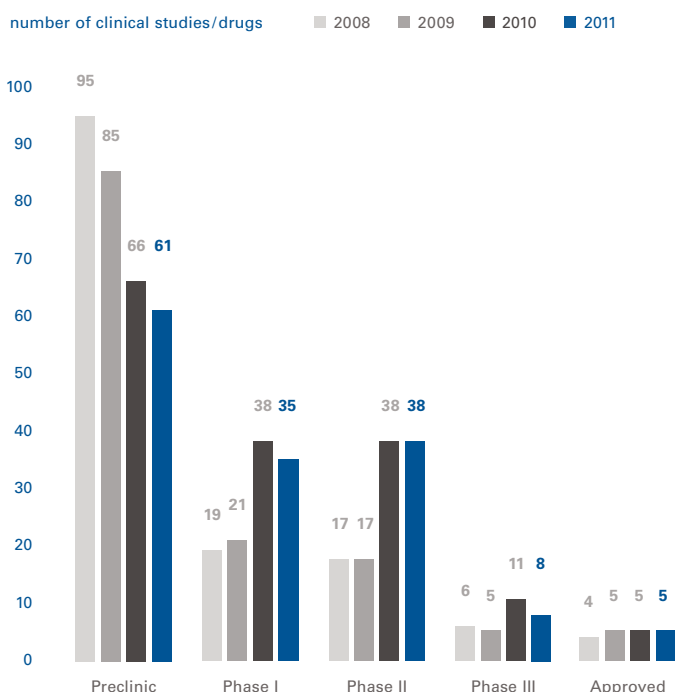
The total numbers of clinical studies in phase I and in phase I/II includes 35. Last June, Antisense Pharma GmbH (Regensburg) has presented excellent safety profile of trabedersen from its ongoing clinical phase I/II trial with intravenous monotherapy for the treatment of patients with advanced pancreatic cancer, malignant melanoma and colorectal carcinoma.

The company apceth GmbH & Co. KG (Munich) has published the start of their first clinical phase I/II study on somatic cell therapy for peripheral arterial occlusive disease. This study evaluates tolerability and efficacy of apceth's somatic cell therapeutics among 30 patients. The initial results will be expected by mid of 2012.

Willex AG (Munich) has initiated another phase I trial with the small molecule MEK inhibitor WX-554 and investigates safety, pharmacokinetic and pharmacodynamic properties of various single doses of the orally administered MEK inhibitor. Further studies with cancer patients are expected to start 2012.

In addition, Pieris AG has issued results as well as the completion of phase I clinical study of its PRS-050 Anticalin compound in patients with advanced solid tumors. PRS-050 was well-tolerated, with no maximum tolerated dose reached, while demonstrating biological activity and a complete lack of immunogenicity.

DRUG PIPELINE IN BAVARIA



PHASE II	PHASE III	APPROVED
<p>4SC: Hepatocellular carcinoma, Hodgkin's Lymphoma, mild to moderate rheumatoid arthritis, Inflammatory bowel disease (IBD)</p> <p>Agennix: Diabetic foot ulcers, Severe Sepsis</p> <p>Bavarian Nordic: Small pox, Breast cancer</p> <p>Corimmun: Heart failure, Acute Coronary Syndrome/Stroke</p> <p>Donatur: Periarthritis</p> <p>MediGene: Breast cancer, Pancreatic cancer, Rheumatoid Arthritis</p> <p>Micromet: adult r/r acute lymphoblastic Leukemia (relapsed/refractory), MRD-positive acute lymphoblastic leukemia, Solid tumors</p> <p>MorphoSys (with Roche): Alzheimer's diseases</p> <p>MorphoSys (with Centocor): Immunology, Oncology</p> <p>MorphoSys (with Novartis): Oncology</p> <p>MorphoSys (with Janssen): Psoriasis</p> <p>MorphoSys: Rheumatoid Arthritis</p> <p>Scil Technology: Periodontal disease</p> <p>SuppreMol: Idiopathic Thrombocytopenic Purpura, Systemic Lupus Erythematosus</p> <p>Trion Pharma/Fresenius Biotech: Metastatic Breast cancer, Gastric cancer, Ovarian cancer, Malignant Ascites</p> <p>Vasopharm: Traumatic brain injury</p> <p>Wilex: Advance non-metastatic pancreatic cancer, Breast cancer</p>	<p>Agennix: Non small cell lung cancer</p> <p>Antisense Pharma: Glioma</p> <p>Bavarian Nordic: Advanced prostate cancer</p> <p>Fresenius Biotech: Stem cell transplantation, Immunology therapy</p> <p>Wilex: Non-metastatic clear cell renal cell cancer</p>	<p>Fresenius Biotech: Transplantation (ATG-Fresenius S)</p> <p>MediGene: Genital warts (Veregen®), Prostate Cancer (Eligard®), Rosacea, inflammatory lesions (Oracea®, sold)</p> <p>Trion Pharma/Fresenius Biotech: Malignant Ascites (EU, Removab®)</p>

The number of all clinical studies in phase II did not change during the year 2011, but nevertheless several drug development companies has reached significant milestones in clinical development.

Corimmun GmbH (Martinsried) has started a phase II clinical trial with their key compound COR-1, a peptide drug for the personalized therapy of congestive heart failure. The trial represents a multi-centric, randomized, double blind, placebo-controlled study.

Agennix AG (Munich) has started clinical phase II/III OASIS study with their key compound talactoferrin for severe sepsis. In June 2011, the first patient has been dosed with talactoferrin. The OASIS study represents a multicenter, double-blind, randomized phase II/III trial evaluating the oral immunotherapy talactoferrin for the treatment of severe sepsis.

In September and October 2011, the US Food and Drug Administration (FDA) and European Medicines Agency (EMA) have granted orphan drug designation to 4SC's lead oncology compound Resminostat in Hodgkin's lymphoma (HL). 4SC's lead oncologic compound, received in July 2011 a positive recommendation for orphan medicinal product designation in the EU in the indication hepatocellular carcinoma (HCC) and obtained orphan drug status in the US for HCC as well. In November 2011, 4SC AG has announced their final results from its clinical Phase IIb COMPONENT study with its anti-inflammatory compound Vidofludimus in Rheumatoid Arthritis. The compound Vidofludimus shows the reduction of objective parameters and reveals substantial anti-inflammatory activity in combination with a very good safety profile. Moreover, the company has

published positive topline data from its phase II SAPHIRE trial with resminostat, in patients with relapsed/refractory Hodgkin's Lymphoma (HL). The study confirmed safety of the drug and is well tolerated in this advanced stage patient population.

SuppreMol GmbH (Martinsried) has started the clinical phase IIa with its lead compound SM101 in Systemic Lupus Erythematosus (SLE). This study is designed as a multi-centric, randomized, double-blind, placebo-controlled, parallel group phase IIa study with 50 SLE patients. In November 2011, the company has initiated the dosing of their international SMILE study (SM101 in SLE). The first patient was treated in Australia.

One of the clinical highlights at the end of the year has been announced by Micromet Inc. (Munich). The company has published remarkable results for their key product Blinatumomab, currently in a clinical phase II single-arm dose ranging trial. 75% of patients, who received the selected dose achieved a complete remission, with no detectable leukemic cell remaining. The data has been presented at the 53rd Annual American Society of Hematology (ASH) annual Meeting in Chicago.

The total number of clinical studies in phase III reduced to 8 in the previous year. In November 2011, Bavarian Nordic A/S (München/Denmark) has started their pivotal phase III trial of PROSTVAC® for patients with asymptomatic or minimally symptomatic metastatic castration-resistant prostate cancer. PROSTVAC® represents an "off-the-shelf"

therapeutic vaccine candidate that has the potential to extend the lives of people with advanced prostate cancer. Unfortunately, Curacyte AG (München) stopped their clinical phase III distributive shock trial ("PHOENIX"). Patients in catecholamine-resistant, distributive shock were treated with the Nitric Oxide (NO) scavenger PHP/Hemoximer. An independent Data Monitoring Board concluded the termination of this study.

Wilex AG (Munich) has announced in October 2011 the FastTrack designation for RENCAREX® authorized by the US Food and Drug Administration (FDA). The FastTrack designation represents a process that facilitates the development, and expedites the review of drugs to treat serious diseases and fill an unmet medical need. The purpose is to receive important new drugs to the patient earlier. The announcement of the FastTrack designation has initiated a milestone payment of USD 2.5 million by Prometheus Inc.

Clinical development has to deal with sudden and sometimes unexpected results. To follow the Bavarian drug pipeline more precise please refer to the editor's homepage.

Deals, Cooperation, Mergers, Financing

Deals and Cooperation

In 2011, the Bavarian Biotech companies have been very active in closing many cooperation deals. Despite the difficult economic situation, all Bavarian biotech companies have been doing their homework in finding new partnerships or extending long-term cooperation deals. In the beginning of 2011, Pieris (Weihestephan) signed an Anticalin® Therapeutic collaboration with Takeda San Francisco, where Pieris will use its innovative technology platform based on Anticalin scaffolds to identify new potential candidates for Takeda. A few months later, Pieris announced the signing of a drug development collaboration with Daiichi Sankyo Company Limited. Under this agreement Pieris has received € 7 million upon signing the collaboration agreement for two targets and will obtain research funding and payments for the achievement of research, preclinical, regulatory and commercial milestones. Altogether, this partnership will be valued with more than € 100 million per target for Pieris.

Another mature biotech company, Micromet agreed on a collaboration with Amgen in July 2011 to develop cancer antibodies that could be worth € 695 million. The collaboration focused on bispecific T-cell engager (BiTE) antibodies against three solid tumor targets. Amgen decided only a few months later, that this technology and pipeline should be integrated *in toto* – and bought Micromet in spring 2012 for nearly 1,2 billion US \$ (see page 10)!

End of July 2011, MorphoSys' diagnostics unit AbD Serotec started a research and supply cooperation with the Department of Cancer Immunology and AIDS at the Dana-Farber Cancer Institute (DFCI) in Boston. The company provides research tools using its proprietary Slo-nomics technology platform; in return AbD Serotec receives financial compensation and preferred access to commercialization rights for products generated during the collaboration.

Altogether, more than ten service collaborations have been signed within the Bavarian Biotech Cluster, of which Proteros Biostructures GmbH (Martinsried) has closed five service collaborations. In May 2011, e.g., they signed a collaboration agreement with the Institut Pasteur Korea in the field of infectious diseases by providing their expertise in structural analysis and X-ray crystallography. In July 2011 they increased their service collaborations with AMRI as well as with Rigel Pharmaceuticals.

In January 2011, KINAXO Biotechnologies (Martinsried) started its collaboration with AstraZeneca to support the oncology program of AstraZeneca by applying KINAXO's technology platform. A couple of months later, KINAXO signed its second collaboration with Takeda Pharmaceutical Company Limited Osaka. With the support of KINAXO's PhosphoScout® technology platform

Takeda could accelerate its decision making process on drug efficacy and safety. It was only a few weeks later that Evotec AG, Hamburg, bought and integrated Kinaxo for about € 15 Mio.

In addition to service collaborations, the Bavarian Biotech companies have closed several international marketing, sales and distribution agreements. Particularly MediGene (Martinsried) signed seven new commercialization agreements for the commercialization of Veregen® with international pharmaceutical companies. An exclusive licensing and supply agreement with the Canadian company Triton Pharma Inc. for the supply and commercialization of Veregen® for the treatment of genital warts in Canada was closed in April 2011. Triton will be responsible for the drug approval procedure in Canada. MediGene is entitled to payments totaling up to € 2.1 million upon the achievement of milestones, and will obtain royalties on the sales revenue generated with Veregen® in the form of a double-digit percentage share.

Furthermore, Wilex Inc., the 100 percent subsidiary of Wilex AG (München) signed an exclusive co-marketing and distribution agreement with American Laboratory Products Company Inc. (Salem, USA) as regards the commercialization of the Serum HER-2/neu ELISA test, the only FDA-cleared IVD ELISA in North America for monitoring women with metastatic breast cancer.

Definiens and Leica Microsystems have started their marketing Joint Venture in April 2011. Both companies will jointly market their complementary products and will be providing common workshops and educational events.

Moreover, positive news were published in the year 2011 by MorphoSys regarding their three long-term partnerships: The company received an important technology milestone payment from Novartis after having finished the installation of its HuCAL antibody platform at Novartis Institutes for BioMedical Research in Basel. In September 2011, MorphoSys reported that Bayer HealthCare Pharmaceuticals had accomplished the next milestone by initiating a phase I clinical trial with the HuCAL-derived antibody-drug conjugate BAY 94-9343 in the therapeutic area of oncology. Furthermore in November 2011, MorphoSys and Shionogi & Co., Ltd. expanded their agreement for additional three years. This cooperation focuses on MorphoSys' HuCAL technology and additional proprietary technology modules for research in drug discovery. MorphoSys and Shionogi closed the first license agreement in September 2005.

By analyzing the different licensing deals during the year 2011, several Bavarian Biotech companies have announced significant deals with international industry partners. For example, 4SC (Martinsried) and Yakult Honsha (Japan) signed an exclusive license agreement for Japan based on 4SC's oral HDAC Inhibitor Resminostat. Under these terms of agreement, 4SC AG has received an upfront payment from Yakult Honsha of € 6 million and will receive up to € 127 million payable upon achieving specified milestones including clinical and regulatory events in Japan. In addition to milestone payments, Yakult will pay 4SC double-digit royalties linked to product sales of Resminostat, which will also include the API costs.

Another Bavarian Biotech company, Affectis Pharmaceuticals (Martinsried), signed an exclusive licensing agreement with Merck Serono, Darmstadt, for oral compounds targeting the P2X7 receptors. Affectis has obtained € 2.4 million upfront payment, will receive research funding and could obtain up to € 277 million in milestones and undisclosed royalties. In addition, the Munich based Willex (Munich) has granted exclusive US commercialisation rights for RENCAREX® to Prometheus Laboratories Inc., San Diego, USA. By signing this agreement, Willex has received approximately € 29.4 million (\$ 39 million), € 14.3 million (\$ 19 million) upon signing and either € 15.1 million (\$ 20 million) after twelve months or alternatively the European commercial rights for an undisclosed product from Prometheus. In addition WILEX will receive milestone payments and royalties on US net sales of RENCAREX®. Furthermore Prometheus will co-fund a portion of the ongoing development of RENCAREX®. Another licensing deal was closed at the end of year 2011. Sanofi has exclusively licensed Scil Technology's program for the regenerative treatment of osteoarthritis and cartilage disorders. This deal is valued with more than € 180 million and includes upfront payments, potential milestone payments and undisclosed royalties on worldwide product sales.

These adds up to a record deal-closing of nearly € 1,4 billion in 2011 – a strong argument for the attractiveness of Bavarian biotechnology!

M&A-Activity

In early 2011 the acquisition of GENEART, Regensburg, through the LifeTech Corporation was finalized. The Regensburg site maintains as specific center of competence in synthetic biotechnology and brand-name within the LifeTech group. Later in 2011 the more than 200 employees of GENEART moved to the third new building of BioPark Regensburg.

Another takeover hit a traditional bavarian chemical company, Süd-Chemie AG. Clariant AG, Switzerland, acquired the controlling majority in Süd-Chemie AG and finalized this procedure in late 2011; the total value of the transaction was about € 2.0 billion. Süd-Chemie is – also in future - an important partner in the Bavarian network of industrial biotechnology, having advanced projects in producing bio-fuel from straw. The demonstration plant was just set up in Straubing by the end of 2011.

During the year 2011 two companies within the Bavarian Biotech Cluster were sold to other Biotech companies with a total deal volume of more than € 30 million. In February 2011, Evotec decided to acquire all shares of KINAXO Biotechnologies, Martinsried. This acquisition will complete Evotec's leading position as a fully integrated drug discovery and early drug development partner. The company Kinaxo Biotechnologies has now transformed its name into Evotec Munich AG and will increase its working force in Martinsried. The second M&A deal was announced by FEI and Till Photonics. FEI, a leading instrumentation company was successful in acquiring TILL Photonics, a Munich based company which develops high resolution, digital light microscopes and imaging systems.

Financing

The external financing situation for Biotech companies is still very sobering. Especially for drug development companies, the financing gap in early stage development up to clinical phase II increases. New financing models have been sprout out during the last year 2011. Only about € 70 million million in total have been invested by public and private investors within the Bavarian Biotech

companies. In comparison to the year 2010, the total amount of follow-on, venture capital investments and debt financing dropped down by 76%, in a five year overview, it represents a reduction by 70%.

Venture Capital has decreased dramatically during the year 2010 with € 49 million, the total sum of venture capital reduced to the amount of € 28.35 million. This means a reduction by 42% compared to last year and a total reduction by 63% within 5 years.

One of the biggest financing rounds within the Bavarian Biotech Cluster has been announced by AMSilk GmbH (Martinsried). The company revealed the closing of their B-financing round. The investors MIG Fonds 6, MIG Fonds 7 und MIG Fonds 11 as well as AT Newtec have provided € 5 million for the further commercialization of AMSilk's key technology. In addition, the MIG Fonds, together with Global Asset Fund also invested € 8 million for Antisense Pharma in Series E round.

Furthermore, LipoFIT Analytic GmbH (Regensburg) raised € 7 million in a second round of financing, which will be supported by SHS Gesellschaft, KfW Bankengruppe, Bayern Kapital and private investors to strengthen LipoFIT's core business area of human diagnostics, biogas and plant analytics.

Regarding the public capital market, especially follow-on investments decreased by 81% to € 39.24 million compared to € 210 million the year before. Only two companies 4SC AG (Martinsried) and Agennix AG (München / Heidelberg) completed their capital increases. In February 2011, 4 SC AG (Martinsried) has gathered gross proceeds of approximately € 11,74 million and placed 3,452,647 new shares at a price of € 3,40 per share. In addition, Agennix AG (Munich/Heidelberg) has successfully finished their rights offering and placed 9,319,504 new no-par value bearer shares to shareholders. The company collected approximately € 11,3 million in cash and approximately € 16,2 million from the conversion to equity of an existing loan plus interest. The contribution in kind was partly done by company's major shareholder, dievini Hopp BioTech holding GmbH & Co.KG.

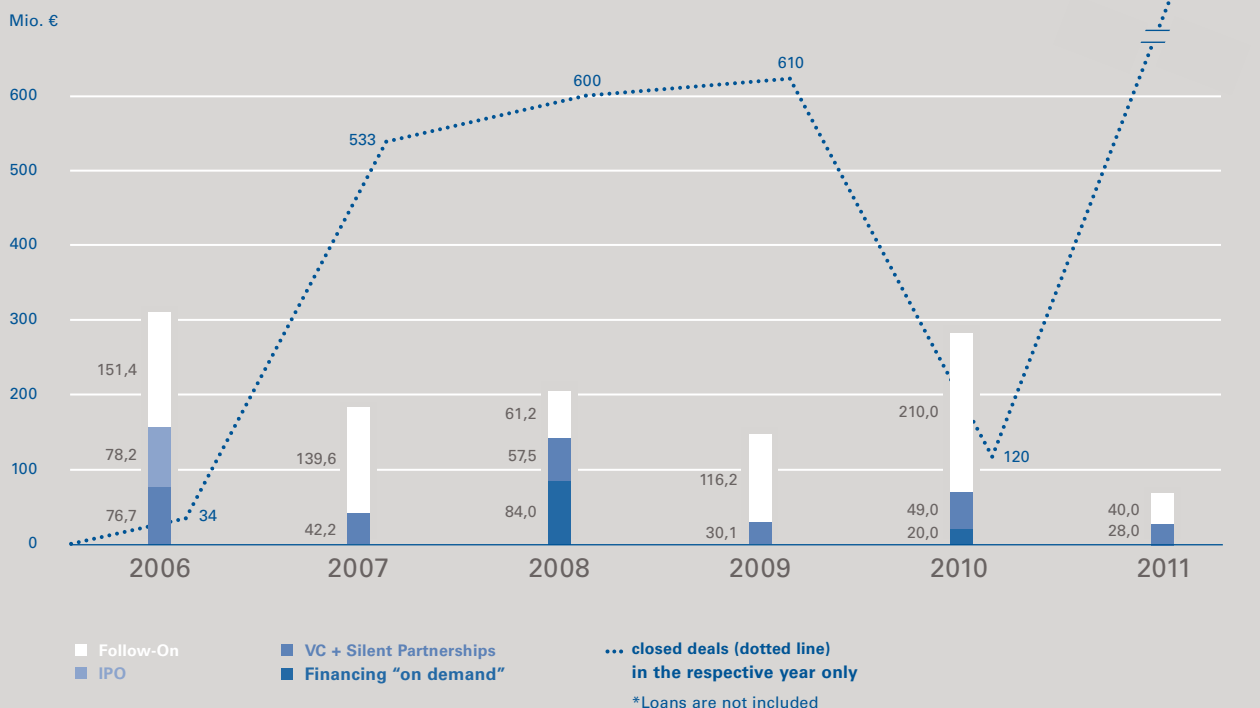
But there's some more good news too: The financing gap has been partly covered by alternative financing sources. In comparison to the decreasing public and private capital situation, the deal volume for licensing, commercialization and M&A reached an all-time-high. **All Bavarian Biotech companies were able to close a all-time high of deals during the last year (see page 22f).**

Since beginning of October 2010, the Munich Biotech Region has been awarded for the Leading Edge Cluster competition by the German Federal Ministry of Education and Research. Over € 40 million has been contributed for five years by the German Federal Ministry of Education and Research; another € 60 million has been provided by

the Bavarian Ministry and many industry partners. Until March 2015, the main R&D strategy for all projects will push Personalized Medicine and Targeted therapies.

Furthermore, a number of Bavarian Biotech companies receive EU grants for certain R&D topics together with European partners, for example the EUROCALIN Consortium, including ten companies, i.e. Pieris AG (Freising) and universities from across Europe, has initiated a collaboration focused on attaining and completing initial clinical development of a novel Anticalin® therapeutic. The project will be sponsored partly by the European Commission Seventh Framework Programme (FP7-Health).

EXTERNAL FINANCING AND DEALS



Due to the increasing number of new promising technologies for commercialization from public funded research sectors, two partners, Vesalius Biocapital and the technology transfer company Ascenion joined their forces together with the German Federal Ministry of Education and Research (BMBF) to create "the Spinnovator". This project has been provided up to € 40 million over the coming 5 years for start-up financing. Half of the budget will be contributed by Vesalius Biocapital, the other half will be provided by the BMBF, further investors can co-invest.

Last but not least, Roche has invested more than € 158 million for their location in Penzberg to develop therapeutic proteins. In June 2011, Roche inaugurated their investment project „TP-Expand“.

Revenues

For reasons of comparison, the figure to the left shows the business data published by Bavaria's biotechnology companies listed at the stock exchange. Their sales reported for 2011 amount to **€ 174.8 million**, a result that is approximately the same as that of last year (2010: € 179.3 million). Remarkable is the share of MorphoSys AG in this respect which is more than € 100 million, an all-time high for this company in 2011.

Total sales in 2011 for the majority of companies that are not listed can only be roughly estimated at around **€ 340 million**, based on the reported figures (65% of biotech SMEs).

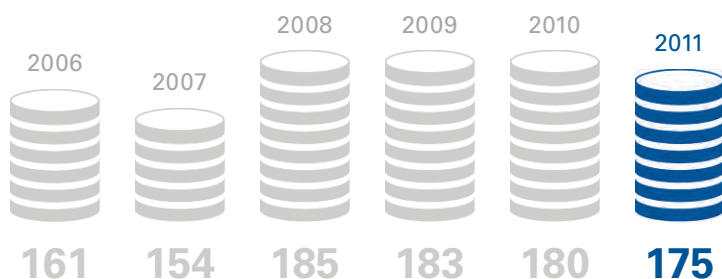
Taken together, the sales figures of all but only Bavarian biotech companies (SMEs) thus show a clear upward trend to 2010 with more than **€ 510 million** and a **plus of about 10%** (figure to the right). The major part of this increase was generated by private biotech companies. Still a major share of revenues is invested in R&D in Biotech SME 2011: approximately 50% or more than € 260 million.

Summary

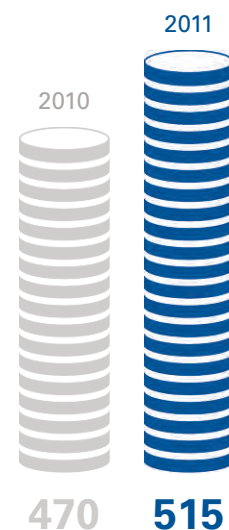
In the past years, the Bavarian biotechnology sector showed further signs of stabilisation and consolidation. An increase in the number of employees of 30 % since 2006, stable growth rates almost every year in terms of sales, and an unbroken technology leadership which attracts the most famous global companies are definitely positive signs for Bavarian biotech companies.

The attractiveness of excellence in science leading to applied and translational medicine in innovative fields like "personalized medicine" is already paying off – not only for investors and entrepreneurs but for the society and finally the patient.

REVENUES TOTAL IN MIO. €, LISTED COMPANIES (SME)



REVENUES TOTAL IN MIO. €, ALL BIOTECH SME TOGETHER



Innovation and Entrepreneur Center Würzburg



- ⊙ **renting of lab and office space**
- ⊙ **coaching of start-ups**
- ⊙ **consulting on financing**
- ⊙ **support of the management**
- ⊙ **networking / business contacts**

Industrial Biotechnology on the move

Bavarian Network supports Biobased Economy

Industrial Biotechnology is the key technology delivering important impulses for the intended structural change from an oil- to a bio-based economy. The benchmarking of several countries building on 40 different criteria reflecting the situation in the carbohydrate markets, energy supply, political and socio-economic framework conditions shows that the conditions for the future development of Industrial Biotechnology are most favorable in the EU, particularly in Germany (Study of ECO SYS GmbH for FNR, March 2011). Within Germany, Bavaria belongs to the most research-intensive sites worldwide and has a highly developed infrastructure for technology transfer ('Wirtschaftsstandort Bayern', BayStMWIVT, Sept. 2010). Thus, Bavaria offers best conditions for the advanced development of Industrial Biotechnology.

Here, Bio^M WB GmbH comes into play: With the aim of strengthening Industrial Biotechnology in Bavaria, the company was founded in June 2008. Bio^M WB is the management organization of the interdisciplinary competence network Bio^M WB, a winner of the competition "BioIndustry 2021" of the Federal Ministry of Education and Research (BMBF).

The network Bio^M WB is a consortium of industrial and academic partners bringing together their complementary skills to develop new processes and products in the sector of Industrial Biotechnology.

Basis of our work is cross linking partners between and beyond branches and sectors for the benefit of knowledge and technology transfer in the field of Industrial Biotechnology. In this course, Bio^M WB scrutinizes demand of the market, surveys beneficial inventions in academia and identifies adequate matches that may constitute the basis for collaborations to create innovative and sustainable products and/or procedures in a reasonable time. This is the key for the implementation of valuable scientific ideas and inventions to marketable products and processes.

Beyond supporting the network in all matters of technology transfer, Bio^M WB conducts public affairs, promotes the visibility of the network members and seeks the dialogue with policy and decision makers. Last acquisitions in 2011 to date were twelve new members. Currently, the network involves 80 members in total. Within almost four years, the Bio^M WB network has mobilized

more than 90 million euros for Industrial Biotechnology encompassing R&D projects, plants and structural measures. In the R&D projects within the network, partners of as diverse branches as biochemistry, microbiology, process engineering, machine and plant engineering are working directly together.

With the support of Bio^M WB, collaborations are being established, e. g. between suppliers of agricultural residual material with producers of consumers' goods.

The original concept of the network was the cost-effective production of bulk chemicals, e. g. acetate, starting with agricultural lignocellulose residues with the aid of "performance proteins". Subsequently, the network's focus was broadened: additional key aspects of activity are process optimization, new biomaterials/biopolymers, production of high value products for the food and cosmetic industry, biofuels etc. In 2011, six R&D proposals of network members with a total volume of more than 11 million euros have been granted. Their focus lies e. g. on the optimization of performance proteins, or on development of new, cheaper and more efficient processes for the production of novel materials and their use in different technical processes. At the moment, two R&D projects are being examined by referees; two more R&D-projects will be submitted soon. Additionally,

one so called “innovation alliance” consisting of 16 industrial and academic partners will be submitted at the end of March to the supportive measure “Innovation Initiative Industrial Biotechnology” of the BMBF. In this alliance, partners of the entire value chain will collaborate to achieve a higher added value of the current use of agricultural residues. Particularly, the collaborators in this alliance belong greatly to industrial branches, in which biotechnological processes are yet uncommon.

In general, the future interest of “final user industry” is to be intensified, especially of the branches automotive, building industry, aircraft and sports & life-style industry.



CONTACT

Bio^M WB GmbH
Prof. Dr. Haralabos Zorbas (CEO)
Am Klopferspitz 19
82152 Martinsried
Phone: +49 (0)89-54 04 54 70
Internet: www.BioM-WB.de



Company Profiles



Contact:
Jochen Orłowski

Am Klopferspitz 19a
82152 Planegg-Martinsried
Phone: +49 (0) 89 700763-0
Fax: +49 (0) 89 700763-29
E-Mail: jochen.orlowski@4sc.com
Internet: www.4sc.com



Contact:
Dr. Andrea Aschenbrenner

Am Klopferspitz 19a
82152 Planegg-Martinsried
Phone: +49 (0) 89 700763-0
Fax: +49 (0) 89 700763-29
E-Mail: andrea.aschenbrenner@4sc.com
Internet: www.4sc-discovery.com

4SC AG

BIOTECH THERAPEUTICS & DIAGNOSTICS

Keywords: drug development, targeted therapies, oncology, autoimmune diseases, small molecules, liver cancer (HCC), colorectal cancer, Hodgkin's lymphoma, inflammatory bowel disease (IBD)

The Group managed by 4SC AG discovers and develops targeted small-molecule drugs for the treatment of diseases with a high unmet medical need in various autoimmune and cancer indications. These drugs are intended to provide patients with innovative treatment options that are more tolerable and efficacious than existing therapies, and provide a better quality of life. The company's balanced clinical pipeline comprises promising products that are in various stages of clinical development. 4SC's aim is to generate future growth and enhance its enterprise value by entering into partnerships with leading pharmaceutical companies. At the end of 2011, the 4SC Group had 96 employees. The company was founded in 1997 and has been listed on the Prime Standard of the Frankfurt Stock Exchange (ISIN DE0005753818) since December 2005.

4SC Discovery GmbH

BIOTECH

Keywords: drug discovery, integrated drug discovery programmes, hit finding, hit to lead optimisation, in silico screening, medicinal chemistry, analytical services, research collaborations

4SC Discovery GmbH is a wholly-owned subsidiary of 4SC AG that offers technologies and tailored research services in drug discovery, covering hit finding and chemical lead optimisation through to preclinical development candidates. The company focuses its services on offering customers in the pharmaceutical, biotech and chemical industries the cost and time-to-market benefits that result from a drug discovery and optimisation process based on a powerful, computer aided, screening and discovery platform. In addition, 4SC Discovery also applies its comprehensive pharmacological expertise to investigating new compounds in the areas of cancer and autoimmune disease – a measure also intended to further enhance the clinical development pipeline for the 4SC Group. The company aims to engage in partnerships with pharmaceutical and biotech companies to accelerate the further development and commercialisation of these research programmes.

Acino AG

PHARMA & CHEMICAL INDUSTRY

Keywords: Pharmacology, Clinical Research, Drug Delivery, Medicinal Chemistry

Acino has specialised in the development, registration and manufacture of generic and innovative pharmaceutical products using sophisticated formulation technologies, for which Acino also holds patents. By focusing on solid oral dosage forms with modified release as well as therapeutic systems for transdermal drug delivery such as patches and biodegradable, subcutaneous implants, Acino supplies the leading companies in the European drug markets. Acino offers the pharmaceutical industry a comprehensive range of services from product development and registration through procurement and contract manufacturing to packaging and logistics.

Headquartered in Basel, the Acino Group currently employs a staff of close on 443. In 2010, it generated a total sales revenue of EUR 127,5 million. Acino Holding AG is quoted on the SIX Swiss Exchange (SIX: ACIN).

Activaero GmbH

BIOTECH DEVICES & REAGENTS, MEDTECH

Keywords: Drug Delivery, Devices, Peptide/Protein, Small Molecules, Infectious Diseases, Inflammation, Respiratory Diseases

Activaero GmbH, a technology leader in controlled breathing inhalation devices. These innovative technologies enable safer, more cost-efficient, and effective options for inhaled treatments and are available for clinical trials and pharma partnerships. Under the trade mark of AKITA® Activaero is developing and producing inhalation systems which enable the use of FAVORITE in the therapy of pulmonary diseases and the development of new inhalant drugs. Beyond that, Activaero is a center of excellence in aerosol medicine and supports pharma and biotech companies with its technology and services. Activaero GmbH is located in Gemünden/Wohra, Munich (Germany) and Dublin, Ohio (USA).

Active Motif Chromeon GmbH

BIOTECH DEVICES & REAGENTS

Keywords: Fine Chemicals / Reagents, Nanobiotechnology, Microscopy

Active Motif Chromeon provides innovative fluorescent reagents for Life Science research applications including several lines of fluorescent chromophores- Chromeo Dyes, RuLabels and Py-Dyes. Chromeo Dye excitation and emission properties match common excitation sources and filter sets, ideal for microscopy and plate-based assays. RuLabels are phosphorescent ruthenium probes that emit strongly polarized light with a long decay time, which enhances sensitivity and reduces background. The Py-Dyes possess unique physical and spectral properties that make conjugation simple, while greatly reducing background. As alternative to organic dyes, a set of bright and biocompatible fluorescent nanoparticles is offered. They represent excellent tools for increasing the sensitivity of your assays.



Contact:
Jörg Scheidle

Am Windfeld 35
D-83714 Miesbach
Phone: +49 (0) 8025 2867-0
Fax: +49 (0) 8025 2867-28
E-Mail: info.miesbach@acino-pharma.com
Internet: www.acino-pharma.com



Contact:
Bernhard Müller

Robert-Koch-Allee 29
D-82131 Gauting
Phone: +49 (0) 89 897969-0
Fax: +49 (0) 89 897969-22
E-Mail: info@activaero.de
Internet: www.activaero.de



Contact:
Dr. Jörg Plümpe

Von-Heyden-Str. 12
D-93105 Tegernheim
Phone: +49 (0) 9403 95449-10
Fax: +49 (0) 9403 95449-15
E-Mail: chromeonsales@activemotif.com
Internet: www.activemotif.com



Contact:
Dr. Luc St-Onge

Fraunhoferstr. 13/4.OG
D-82152 Martinsried
Phone: +49 (0) 89 8932811-100
Fax: +49 (0) 89 8932811-111
E-Mail: info@affectis.com
Internet: www.affectis.com



Contact:
Barbara Müller

Fraunhoferstr. 20
D-82152 Martinsried
Phone: +49 (0) 89 8565-2693
Fax: +49 (0) 89 8565-2610
E-Mail: ir@agennix.com
Internet: www.agennix.com



Contact:
Prof. Dr. Gottfried Brem

Larezhausen 2-3
D-86567 Hilgertshausen
Phone: +49 (0) 8250 9279040
Fax: +49 (0) 8250 9279049
E-Mail: labor@agrobiogen.de
Internet: www.agrobiogen.de

Affectis Pharmaceuticals AG

BIOTECH THERAPEUTICS & DIAGNOSTICS

Keywords: CNS, Drug Development, Inflammation, Small Molecules

Affectis is a pharmaceutical company focusing on novel drugs for the treatment of neuroinflammatory diseases. The company is developing AFC-5128, a potent orally active brain-penetrant P2X7 antagonist which shows strong analgesic effects animal models of neuropathic pain and significantly reduces clinical scores and frequency of relapse in models of multiple sclerosis. The company is also developing AFC-5278 for osteoporosis. Affectis and Merck Serono have entered into a partnership to commercialize certain compounds for treating neurodegenerative diseases. Affectis' programs thus carry the promise of bringing to market new classes of drugs that address and satisfy unmet medical needs.

Agennix AG

BIOTECH THERAPEUTICS & DIAGNOSTICS

Keywords: Infectious Diseases, Immune Therapy, Peptide/Protein, Dermatology, Oncology, Small Molecules, Drug Development

Agennix AG is a publicly listed biopharmaceutical company that is developing novel therapies to improve the length and quality of life of seriously ill patients in areas of major unmet medical need. The Company's most advanced program is talactoferrin, an oral immunotherapy that has demonstrated activity in Phase II studies in non-small cell lung cancer and in severe sepsis. Talactoferrin is currently in Phase III clinical trials in non-small cell lung cancer and a Phase II/III trial in severe sepsis. Other clinical development programs include RGB-286638, a multi-targeted kinase inhibitor in Phase I testing for cancer, and a topical gel form of talactoferrin for diabetic foot ulcers.

Agrobiogen GmbH

BIOTECH AGRO, FOOD, ENVIRONMENT

Keywords: Automation, Xenotransplantation, Genomics, Gene Transfer, Transgenic Animals, Agrobiotechnology

Agrobiogen focuses on and is experienced in the application of molecular-genetic techniques in livestock animals (especially molecular genetic diagnostics and gene transfer). Many transgenic rabbit lines and several cattle clones have been established. As a service for other biotech companies transgenic farm animals are generated using conventional microinjection procedures and nucleus transfer. 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. Agrobiogen has developed a simple labour-saving system for collection of tissue samples and extraction of DNA from millions of animals for high-throughput analysis.

ALGORA Gesellschaft für Medizinstatistik und Vertriebssysteme mbH

CRO

Keywords: Oncology, Monitoring, Clinical Research, Infectious Diseases

Algora is a niche CRO successfully operating on clinical trials in Germany. Services include phase II-IV trials as well as large observational studies and range from protocol development to final study reports. Algora manages complete study projects or delivers individual services, such as clinical monitoring, data management or statistical analysis. Experienced in oncology since the first days of the company in 1989, Algora always had a focus on innovative therapies, leading to close relationships to university hospitals and medical societies. Since 1995 another focus developed in large pediatric studies. Customers are pharmaceutical and medical device companies, independent research groups, and other CROs.

AMGEN GmbH

BIOTECH THERAPEUTICS & DIAGNOSTICS

Keywords: Clinical Research, Oncology, Bone / Joint Diseases, Nephrology

Amgen discovers, develops, manufactures and delivers innovative human therapeutics. A biotechnology pioneer since 1980, Amgen was one of the first companies to realize the new science's promise by bringing safe and effective medicines from lab, to manufacturing plant, to patient. Amgen therapeutics have changed the practice of medicine, helping millions of people around the world in the fight against cancer, kidney disease, rheumatoid arthritis, and other serious illnesses. With a deep and broad pipeline of potential new medicines, Amgen remains committed to advancing science to dramatically improve people's lives. To learn more about our pioneering science and our vital medicines, please visit www.amgen.com or www.amgen.de

AMGEN Research GmbH

BIOTECH THERAPEUTICS & DIAGNOSTICS

Keywords: Metabolic Diseases, Oncology, Neurology, Inflammation, Hematology, Small Molecules, Drug Development

AMGEN, (Applied Molecular Genetics Inc.) was founded in 1980 as one of the pioneers of industrial biotechnology. The company develops, produces and sells biopharmaceutical products that are produced through recombinant DNA technologies as well as small molecule therapeutics. AMGEN Research GmbH was founded in Regensburg in 2000. Basic research is conducted with the aim of identifying new pharmaceutical lead structures for the development of innovative drugs. Low molecular weight compounds are identified by high throughput screening (HTS) procedures. Over 10 million compounds are analyzed every year.

Algora

Contact:
Dr. Karl Fehnle

Münchner Str. 11
D-85540 Haar
Phone: +49 (0) 89 613727-0
Fax: +49 (0) 89 613727-20
E-Mail: cro@algora.de
Internet: www.algora.de

AMGEN

Contact:
Dr. Karl-Heinz Grajer

Hanauerstr. 1
D-80992 München
Phone: +49 (0) 89 149096-1600
Fax: +49 (0) 89 149096-2600
E-Mail: karl-heinz.grajer@amgen.com
Internet: www.amgen.de

AMGEN

Research GmbH

Contact:
Mirko Stemmler

Josef-Engert-Str. 11
D-93053 Regensburg
Phone: +49 (0) 941 465-20000
Fax: +49 (0) 941 465-20100
E-Mail: Mirko.Stemmler@amgen.com
Internet: www.amgen.de



Contact:
Dr. Lars Wassill

Werkstr. 2
D-83555 Gars-Bahnhof
Phone: +49 (0) 8073 91693-0
Fax: +49 (0) 8073 91693-33
E-Mail: info@amplexdiagnostics.de
Internet: www.amplexdiagnostics.de



Contact:
Dr. Gerlinde Jänel

Werner-Eckert-Str. 10
D-81829 München
Phone: +49 (0) 89 2000074-11
Fax: +49 (0) 89 2000074-40
E-Mail: gerlinde.jaenel@ams-europe.com
Internet: www.ams-europe.com



Contact:
Axel Leimer

Am Klopferspitz 19
D-82152 Martinsried
Phone: +49 (0) 89 38156-4430
Fax: +49 (0) 89 38156-3859
E-Mail: info@amsilk.com
Internet: www.amsilk.com

AmplexDiagnostics GmbH – Gesellschaft für molekularbiologische Diagnostik

BIOTECH DNA/PROTEIN ANALYTICS

Keywords: Clinical Diagnostics, PCR, Infectious Diseases

AmplexDiagnostics GmbH is a privately held company for the development, production and distribution of In Vitro Diagnostics. Our aim is the improvement of the potential of the PCR-technology by implementing the main advantages of this technology into the diagnosis of bacterial infections. Founded in 2002 - Amplex developed its first product (hyplex® StaphyloResist) and entered the market already in 2003. Additional systems for the direct detection of multidrug-resistant bacteria (like VRE, ESBL, KPC and NDM-1) are completing our portfolio of PCR-screening tests for nosocomial infections causing bugs. Beside this we offer several PCR-based screening tests for sexual transmitted diseases, EHEC or TBC. For further information please visit our webpage www.hyplex.de or contact us.

AMS Advanced Medical Services

CRO

Keywords: Analysis, Pharmacology, Medical Writing, Monitoring, Clinical Research

AMS Advanced Medical Services GmbH is a privately owned independent European mid-size CRO founded in 1997 in Mannheim by 6 partners, 4 of whom are medical doctors. AMS has also offices in London, Vienna and Munich. AMS has an overall staff of 350 people, approx. half of them are in clinical research, the other half in Marketing and Sales services. AMS invented the 1. Internet-Pharmaschool (1.IPS) with trainers and techniques offering tailor-made training concepts for staff in both clinical research and sales. AMS is a full service CRO with significant experience in multiple therapeutic areas and strong medical expertise covering Phase I to Phase IV, non-interventional programs, pharmaco-epidemiology and -economics. Our staff includes 60 CRAs and more than 50 people in DM and Stats.

AMSilk GmbH

BIOTECH AGRO, FOOD, ENVIRONMENT

Keywords: Drug Delivery, Tissue Engineering / Cell Culture, Fine Chemicals / Reagents, New Materials

Technology enables the production of tailor-made materials which are unrivaled by most common synthetic materials. AMSilk addresses many applications and industry sectors with new materials enabling new products with previously unachievable features.

AMSilk has developed a unique process to produce biopolymers like spider silk at an industrial scale. These materials form the basis for coatings, films, non-wovens and monofilament fibers. The resulting products are being developed medical, pharmaceutical and industrial applications. The name AMSilk and the AMSilk Logo are registered trademarks of AMSilk GmbH; Munich.

AmVac Research GmbH

BIOTECHTHERAPEUTICS & DIAGNOSTICS

Keywords: Vaccines, Gene Transfer, Drug Development

AmVac Research is a biotech company developing highly innovative and multifunctional vaccines. The company is using a novel viral vector technology that combines excellent immunogenicity of live viral vaccines with the high safety profile of inactivated vaccines. This technology serves as a platform for the development of several tailor-made vaccines. One main focus of the company is the development of vaccines against respiratory tract diseases caused by viral agents such as RSV or hPIV3 against which no effective therapeutic or preventive means exist. Related to vaccination, AmVac is developing adjuvant candidates which show superior mucosal efficacy.

amYmed GmbH – Referenzzentrum für Amyloidkrankheiten

BIOTECHTHERAPEUTICS & DIAGNOSTICS

Keywords: Antibody, Devices, Antibody Production Service, Clinical Diagnostics

We provide high precision immunohistochemical classification of the diverse amyloid diseases with respect to specific and causal treatment as a service for patients and physicians.

We are in the process of extending this service by producing and offering test kits in order to enable clinics and institutes of pathology to perform this classification by themselves.

Antisense Pharma GmbH

BIOTECHTHERAPEUTICS & DIAGNOSTICS

Keywords: Oncology, Antisense/Nucleotides, RNAi & Antisense, Drug Development

Antisense Pharma is a biopharmaceutical company located in Regensburg, Germany. The company focuses on targeted therapies for malignant tumors and is dedicated to discovering and developing drugs based on antisense technology. The medications specifically block the synthesis of key cancer proteins. Antisense Pharma has clinical trials running that involve patients with brain tumors (phase III), advanced pancreatic carcinoma, malignant melanoma and colorectal carcinoma (phase I/II). Therapies for other indications are under preclinical development. The company has been honored with the German Founder Award and the Bavarian Innovation Award and received the Innovation Prize TOP 100 twice.



Contact:
Dr. Marian Wiegand

Lochhamer Str. 29a
D-82152 Martinsried
Phone: +49 (0) 89 63854363
Fax: +49 (0) 89 99753425
E-Mail: info@amvac-research.de
Internet: www.amvac-research.de



Contact:
Prof. Dr. med. Reinhold P. Linke

Am Klopferspitz 19
D-82152 Martinsried
Phone: +49 (0) 89 52012638
Fax: +49 (0) 89 52389013
E-Mail: linke@amymed.de
Internet: www.amymed.de



Contact:
Carolin Nolte

Josef-Engert-Str. 9
D-93053 Regensburg
Phone: +49 (0) 941 92013-0
Fax: +49 (0) 941 92013-29
E-Mail: pr@antisense-pharma.com
Internet: www.antisense-pharma.com



Contact:

Dr. med. Christine Günther
Prof. Dr. Ralf Huss

Max-Lebsche-Platz 30
D-81377 München
Phone: +49 (0) 89 7009608-0
Fax: +49 (0) 89 7009608-79
E-Mail: c.guenther@apceth.com
E-Mail: r.huss@apceth.com
Internet: www.apceth.com



Contact:

Dr. med. Gertraud Haug-Pihale

Landsberger Str. 476
D-81241 München
Phone: +49 (0) 89 896016-0
Fax: +49 (0) 89 896016-33
E-Mail: apexpkpd@aol.com
Internet: www.apex-research.com

Apceth GmbH & Co. KG

BIOTECHTHERAPEUTICS & DIAGNOSTICS

Keywords: Gene Transfer, Cell Therapy, Gene Therapy, Cardiovascular Diseases, Oncology, Tissue Engineering / Cell Culture

Apceth is a biopharmaceutical company focused on the development and clinical application of pioneering cell and gene therapies for the treatment of malignant and non-malignant diseases. Apceth combines the principles of (stem) cell biology with ground-breaking technologies and the highest standards for GMP manufacturing and quality control according to national and international regulations. These standards are applied in equal measure to apceth's own as well as contract GMP-manufacturing of cell-based products. The company's state-of-the-art GMP/BSL2 facilities comprise 600 m² of cleanroom area (ISO8, ISO7, ISO5), quality control and R&D units, and possess manufacturing license for somatic cell therapeutics (AMG §13, §20b). Apceth's first clinical trial phase I/II is in progress.

APEX GmbH

CRO

Keywords: Pharmacology, Drug Development, Clinical Research, Pharmacokinetics, Diabetics, Hepatology, Nephrology

- Our Concept... APEX is a highly efficient combination of investigator and CRO. Our aim is to provide our clients with a service which combines the access to patients of an investigator with the expertise to perform a complex, high quality research project of a CRO. We combine high level phase 1 data quality with the typical phase 2/3 study population.
- Our Service... Is the clinical performance of pharmacokinetic and proof-of-concept / PKPD studies.
- Our Study Population... are patients with impaired renal or hepatic function and patients with other chronic stable diseases (diabetes, hypertension, asthma etc.). Since the patients come into our clinic, rather than us having to go to them via their GP's, the data we generate are more complete and accurate, fewer patients are required and the project can be completed faster.
- Our Clients... are international pharmaceutical companies from medium sized to members of the world's top ten.

apoGene GmbH & Co. KG

BIOTECH AGRO, FOOD, ENVIRONMENT

Keywords: Xenotransplantation, Knock Out, Tissue Engineering / Cell Culture

apoGene is focused on the field of xenotransplantation. Rabbits and pigs are genetically modified (transfer, knock out and recombination of endogenous genes) for influencing the different steps of the rejection process after xenotransplantation of animals tissues and organs. We are also investigating the expression of endogenous retroviral sequences after xenogenetic transfer. For the development of knock out animals we have developed and patented an alternative strategy, the so called screen-out of hemozygote carriers of functional defects in natural or mutagenized populations. The technique will also be very interesting for the establishment of animal models for basic and applied research.

Assign Group

CRO

Keywords: Analysis, Clinical Research, Logistics, Monitoring, Medical Writing, Pharmacology, Toxicology, Insourcing, Outsourcing, Recruiting

The Assign Group, an international expert in pharmaceutical development offering full service globally to Biotechnology, Pharmaceutical and Medical Device Companies. We support pharmaceutical development from preclinical to clinical phase I to IV. Our broad expertise covers the entire development process, reduces the clients development time at affordable budget and supports the projects to become a success. We are right there where you need us.

Assign Life Science Resourcing's network (ALSR) matches the most qualified candidates and clients.

Astellas Pharma GmbH

PHARMA & CHEMICAL INDUSTRY

Keywords: Drug Development, Antibiotics, Allergy, Autoimmune Diseases, Immune Therapy, Infectious Diseases, Inflammation

Astellas Pharma Inc. was formed in April 2005 from a merger with Yamanouchi and Fujisawa. Astellas Pharma is Japan's second largest pharmaceutical company and is headquartered in Tokio. It has operations in Europe, Asia, North America and Japan. Astellas is focused on four key therapy areas: Transplantation, urology, dermatology, and anti-infectives. Astellas employs approximately 3,300 people in Europe across Sales and Marketing, Research & Development and Manufacturing. Astellas has 19 Sales and Marketing Affiliates, 3 plants and 1 R&D site in Europe. Astellas Europe is headquartered just outside London in Staines. The German headquarters are based in Munich. Located here are Sales, Marketing and Medical. The product portfolio includes therapies in transplantation, urology, dermatology, asthma/COPD, cardiology, antibiotics and gastroenterology. Astellas Pharma GmbH Munich employs approximately 350 people including 225 sales representatives.



Contact:
Prof. Dr. Gottfried Brem

Larezhausen 2
D-86567 Hilgertshausen
Phone: +49 (0) 8250 9279010
Fax: +49 (0) 8250 9279019
E-Mail: gottfried.brem@apogene-gmbh.de
Internet: www.apogene-gmbh.de



>> Integrity in all that we do <<

Contact:
Verena Köpke

Fraunhoferstr. 22
D-82152 Martinsried
Phone: +49 (0) 89 741206-80
Fax: +49 (0) 89 741206-88
E-Mail: verena.koepke@assigngroup.com
Internet: www.assigngroup.com



Contact:
Dr. Martin Marhoefer

Georg-Brauchle-Ring 64-66
D-80992 München
Phone: +49 (0) 89 4544-1440
Fax: +49 (0) 89 4544-5440
E-Mail: info@de.astellas.com
Internet: www.astellas.de



Contact:
Dr. Gundel Hager

Bahnhofstr. 9-15
D-82327 Tutzing
Phone: +49 (0) 8158 2597-30
Fax: +49 (0) 8158 2597-31
E-Mail: info@aurigon.de
Internet: www.aurigon.de



Contact:
Dr. Thomas Frischmuth

Bahnhofstr. 9-15
D-82327 Tutzing
Phone: +49 (0) 8158 903867
Fax: +49 (0) 8158 903894
E-Mail: info@baseclick.eu
Internet: www.baseclick.eu



Contact:
Dr. Thomas Trilling

Kistlerhofstr. 75
D-81379 München
Phone: +49 (0) 89 7857674-0
Fax: +49 (0) 89 7857674-100
E-Mail: office.DE@basileapharma.com
Internet: www.basilea.com

Aurigon Life Science GmbH

BIOTECH PRECLINICAL SERVICES

Keywords: Toxicology, Pharmacology, Drug Development

Aurigon the CRO for efficacy and safety testing, is an independent, privately owned company dedicated to serving the biotech, pharmaceutical, food and chemical industries by providing a comprehensive range of services in bio-analytics, pharmacology, biological activity testing, ADME/PK and regulatory toxicology (rodent and non-rodent) including genotoxicity, immunotoxicity, safety pharmacology, cancerogenicity and reprotoxicity. We have broad experience in working with small molecules, chemicals and biologicals including peptides, antibodies, biosimilars, herbal extracts, nutritional and cell therapy. With personalized and flexible services we support achievement of our customers needs in expected timelines, investment and efforts. With its headquarter in the south of Munich, Aurigon Life Science operates in state of the art GLP respectively GMP compliant facilities with subsidiary and affiliated laboratories located near Budapest. We are a trusted outsourcing partner for multinational pharmaceutical and chemical groups, food producers and innovative biotechnology companies. We feel committed to life.

baseclick GmbH

BIOTECH DEVICES & REAGENTS

Keywords: Clinical Diagnostics, Fine Chemicals / Reagents, New Materials, Chip / Array Technology, Nanobiotechnology, PCR

baseclick GmbH is a young and dynamic company funded and founded by BASF Venture Capital GmbH. The baseclick IP was generated at the University of Munich in the group of Prof. Thomas Carell. Core technology of our company is the modification of nucleic acids via click chemistry. baseclick holds the IP for the technology and offers this for licensing, purchasing of our products, and cooperation for the further development. We provide innovative products to improve and enhance your research in the fields of: Oligonucleotide-, DNA- and RNA-labeling; PCR assays, cell proliferation assays, FISH probes and many more.

Basilea Pharmaceutica Deutschland GmbH

PHARMA & CHEMICAL INDUSTRY

Keywords: Drug Development, Antibiotics, Allergy, Dermatology, Infectious Diseases, Oncology

Basilea Pharmaceutica Ltd. is headquartered in Basel, Switzerland. The company currently focuses on antibiotics and antifungal as well as oncology and dermatology drugs, targeting the medical challenge of rising resistance and non-response to current treatment options in the hospital and specialty care settings. Basilea Pharmaceutica Deutschland was founded 2007 in Munich. Skin diseases are an area of high medical need. Patients are suffering from disfiguring conditions such as hand eczema. Alitretinoin (Toctino®), a vitamin A derivative offers a significant quality of life improvement in the treatment of adults with severe chronic hand eczema unresponsive to topical corticosteroid.

Bavarian Nordic GmbH

BIOTECHTHERAPEUTICS & DIAGNOSTICS

Keywords: Infectious Diseases, Vaccines, Drug Development

Bavarian Nordic (BN) is a leading international biopharmaceutical company developing innovative vaccines to prevent and treat infectious diseases. The company is capable to meet the growing demand for safe 3rd generation smallpox vaccines due to its proprietary vaccine technology MVA-BN®. BN was founded in 1994 and is headquartered in Kvistgaard, Denmark with subsidiary operations in Martinsried and Berlin, Germany. BN recently founded in the US an operating company, BN ImmunoTherapeutics Inc., for research and development of cancer vaccines. The company employs about 180 people and is listed on the Copenhagen Stock Exchange. More than 450 healthy and immune compromised subjects so far vaccinated with MVA-BN®, suggest an excellent safety and efficacy profile of the vector.

Baxter Deutschland GmbH

PHARMA & CHEMICAL INDUSTRY

Keywords: Tissue Engineering / Cell Culture, Vaccines, Immune Therapy, Pain, Oncology, Autoimmune Diseases, Nephrology

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 DEVICES & REAGENTS

Keywords: Devices, Nanobiotechnology, Automation, PCR

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.

Hospital laboratories are our core clinical diagnostic customers. Our life science customers include pharmaceutical and biotechnology companies, universities, medical schools and research institutions. Beckman Coulter has an installed base of more than 200,000 clinical and research systems operating in laboratories around the world.

Beckman Coulter has a leading position in Laboratory Automation. Research & Development as well as Production of our stand alone automation systems, the AutoMate 2500 Family (formerly known as OLA 2500), are located in Munich, Germany.



BAVARIAN NORDIC

Contact:
Derek Beggs

Fraunhoferstr. 13
D-82152 Martinsried
Phone: +49 (0) 89 85650030
Fax: +49 (0) 89 85651333
E-Mail: derek.beggs@bavarian-nordic.com
Internet: www.bavarian-nordic.com



Contact:
Lutz Knabe

Edisonstr. 4
D-85716 Unterschleißheim
Phone: +49 (0) 89 31701-0
Fax: +49 (0) 89 31701-277
E-Mail: info_de@baxter.com
Internet: www.baxter.de



Contact:
Dr. Gerhard Gunzer

Sauerbruchstr. 50
D-81377 München
Phone: +49 (0) 89 579589-0
Fax: +49 (0) 89 579589-3503
E-Mail: info@beckmann.com
Internet: www.beckmanngenomics.com



Bernina Plus

Contact:
Dr. Felix Gropp

Am Klopferspitz 19
D-82152 Martinsried
Phone: +49 (0) 89 52388740
Fax: +49 (0) 89 52388333
E-Mail: gropp@bernina-plus.de
Internet: www.bernina-plus.de



Contact:
Dr. Kai Lamottke

Richard-Riemerschmid-Allee 27
D-81241 München
Phone: +49 (0) 89 82072564
Fax: +49 (0) 89 529178
E-Mail: lamottke@bicoll-group.com
Internet: www.bicoll-group.com



Contact:
Dr. Silke Martin

Herzog-Heinrich-Str. 2
D-80336 München
Phone: +49 (0) 89 5399-4500
Fax: +49 (0) 89 5399-4505
E-Mail: biobank@blutspendedienst.com
Internet: www.biobank.de

Bernina Plus GmbH

BIOTECH THERAPEUTICS & DIAGNOSTICS

Keywords: Drug Delivery, Liposomes, Nanobiotechnology

Bernina develops smart oral drug delivery systems for therapeutic peptides. The proprietary technology is based on artificial envelopes created by lipids. In addition, these nano-particulate natural and synthetic lipids are used in coating and drug elution processes.

Bicoll GmbH

BIOTECH THERAPEUTICS & DIAGNOSTICS

Keywords: Medicinal Chemistry, Oncology, Drug Development, Infectious Diseases, Natural Compounds, Small Molecules, Nutraceuticals

Bicoll is a biopharmaceutical company, offering pre-clinical support in the area of Drug Discovery from Natural Products and Medicinal Chemistry. To speed up drug discovery processes, Bicoll offers its drug like compound library BILOBAC N, consisting of already fractionated plant extracts, to global clients in drug discovery and related innovative fields. BILOBAC N provides enhanced probability of biological activity and reduced complexity of fine fractions, thus ready to use in client's screening systems. With innovative strategies and a proprietary technology platform, Bicoll is able to rapidly select only the best leads with superior drug-like profiles for further development. Subsequent medicinal chemistry and custom synthesis complete Bicoll's seamless substantial services.

BIOBANK der Blutspender – Blutspendedienst des BRK

BIOTECH THERAPEUTICS & DIAGNOSTICS

Keywords: Oncology, Metabolic Diseases, Diabetics, Cardiovascular Diseases, Autoimmune Diseases, Clinical Diagnostics

With its »Blood Donor BIOBANK«, the Bavarian Red Cross Blood Donor Service offers a unique resource for biomarker research: the world's first blood donor based biobank. A large pool of more than 400,000 active blood donors enables the identification of several thousands of diseased BIOBANK participants per year. Their serial, pre-diagnostic blood samples are a unique resource for investigating markers associated with the onset and progression of diseases. With a collection of more than 3 Mio plasma samples processed and stored using highly standardized, qualified processes (ISO9001:2008 certification) the »Blood Donor BIOBANK« is one of the largest biobank projects worldwide.

Biomax Informatics AG

BIOTECH BIOINFORMATICS

Keywords: Proteomics, Genomics

Biomax provides computational solutions for better decision making and knowledge management in the life science industry. We offer an innovative and powerful solution to accelerate knowledge-driven research processes. We support our customers with a platform that combines software products with knowledge resources, including oncology, nutrigenomics, plant research and functional genomics.

Our flexible and comprehensive solutions provide access to relevant knowledge at the right time & in the right context. We help customers generate value from proprietary and public resources by extracting the knowledge indispensable for efficient data exploration and interpretation. We focus on integrating information to enable a knowledge-based approach to develop innovative life-science products.

Biomed Labordiagnostik GmbH

BIOTECH THERAPEUTICS & DIAGNOSTICS

Keywords: Clinical Diagnostics, PCR, ELISA / EIA, Analytical Chemistry

Our core competence is the manufacture and distribution of CE marked products for clinical chemistry and quality control according to IVD Guidelines. Our area of activities covers also Infectious Disease Diagnostics. We are currently extending our focus to the Molecular Diagnostics field, for which we aim to develop and to market new products leveraging on our years of experience at home and abroad. Our success is tied to a continuous increase of know-how, an extensive expertise in the healthcare marketplace and specialized system solutions in the field of Laboratory Diagnostics. We work tightly with our customers ascertaining their requirements in relation to new and existing products and create solutions optimized to their needs.

BIONORICA SE

PHARMA & CHEMICAL INDUSTRY

Keywords: Phytopharmaceuticals, Neurology, Pain, Respiratory Diseases, Oncology, Clinical Research, Analytical Chemistry, Drug Development

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 and on medications for the treatment of pain. As an essential Bionorica follows the principle of phytoneering as gold standard in modern phytotherapy. Phytoneering combines the huge potential of natural active substances (phytos) with the knowledge and methodology of modern pharmaceutical research (engineering) in order to develop efficant and safe preparations. The expressed goal is to discover new active substances in order to develop effective drugs with minimized side effects. Bionorica has established an impressive network of scientists working in about 490 renowned universities, institutions and organisations worldwide.



Contact:
Dr. Shannon Frances

Robert-Koch-Str. 2
D-82152 Planegg
Phone: +49 (0) 89 895574-0
Fax: +49 (0) 89 895574-825
E-Mail: info@biomax.com
Internet: www.biomax.com



Contact:
Claudia Caspers

Bruckmannring 32
D-85764 Oberschleißheim
Phone: +49 (0) 89 3157000
Fax: +49 (0) 89 3153242
E-Mail: info@biomed.de
Internet: www.biomed.de



Contact:
Sabine Kohl

Kerschensteiner Str. 11-15
D-92318 Neumarkt
Phone: +49 (0) 9181 2319-0
Fax: +49 (0) 9181 2312-65
E-Mail: info@bionorica.de
Internet: www.bionorica.de



Contact:
Dr. Stephan König

Am Klopferspitz 19
D-82152 Martinsried
Phone: +49 (0) 89 324799-50
Fax: +49 (0) 89 324799-52
E-Mail: contact@biontexas.com
Internet: www.biontexas.com



Contact:
Martina Fuß

Heidemannstr. 164
D-80939 München
Phone: +49 (0) 89 31884-120
Fax: +49 (0) 89 31884-123
E-Mail: martina_fuss@bio-rad.com
Internet: www.bio-rad.com



Contact:
Dr. Günter Bertholdt

Boltzmannstr. 11a
D-85748 Garching
Phone: +49 (0) 89 28910-916
Fax: +49 (0) 89 28910-933
E-Mail: mail@bioregeneration.eu
Internet: www.bioregeneration.eu

Biontexas Laboratories GmbH

BIOTECH DEVICES & REAGENTS

Keywords: Fine Chemicals / Reagents, Gene Transfer, DNA & RNA (siRNA), Microscopy, Protein Purification, Cell Culture, Mycoplasma Decontamination

Biontexas is a genetic engineering company offering comprehensive range of products in field of transfection technology. Our new development META-FECTENE EASY is a GLOBAL INNOVATION in this product sector eliminating need for time-consuming optimization, while METAFECTENE SI is a reagent designed for efficient siRNA transfection. A major alternative is the direct transport of proteins into cells; a purpose for which the new reagents in the PROTEOfectene series were specifically developed. Our groundbreaking new Microfection product series enables the outstanding optical properties of μ -Slides in live-cell imaging to enhance the versatility and efficiency of nucleic acid and protein transfection applications. The product portfolio is completed by mycoplasma detection and removal kits.

Bio-Rad Laboratories GmbH

BIOTECH DEVICES & REAGENTS

Keywords: Clinical Diagnostics, Gene Transfer, Genomics, Proteomics, Peptide/Protein, PCR, Chip / Array Technology

Bio-Rad Laboratories GmbH is a subsidiary of the Bio-Rad Group, one of the leading companies in the field of Life Science and Diagnostics with more than 6,900 employees throughout the world. Bio-Rad Laboratories develops, produces and distributes apparatus and consumables for molecular biological and biochemical research in Life Science, for Clinical Diagnostics and routine applications.

bioregeneration™ GmbH

BIOTECH

Keywords: Tissue Engineering / Cell Culture, New Materials, Nanobiotechnology, Cell Therapy, Clinical Research, Devices

bioregeneration™ GmbH works in the field of tissue engineering using a proprietary technology. The technology comprises of the newly developed biomaterial „Xellulin“, which can be individually shaped and causes no graft-reaction in the human body.

BIOZOL Diagnostica Vertrieb GmbH

BIOTECH DEVICES & REAGENTS

Keywords: Peptide/Protein, Antibody, Small Molecules, Proteomics, Clinical Diagnostics, ELISA / EIA, Biochemicals, Veterinary Diagnostics

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

PHARMA & CHEMICAL INDUSTRY

Bristol-Myers Squibb is a global biopharmaceutical company committed to discovering, developing and delivering innovative medicines that help patients prevail over serious diseases. For more information, please visit www.bms.com

BSL-BIOSERVICE Scientific Laboratories GmbH

CRO

Keywords: Analysis, Laboratory, Drug Development, Pharmacokinetics, Toxicology, Pharmacology

Since 1984, BSL BIOSERVICE is world-wide active as an CRO that concentrates on biological trials of pharmaceuticals, biologics, chemicals, agrochemicals, medical devices, cosmetics and food. The internationally accepted approach of the institute with its various accreditations and certifications (GLP, GMP, DIN EN ISO 17025, FDA approved) guarantees high-quality services. Areas of expertise include e.g. ADME and Metabolism, Bioassays, Cell-Based Immunoassays and Immunotoxicological Investigations, Clinical Sample Services, Toxicology, Pharmacology, Microbiology and Analytics. BSL BIOSERVICE also offers comprehensive services for REACH. BSL BIOSERVICE is also active in the development of alternative test methods to animal experiments.



Contact:
Dr. Ralf Bäuerle

Obere Hauptstr. 10b
D-85386 Eching
Phone: +49 (0) 89 3799666-6
Fax: +49 (0) 89 3799666-99
E-Mail: info@biozol.de
Internet: www.biozol.de



Contact:
Dr. Bernd Winterhalter

Arnulfstr. 29
D-80636 München
Phone: +49 (0) 89 12142-0
Fax: +49 (0) 89 12142-392
E-Mail: info@b-ms.de
Internet: www.b-ms.de



Contact:
Dr. Robert Brown

Behringstr. 6/8
D-82152 Planegg
Phone: +49 (0) 89 899650-0
Fax: +49 (0) 89 899650-11
E-Mail: info@bioservice.com
Internet: www.bioservice.com



We make it visible.

Contact:
Dr. Richard Ankerhold

Kistlerhofstr. 75
D-81379 München
Phone: +49 (0) 89 909000-800
Fax: +49 (0) 89 909000-820
E-Mail: info@zeiss.de
Internet: www.zeiss.de/microdissection



Contact:
Aart Brower

Joseph-Wild-Str. 20
D-81829 München
Phone: +49 (0) 89 451519-010
Fax: +49 (0) 89 451519-019
E-Mail: info@celgene.de
Internet: www.celgene.de



Contact:
Dr. Joachim Wiest

Karlstr. 96
D-80335 München
Phone: +49 (0) 89 2000110-74
Fax: +49 (0) 89 2000110-76
E-Mail: wiest@cellasys.com
Internet: www.cellasys.com

Carl Zeiss MicroImaging GmbH

BIOTECH DNA/PROTEIN ANALYTICS

Keywords: Analysis, Tissue Engineering / Cell Culture, Microscopy, Clinical Diagnostics, Clinical Research

Carl Zeiss MicroImaging GmbH offers a broad range of modern and innovative microscope systems and solutions for different fields such as biotechnology, biomedical and clinical research as well as routine and industrial applications. Carl Zeiss MicroImaging employs about 1,750 staff worldwide and has its direct sales force in 130 countries. The company's headquarter is in Jena. At its Munich site Carl Zeiss MicroImaging is focusing on software development, systems for laser microdissection and its application as well as digital slide and automation technology. In addition, in Munich the company is maintaining a unique facility hosting a modern application center and an up-to-date laboratory for biomedical and clinical research, molecular analysis and imaging. Practical courses, workshops and training are held on a regular basis and customer services are offered.

Celgene GmbH

PHARMA & CHEMICAL INDUSTRY

Keywords: Drug Development, Small Molecules, Hematology, Drug Delivery, Oncology

Celgene is a globally acting biopharmaceutical company, founded in New Jersey (USA) in 1986. Celgene is mainly active in developing and distributing drugs in oncology and immunotherapy. Since 2006, Celgene operates a German subsidiary in Munich-Riem.

For further information visit: www.celgene.de

cellasys GmbH

BIOTECH DEVICES & REAGENTS

Keywords: Devices, Chip / Array Technology, Pharmacokinetics, Drug Development, Tissue Engineering / Cell Culture, Toxicology

cellasys offers system solutions for online analysis of living cells. These include services as research and development, production and maintenance of cell-based assays. Furthermore, we are consultant for development of applications, data analysis and data interpretation.

CellMed AG

BIOTECH THERAPEUTICS & DIAGNOSTICS

Keywords: Diabetics, CNS, Peptide/Protein, Cell Therapy, Drug Delivery, Drug Development

CellMed is developing encapsulated cellular systems for the delivery of therapeutic substances right in the patient. CellMed uses proprietary encapsulation technology and a cell line based on mesenchymal stromal cells. The cells are designed to secrete the desired proteins or peptides. These systems are produced according to GMP and are currently in clinical trials for the treatment of stroke. The engineered peptide here is a proprietary version of GLP-1 with specific anti-apoptotic properties.

For a second version of the GLP-1 AstraZeneca has an option to exclusively license that version for the treatment of diabetes and obesity.

A „pure“ bead product for cosmetic dermatology has been developed and will be introduced to the market by Merz.

Centronic GmbH

BIOTECH DEVICES & REAGENTS

Keywords: Clinical Diagnostics, Clinical Research

Centronic GmbH is a German manufacturer, with a certified Quality Management System according to EN ISO 9001:2008 and ISO 13485:2003/AC: 2009, and distributor of a big range of high qualitative clinical chemistry reagents in fluid and lyophilised form for the determination of enzymes, electrolytes, substrates, lipids and proteins. The product range is completed by Latex reagents, controls-calibrators and our registered additive for waterbaths Prothermal. The products are distributed worldwide.

Our team consists of highly engaged scientists from different special fields with an experience of many years in the area of clinical chemistry.

Cfm Oskar Tropitzsch e.K.

PHARMA & CHEMICAL INDUSTRY

Keywords: Natural Compounds, Drug Development, Pharmacology, Drug Delivery, Agrobiotechnology, Antibiotics, Fine Chemicals/Reagents

Supply for the Pharmaceutical and Biotech-Sector

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Contact:
Dr. med. Peter Geigle

Industriestr. 19
D-63755 Alzenau
Phone: +49 (0) 6023 9181-0
Fax: +49 (0) 6023 9181-33
E-Mail: info@cellmed.de
Internet: www.cellmed.de



Contact:
Dr. Johannes Betz

Am Kleinfeld 11
D-85456 Wartenberg
Phone: +49 (0) 8762 724300
Fax: +49 (0) 8762 724312
E-Mail: info@centronic-gmbh.com
Internet: www.centronic-gmbh.com



Oskar Tropitzsch

Contact:
Michael Schaeffler

Waldershofer Str. 49-51
D-95615 Marktredwitz
Phone: +49 (0) 9231 9619-0
Fax: +49 (0) 9231 9619-60
E-Mail: info@cfmot.de
Internet: www.cfmot.de



Contact:
Dr. Anna Niebling

Waldstr. 22
D-82049 Pullach
Phone: +49 (0) 89 74442700
Fax: +49 (0) 89 79367571
E-Mail: aniebling@chemdiv.com
Internet: www.chemdiv.com



Contact:
Dr. Andrea Kofler

Mühlenstr. 1
D-83064 Raubling
Phone: +49 (0) 8035 9849-28
Fax: +49 (0) 8035 9849-30
E-Mail: kofler@chrombios.com
Internet: www.chrombios.com



Contact:
Dr. Marion Jung

Am Klopferspitz 19
D-82152 Martinsried
Phone: +49 (0) 89 787973-10
Fax: +49 (0) 89 787973-11
E-Mail: info@chromotek.com
Internet: www.chromotek.com

ChemDiv, Inc.

CRO

Keywords: Clinical Research, Drug Development, Medicinal Chemistry, CNS, Pharmacology, Neurology, Pain

ChemDiv, a global Contract Research Organization (CRO), offers Integrated Discovery outSource™ solutions that cover a complete range of disciplines from medicinal chemistry to clinical development needed to bring new drugs from target to market. With successful 20 years business record and over 500 research associates, the company puts forward unique translational expertise to help accelerate its partners R&D programs. ChemDiv provides Proof of Concept data in less time and at a fraction of the costs typically seen in the industry with keeping the high quality standards, all of which plays a critical role in mitigating risks associated with full scale clinical development.

ChromBios GmbH

BIOTECH DNA/PROTEIN ANALYTICS

Founded in 1998, ChromBios is focused on the field of Molecular Cytogenetics (fluorescence in situ hybridisation, FISH). The company's aims are to provide service and products for chromosome analysis tailored to the needs of the customers. We offer „FISH service“ such as chromosome analysis with „chromosome painting“, mapping of clones, characterisation of cancer cell lines and animal models in genome research. We especially focus on multi colour karyotyping human tumour cells and other transformed cell lines (for example for patent applications). Chrombios also offers multi colour chromosome painting of mouse cells to identify translocations in mouse tumours and to characterise mouse ES cells. Apart from human and mouse, we also provide service in the characterization of chromosomes from other animal model species including rat, hamster, cat, and various live stock animals.

ChromoTek GmbH

BIOTECH DNA/PROTEIN ANALYTICS

Keywords: Clinical Diagnostics, Proteomics, Peptide/Protein

ChromoTek GmbH, founded in 2008, is a biotech company focused on the discovery and development of novel nanoprobe and cell based assays for biomedical research and early drug development. During the last years ChromoTek has developed innovative research tools including the GFP-Trap® and RFP-Trap®, two versatile pull-down reagents for biochemical analysis of fluorescent fusion proteins. In April 2011 ChromoTek successfully introduced its first cell based assay for early drug development, the U2OS Cell Cycle Chromobody®. This real-time High-Content Analysis (HCA) screening assay enables to monitor the complete cell cycle in live cells for the first time. In addition ChromoTek developed the Fluorescent 2-Hybrid (F2H)-Assay to analyze protein-protein interactions in vivo in real time.

Clinical Trial Care GmbH

CRO

Keywords: Clinical Research, Monitoring, Dermatology, Metabolic Diseases, Nephrology, Pain, Rheumatology

Clinical Trial Care GmbH founded in 2001 is a CRO located in the southwest of Munich (Krailling) and provides the full scope of clinical and biometric services required for the conduct of clinical trials of phase II-IV, post marketing surveillance as well as non-interventional or epidemiologic studies. The very experienced, flexible and successful team ensures expert support and a responsive commitment. The CRO is headed by Dr. Christa Sommerburg and Andreas Behr (Geschäftsführer) with a long standing history of clinical research.

Clinipace

CRO

Keywords: Concepts for Drug & Medical Device Development / Regulatory & Medical-Scientific Services / Clinical Operations / Data Management / Biostatistics / QMS Services / Auditing / TEMPO eClinical Platform

Clinipace Worldwide, a global digital clinical research organization (dCRO), specialized in serving the strategic product and clinical development needs of emerging and mid-tier biopharmaceutical and medical device firms.

Our core competencies are:

■ Concepts for Drug & Medical Device Development ■ Regulatory & Medical-Scientific Services ■ Clinical Operations ■ Data Management & Biostatistics ■ QMS Services & Auditing ■ TEMPO eClinical Platform

We maintain offices on four continents, including centralized North American, South American, and European hubs. The combination of our service portfolio, our technology-driven approach and our flexible & highly trained teams enables the adaptation to the specific-requirements of each project.

ClinTec GmbH

CRO

Keywords: Neurology, Cardiovascular Diseases, Regulatory Affairs, Drug Development, Oncology, Medical Writing, Clinical Research

ClinTec International is a privately owned full service global Clinical Research Organization covering more than 30 developed and emerging countries. It was founded in 1997 by Dr Rabinder Buttar, the company's President & CEO. In 2007, the Global Clinical Research Centre of Excellence was established in Munich recruiting a functional unit of thirty professionals from the former European headquarters of an international pharmaceutical company. It is the global home for standards, tools and industry best-practice in the following functions: Regulatory Affairs, Clinical Research, Data Management & Biostatistics, Medical Writing and Quality Assurance. We are working seamlessly with our clients, understanding their needs and constraints in order to deliver optimal solutions.



Contact:
Dr. Christa Sommerburg

Pionierstr. 2
D-82152 Krailling
Phone: +49 (0) 89 8638933-10
Fax: +49 (0) 89 8638933-99
E-Mail:
christa.sommerburg@clinical-trial-care.de
Internet: www.clinical-trial-care.de



Contact:
Dr. Birgit Hennecke-Janzer

Landsberger Str. 408
D-81241 München
Phone: +49 (0) 89 9999-7733
Fax: +49 (0) 89 9999-7744
E-Mail: bhennecke-janzer@clinipace.com
Internet: www.clinipace.com



Contact:
Dr. Hans Wolf

Dachauer Str. 37
D-80335 München
Phone: +49 (0) 89 54558355
Fax: +49 (0) 89 557443
E-Mail: germany@clintec.com
Internet: www.clintec.com



Contact:
Dr. Andreas Klostermann

Am Klopferspitz 19
D-82152 Martinsried
Phone: +49 (0) 89 5472-6950
Fax: +49 (0) 89 5472-6959
E-Mail: info@conogenetix.de
Internet: www.conogenetix.de



Contact:
Jürgen Schäfer

Neuhauser Str. 47
D-80331 München
Phone: +49 (0) 89 236650-0
Fax: +49 (0) 89 236650-50
E-Mail: schaefer@conreso.com
Internet: www.conreso.com

conoGenetix biosciences GmbH

BIOTECHTHERAPEUTICS & DIAGNOSTICS

Keywords: Cardiovascular Diseases, Pain, CNS, Peptide/Protein, Drug Development

conoGenetix is a privately owned biopharmaceutical company focused on the development of new peptide therapeutics for the treatment of autoimmune diseases. conoGenetix was founded in 2002 by Dr. Andreas Klostermann and Dr. Jörg Stockhaus and is located in Martinsried, Germany. The company has developed an integrated technology platform that allows for the efficient discovery of drug leads that modulate ion channel targets causatively involved in the generation of autoimmune diseases. conoGenetix runs a program targeting severe autoimmune disorders like Multiple Sclerosis (MS), Rheumatoid Arthritis (RA) and Vasculitis. Several peptides called cgtx-peptides within this program are in preclinical development. The leading indication for the cgtx-peptides will be Vasculitis; a fatal disease strongly related to Rheumatoid Arthritis. Vasculitis is a rare disease and will be a market door opener for conoGenetix.

Conreso GmbH

CRO

Keywords: Clinical Research, Logistics, Monitoring, Drug Development

Conreso, established in 1990, BVMA member, offers a wide range of clinical research services. Conreso shows an impressive record of successful FDA inspections and significant contributions to important new product licenses in Europe and the USA. Having recruited more than 30,000 patients between 0 and 17 years of age proves the company's unique expertise in pediatric trials. The Hannover Clinical Trial Center, a joint venture of Conreso and the Medizinische Hochschule Hannover, provides Conreso's clients access to the clinical expertise and the comprehensive diagnostic and therapeutic facilities of one of the leading academic medical institutions in Germany. The Conreso Institute of Veterinary medicine provides all types of veterinary studies.

Corimmun GmbH

BIOTECH THERAPEUTICS & DIAGNOSTICS

Keywords: Inflammation, Cardiovascular Diseases, Peptide/Protein, Drug Development

CORIMMUN is a spin-off from the universities of Wuerzburg and of Tuebingen. The projects are funded by two grants of the Go Bio project of the BMBF. Corimmun is financed by the MIG AG, KfW Bank, Bayernkapital, HTGF and Bio^M AG. The company is developing new drugs to treat congestive heart failure and atherosclerosis, the most common causes of mortality in developed countries. Two innovative drugs, COR-1 and Revacept are currently in clinical development. COR-1 is a peptide drug candidate to prevent the auto-antibody-mediated propagation of heart failure. Revacept is a lesion-specific inhibitor of atherothrombosis. Further preclinical candidates are under development, i.e. COR-2 is a biological which prevents foam cell formation in atherosclerotic plaques. The founders and management of Corimmun bring together knowledge and reputation in research and clinical medicine together with biotech experience.

Coriolis Pharma

BIOTECH PRECLINICAL SERVICES

Keywords: Analysis, Vaccines, Peptide/Protein, Lyophilization, Formulation development, Monoclonal Antibody, Supply preclinical material

Coriolis Pharma is a globally operating independent service provider for research and formulation development of (bio)pharmaceutical drugs (proteins, peptides, monoclonal antibodies, RNA/DNA etc.) and vaccines. An interdisciplinary team of highly qualified scientists with many years of experience in the development of (bio)pharmaceuticals provides cutting-edge service and know-how related to the formulation development of biopharmaceuticals, supported by an expert scientific advisory board. This may involve for example formulation development of (pre-)clinical material through to commercial products, lyophilization processes, stability testing (light obscuration, Micro-Flow imaging and AF4/HF5 under cGMP), supply of pre-clinical material, and analytical services using innovative analytical technologies.



Contact:
Dr. Goetz Münch

Fraunhoferstr. 17
D-82152 Martinsried
Phone: +49 (0) 89 8565-2010
Fax: +49 (0) 89 8565-2020
E-Mail: info@corimmun.com
Internet: www.corimmun.com



Contact:
Dr. Michael Wiggenhorn

Am Klopferspitz 19
D-82152 Martinsried
Phone: +49 (0) 89 5424498-0
Fax: +49 (0) 89 5424498-22
E-Mail: contact@coriolis-pharma.com
Internet: www.coriolis-pharma.com



Contact:
Dr. Michael Kersten

Elisabethstr. 91
D-80797 München
Phone: +49 (0) 89 202 444 970
Fax: +49 (0) 89 202 444 979
E-Mail: lschmitz@corelabpartners.com
Internet: www.corelabpartners.com



Rosenkavalierplatz 10
D-81925 München
Phone: +49 (0) 89 9210930
Fax: +49 (0) 89 913466
Internet: www.covance.com



Contact:
Dr. Michael Schäffer

Am Klopferspitz 19a
D-82152 Martinsried
Phone: +49 (0) 89 700760-170
Fax: +49 (0) 89 700760-222
E-Mail: schaeffer@crelux.com
Internet: www.crelux.com

CoreLab Partners Europe GmbH

CRO

Keywords: [Imaging Analytics](#), [clinical trials](#)

CoreLab Partners is an imaging core lab, managing the complete imaging segment of clinical trials for the global pharmaceutical, biotechnology and medical device industries. Our expertise spans Phase I through IV and all major therapeutic areas. We are specialized in oncology trials but also do cardiovascular, musculoskeletal, CNS and medical device studies. Our radiologists, nuclear physicians and medical oncologists interpret data from all major modalities, including CT, MRI, X-ray, SPECT, Ultrasound, PET and PET/CT in a centralized and independent way. We assist in planning, tracking and implementation of studies and provide medical expertise, regulatory know-how and validated technologies.

Covance Clinical and Periapproval Services GmbH

CRO

Keywords: [Clinical Trail Management and Monitoring](#), [Regulatory Affairs](#), [Oncology](#), [CNS](#), [Pharmacology](#), [Medical Writin](#)

Covance is one of the world's largest and most comprehensive drug development services companies with more than 11,000 employees in 60 countries. Covance is the market leader in toxicology services, central laboratory services, discovery services, and a top global provider of Phase III clinical trial management services. Through its nonclinical, clinical and commercialization services, Covance has helped pharmaceutical and biotech companies develop one-third of all prescription medicines in the market today. Covance, headquartered in Princeton, New Jersey, has annual revenues greater than \$2 Billion. For more information please visit www.covance.com

CRELUX GmbH

BIOTECH DNA/PROTEIN ANALYTICS

Keywords: [3D Structural Analysis](#)

CRELUX specializes in tailor made protein crystallography and fragment based drug discovery services. The company is a professional and dedicated service provider for the global pharma and biotech industry. Moreover CRELUX is the only completely independent premium crystallography provider fully owned by its founders and directors. We are advancing innovations in protein expression to promote the availability of high quality crystallizable protein. Our XPRESS portfolio of readily available proteins grants turn around times of customer complex structures within a few weeks. Crystallography services from concept to high resolution complex structure are provided under individual agreements following our customer's needs. In addition we are offering end-to-end fragment based discovery services based on our unique screening technology INTRACT.

CROS DE GmbH

CRO

Keywords: Dermatology, Pharmacovigilance, Analysis, Clinical Research, Oncology, Respiratory Diseases, Medical Writing

CROS NT is a contract research organisation (CRO) providing outsourced services for Clinical Data Management, Statistics, Pharmacovigilance, Medical Writing and Hosting for Pharma-Life Sciences Solutions across all phases of drug development.

Established in 1992, CROS NT has completed over 780 studies in a wide range of therapeutic areas like respiratory, oncology, cardiovascular, HIV and Infectious diseases of clinical and observational studies. Our clients and partners include pharmaceutical, biotechnology, medical device and academic organizations in Europe and USA. CROS NT Headquarters is in Verona, we have offices in Milan and Augsburg and currently employ 45 people.

CYTOX, biologische Sicherheitsprüfungen

CRO

Keywords: Microscopy, ELISA / EIA, Toxicology, Tissue Engineering / Cell Culture

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.

DAIICHI SANKYO EUROPE GmbH

PHARMA & CHEMICAL INDUSTRY

Keywords: Antibiotics, Drug Development

DAIICHI SANKYO is a global pharmaceutical company that focuses on researching and marketing innovative medications. The company was created in 2005 through the merger of two traditional Japanese enterprises, Daiichi and Sankyo. With net sales of nearly € 5.9 billion in fiscal year 2008, DAIICHI SANKYO is one of the world's 20 leading pharmaceutical companies. The company's world headquarters is in Tokyo, and its European base is located in Munich. DAIICHI SANKYO has affiliates in 12 European countries and has been one of the strongest Japanese pharmaceutical companies located in Europe since it set up European production facilities and marketing offices in 1990. The company's research activities focus on the areas of cardiovascular diseases, hematology, diabetes, anti-infectives and cancer. Its aim is to develop medications that are „best“ in their class or to create new classes of pharmaceutical drugs.

For more information, please visit: www.daiichi-sankyo.eu



Contact:
Frank Freischläger

Konrad-Adenauer-Allee 1
D-86150 Augsburg
Phone: +49 (0) 603 250696-16
Fax: +49 (0) 821 450807-6
E-Mail: frank.freischlaeger@crosnt.com
Internet: www.crosnt.com



Contact:
Dr. Dietmar Scheddin

Gottlieb-Keim-Str. 60
D-95448 Bayreuth
Phone: +49 (0) 921 1511-254
Fax: +49 (0) 921 1511-255
E-Mail: info@cytox.de
Internet: www.cytox.de



Contact:
Olaf Lamberz

Zielstattstr. 48
D-81379 München
Phone: +49 (0) 89 7808-0
Fax: +49 (0) 89 7808-202
E-Mail: service@daiichi-sankyo.eu
Internet: www.daiichi-sankyo.eu



Contact:
Dr. Michael Davids

Roentgenstr. 3
D-93055 Regensburg
Phone: +49 (0) 941 948228
Fax: +49 (0) 941 9468119
E-Mail: antibodies@dabio.de
Internet: www.davids-bio.de

DEFINIENS®

Understanding Images

Contact:
Angelika Ruttkowski

Trappentreustr. 1
D-80339 München
Phone: +49 (0) 89 231180-0
Fax: +49 (0) 89 231180-90
E-Mail: etietz@definiens.com
Internet: www.definiens.com



Contact:
Dr. Ulf Henseling

Seeshaupter Str. 27
D-82393 Iffeldorf
Phone: +49 (0) 8856 803605
Fax: +49 (0) 8856 803607
E-Mail: DiaServe@t-online.de
Internet: www.diaserve.de

Davids Biotechnologie GmbH

BIOTECH DEVICES & REAGENTS

Keywords: Allergy, Immune Therapy, Antibody, Proteomics, ELISA / EIA, Tissue Engineering / Cell Culture, Antibody Production Service

Davids Biotechnologie is a made in Germany manufacturer for custom antibodies. Monoclonal antibodies are developed from mice and men. Polyclonal antibodies are developed from rabbit and other rodent and also from egg yolk from hen and quail. Davids Biotechnologie produces antibodies in cell cultures with hybridoma techniques and from transient transformed cells. Monoclonal antibodies as well as polyclonal antibodies will be purified by affinity purification methods and by ion exchange and size exclusion chromatography beside other methods in our lab. Cell culture based assays for optimizing medication and dietary supplement are developed and is applied together with medical practitioners.

Definiens AG

BIOTECH BIOINFORMATICS

Keywords: Analysis, Toxicology, Oncology, Microscopy, Automation, 3 D Structural Analysis, Drug Development

Definiens is the number one Enterprise Image Intelligence company for analyzing and interpreting images on every scale - from microscopic cell structures to satellite images. Based on human cognitive perception processes, Nobel laureate Prof. Gerd Binnig developed the Definiens Cognition Network Technology® to extract intelligence from images. Definiens enables Life Science organizations to analyze and interpret vast numbers of images accurately and consistently. By automating image analysis processes, Definiens improves the measurement of cell assays, the examination of tissue samples and the interpretation of non-invasive imaging, enabling high-content screening and digital pathology.

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.

DoNatur GmbH

BIOTECHTHERAPEUTICS & DIAGNOSTICS

Keywords: Drug Development, Rheumatology

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.

Dr. Nibler & Partner

CRO

Keywords: Medical Writing, Pharmacology, Clinical Research, Devices, Drug Development

Legal requirements for pharmacovigilance are continuously rising. The fulfillment turns out to be a major burden for small and medium sized enterprises.

We provide a complete pharmacovigilance full-service solution:

- 24-hours availability for receipt of adverse event reports by phone, fax or e-mail
- Literature screening and -review
- Data entry and MedDRA coding
- Follow-up by medically qualified personnel (MD, RN)
- Scientific assessment by experienced physicians
- Authority reporting either electronically or on paper
- SUSAR reporting
- Preparation of periodic reports: PSUR and ASR
- Preparation and maintenance of risk management plans
- Implementation and optimization of your pharmacovigilance system
- SOP preparation or revision
- Audits and guidance through inspection

Dr. R. Pflieger GmbH

PHARMA & CHEMICAL INDUSTRY

Keywords: Dermatology, Antibiotics, Pharmacokinetics, Pharmacology, Clinical Research, Drug Delivery

Dr. R. Pflieger GmbH is a medium sized German pharmaceutical company located in Bamberg (Bavaria) with a staff of 300 employees. Established in 1945 as a private company, it is nowadays exclusively owned by the Doktor Robert Pflieger Foundation, which aims are the exclusive sponsoring of charitable and social projects and the support of medical research.

The company is currently selling about 35 medicinal products with emphasis in urology, gynaecology and dermatology and has GMP approved production facilities.

The international business is focused on the antimuscarinic drug trospium chloride which was developed by the Dr. R. Pflieger and is approved for treatment of overactive bladder.



Contact:
Dr. Franz Kerek

Am Klopferspitz 19
D-82152 Martinsried
Phone: +49 (0) 89 856625-55
Fax: +49 (0) 89 856625-56
E-Mail: info@donatur.de
Internet: www.donatur.de



Contact:
Dr. Reinhard Nibler

Fürstenriederstr. 105
D-80686 München
Phone: +49 (0) 89 56823726
Fax: +49 (0) 89 92185265
E-Mail: mail@dr-nibler.de
Internet: www.dr-nibler.de



Contact:
Dr. Peter Topfmeier

D-96045 Bamberg
Phone: +49 (0) 951 6043-0
Fax: +49 (0) 951 6043-29
E-Mail: info@dr-pflieger.de
Internet: www.dr-pflieger.de



Contact:
Dr. Dirk Scholl

Lichtenbergstraße 4
D-85748 Garching
Phone: +49 (0) 89 289-11490
Fax: +49 (0) 89 289-12704
E-Mail: info@dynamic-biosensors.com
Internet: www.dynamic-biosensors.com



Contact:
PD. Dr. Hans-Peter Klenk

Poebinger Fussweg 7a
D-82340 Feldafing
Phone: +49 (0) 8157 9963-164
Fax: +49 (0) 8157 9963-162
E-Mail: info@egene-biotech.de
Internet: www.egene-biotech.de



Contact:
Dr. Peter Frischmann

Am Klopferspitz 19
D-82152 Martinsried
Phone: +49 (0) 89 70939316
Fax: +49 (0) 89 70939440
E-Mail: info@ellabiotech.com
Internet: www.ellabiotech.com

Dynamic Biosensors

BIOTECH DNA/PROTEIN ANALYTICS

Keywords: Vaccines, Small Molecules, Peptide/Protein, Antibody, Proteomics, Chip / Array Technology

Dynamic Biosensors offers a superior new analysis system for molecular interaction. Based on the revolutionary label-free *switchSENSE* technology, we allow researchers to determine affinity and kinetics of molecular interactions with unrivaled sensitivity in real time. As a total novelty in label-free analysis, *switchSENSE* allows to determine molecular size (e.g. formation of aggregates) and conformational changes in real-time as well. While *switchSENSE* is an extremely versatile technology, our current focus lies on protein interaction analysis (antibodies and transcription factors), protein folding and posttranslational modifications.

e.gene Biotechnologie GmbH

BIOTECH BIOINFORMATICS

Keywords: Pharmacogenomics, Genomics

e.gene Biotechnologie GmbH is a service provider in microbial genomics and pharmacogenomics. We perform for our academic and industrial customers complete microbial genome analyses from genome sequencing to annotation and pathway reconstruction.

ELLA Biotech GmbH

BIOTECH THERAPEUTICS & DIAGNOSTICS

Keywords: Clinical Research, Antisense/Nucleotides, Genomics, RNAi & Antisense, Chip / Array Technology, PCR, Clinical Diagnostics

Our focus is the synthesis of special oligoribonucleotides for selected projects in diagnostics, chip technologies, genesynthesis and further topics – following quality standards which you would appreciate and expect in your own lab. The guidelines for the synthesis standards can be defined by our customers themselves.

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.

Emergent Product Development Germany GmbH

BIOTECH DNA/PROTEIN ANALYTICS

Keywords: Vaccines, Infectious Diseases

Emergent BioSolutions protects and enhances life by developing and manufacturing vaccines and therapeutics that are supplied to healthcare providers and purchasers for use in preventing and treating disease. Emergent's marketed and investigational products target infectious diseases, oncology and autoimmune disorders.

EMP Genetech

BIOTECH DNA/PROTEIN ANALYTICS

Keywords: Peptide/Protein, Clinical Diagnostics, Tissue Engineering / Cell Culture, Drug Development

EMP Genetech conducts development and production of recombinant proteins as a service provider for research departments in industry and academia. For production HEK293 (hn embryonic kidney) cells are being used. These cells are distinguished for the expression of glycosylated, correctly processed and modified proteins. The expressed proteins show excellent bioactivity compared to other expression systems. The biomolecules are produced in serum free culture medium of safe origin. EMP Genetech offers all working steps from cloning of the GOI to chromatographic purification of the produced protein. There are developed stable cell lines of high productivity. These are cultivated as suspension cell cultures in stirred bioreactors usually in a continuous mode. The expression product is purified from cell supernatant or cell extract by classical column chromatographic methods. The bioactivity will be analysed by enzymatic or cell assays.

Entelechon GmbH

BIOTECH DNA/PROTEIN ANALYTICS

Keywords: Proteomics, Clinical Research, Chip / Array Technology, PCR, Genomics, Antibody Production Service

Entelechon is a globally operating service provider specialized in advanced genomics and proteomics projects. Success factor: Leveraging full potential of gene and protein synthesis platforms as well as synergy of biochemistry, molecular biology and bioinformatics for implementation of complex projects. Services: Gene optimization and synthesis, protein expression in various systems, protein analysis and quantification, design and synthesis of gene mutant libraries, bioinformatics software development. Applications: Preclinical stage drug discovery; protein engineering and production; development of therapeutic proteins, antibodies, vaccines, industrial enzymes; downstream biotech services; multiple profile research projects.



Contact:
Isabelle Erdelji

Walter-Gropius-Str. 17
D-80807 München
Phone: +49 (0) 89 5506988-0
Fax: +49 (0) 89 5506988-88
E-Mail: erdeljii@ebsi.com
Internet: www.emergentbiosolutions.com

EMP Genetech
RECOMBINANT PROTEIN EXPRESSION

Contact:
Dr. Franz X. Welser

Hebbelstr. 61
D-85055 Ingolstadt
Phone: +49 (0) 841 3796013
Fax: +49 (0) 841 8817185
E-Mail: info@empgenetech.com
Internet: www.empgenetech.com



Contact:
Dr. Werner Deininger

Industriestr. 1
D-93077 Bad Abbach
Phone: +49 (0) 9405 96999-10
Fax: +49 (0) 9405 96999-28
E-Mail: info@entelechon.com
Internet: www.entelechon.com

...EPICEPT GmbH

Contact:
Uschi Lang

Goethestr. 4
D-80336 München
Phone: +49 (0) 89 680872-0
Fax: +49 (0) 89 680872-20
E-Mail: info@epicept.de
Internet: www.epicept.com

EPIGENE

Contact:
Dr. Friedrich G. Felsenstein

Hohenbachernstr. 19-21
D-85354 Freising
Phone: +49 (0) 8161 4990-80
Fax: +49 (0) 8161 4990-89
E-Mail: Friedrich.Felsenstein@EpiLogic.de
Internet: www.epigene.de



Contact:
Dr. Friedrich G. Felsenstein

Hohenbachernstr. 19-21
D-85354 Freising
Phone: +49 (0) 8161 4990-80
Fax: +49 (0) 8161 4990-89
E-Mail: Friedrich.Felsenstein@EpiLogic.de
Internet: www.EpiLogic.de

EpiCept GmbH

PHARMA & CHEMICAL INDUSTRY

Keywords: Pain, Immune Therapy, Hematology, Drug Development

EpiCept GmbH is a subsidiary of EpiCept Corp. (Tarrytown, NY) which is a specialty pharmaceutical company that focuses on fulfilling unmet medical needs in cancer treatment and pain management. The Company possesses an approved cancer product and a deep and balanced pipeline of nine clinical product candidates.

EpiCept Corp. is listed on both the NASDAQ National Market and the OM Stockholm Exchange, under the symbol EPCT.

EpiGene GmbH

BIOTECH AGRO, FOOD, ENVIRONMENT

Keywords: Agrobiotechnology, Genomics

EpiGene GmbH, founded in 1999, is a genomics-based research and development company focusing on applications in plant protection. The core competences comprise the molecular characterization of plant-pathogen interactions and the development of high throughput systems for molecular diagnostics of involved genetic factors. In addition, research efforts include investigations of the mode of action of plant protective agents at the molecular level and the identification of mutations or differentially expressed genes in pathogens as potential new targets.

EpiLogic GmbH

BIOTECH AGRO, FOOD, ENVIRONMENT

Keywords: Genomics, Agrobiotechnology

EpiLogic is a new European wide operating company involved in product development based on genomic analysis of fungal pathogens propagated by wind in agricultural crops (at present: cereals and vine). Pathogen analysis of virulence and fungicide sensitivity are used as decision support for breeding, choice of cultivar and fungicide management to ensure sustainable agriculture. A genotype bank of several pathogens is currently being set up to offer high quality inoculum for selection in laboratory, greenhouse and field. Additionally, methods are under development for analysing and culturing new pathogens.

ethris GmbH

BIOTECH THERAPEUTICS & DIAGNOSTICS

Keywords: Metabolic Diseases, Dermatology, Bone / Joint Diseases, Gene Therapy, Gene Transfer, Tissue Engineering / Cell Culture, Drug Development

With stabilized, non-immunogenic messenger RNA (SNIM®RNA), ethris GmbH possesses an enabling platform for Transcript Therapies. SNIM®RNA is a first-in-class biopharmaceutical which provides a compelling alternative for recombinant protein or gene therapies. SNIM®RNAs encode therapeutic proteins to be produced in the patient's body and overcome short duration effects of recombinant proteins. SNIM®RNA Transcript Therapy is a new option for a broad variety of diseases, either acquired or genetically predetermined, life style- or age-related, rare or frequent. ethris develops transcript therapeutics with a focus on regenerative medicine.

eticur) GmbH

BIOTECH THERAPEUTICS & DIAGNOSTICS

eticur) is headquartered in the IZB in Martinsried and cooperates with the Department of Transfusion Medicine and Haemostaseology of the University Hospital of Erlangen. 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. Our priority is to grant the most secure storage, highest quality and extensive testing by highly qualified personnel. 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).

Eurofins Medigenomix GmbH

BIOTECH DNA/PROTEIN ANALYTICS

Keywords: Pharmacogenomics, Clinical Diagnostics, Clinical Research, Pharmacogenetics, Genomics, Agrobiotechnology

Since foundation in 1998 Eurofins Medigenomix has evolved into a recognized reliable outsourcing partner for the biopharmaceutical industry and academic institutions for high fidelity DNA sequencing incl. GLP sequencing and molecular biological techniques. It expanded successfully with services for DNA forensics, animal and plant breeding, food authenticity testing and for Pharma/Pharmacogenetics, e.g. genotyping, DNA/RNA preparation, polymorphism screening, mutation analysis, expression analysis, exclusive marker set for the general identification of responder/non-responder in the scope of clinical studies. Medigenomix is certified according to ISO 9001 and ISO 17025 and audited by pharmaceutical clients for GLP.



Contact:
PD Dr. Carsten Rudolph

Lochamer Str. 11
D-82152 Martinsried
Phone: +49 (0) 89 895 578 80
Fax: +49 (0) 89 895 578 818
E-Mail: info@ethris.com
Internet: www.ethris.com



Contact:
Felix Raslag

Am Klopferspitz 19
D-82152 Martinsried
Phone: +49 (0) 89 125981-0
Fax: +49 (0) 89 125981-19
E-Mail: info@eticur.de
Internet: www.eticur.de



Contact:
Dr. Brigitte Obermaier

Anzinger Str. 7a
D-85560 Ebersberg
Phone: +49 (0) 8092 8289-200
Fax: +49 (0) 8092 8289-201
E-Mail: info@medigenomix.de
Internet: www.medigenomix.de



Contact:
Dr. Jutta Huber

Anzinger Str. 7a
D-85560 Ebersberg
Phone: +49 (0) 8092 8289-0
Fax: +49 (0) 8092 21084
E-Mail: info-eu@eurofins.com
Internet: www.eurofinsdna.com



Contact:
Dr. Andreas Jenne

Am Klopferspitz 19a
D-82152 Martinsried/München
Phone: +49 (0) 89 4613363-0
Fax: +49 (0) 89 4613363-20
E-Mail: info@evotec.com
Internet: www.evotec.com



Contact:
Dr. Johann Peter Mörsdorf

Nürnberger Str. 12
D-90537 Feucht
Phone: +49 (0) 9128 4045-38
Fax: +49 (0) 9128 4045-81
E-Mail: pmoersdorf.excella@fareva.com
Internet: www.excella-pharma-source.de

Eurofins MWG Operon

BIOTECH DNA/PROTEIN ANALYTICS

Keywords: [Small Molecules](#), [PCR](#), [Automation](#), [Antisense/Nucleotides](#), [Genomics](#)

Eurofins MWG Operon, founded in 1990 and member of the Eurofins Group, is an international provider of genomic services established around the core business lines next generation sequencing, custom DNA sequencing, oligo-nucleotides, siRNA and gene synthesis. The company's main mission is focussed on customer convenience and high quality services in industrial scale for the life science industries and academic research institutions around the world.

Evotec AG

BIOTECH PRECLINICAL SERVICES

Keywords: [Genomics](#), [Proteomics](#), [Metabolic Diseases](#), [Drug Development](#), [Small Molecules](#), [Inflammation](#), [Oncology](#)

Evotec is a drug discovery alliance and development partnership company focused on rapidly progressing innovative product approaches with leading pharmaceutical and biotechnology companies. The Company has established a unique position by assembling top-class scientific experts and integrating state-of-the-art technologies as well as substantial experience and expertise in key therapeutic areas including neuroscience, pain, metabolic diseases as well as oncology and inflammation. Evotec has long-term discovery alliances with partners including Boehringer Ingelheim, CHDI, Genentech, Medimmune/Astra Zeneca, Novartis, Ono Pharmaceutical and Roche. The Company's headquarters are located in Hamburg. Additional major technology and research facilities are based in Göttingen (former DeveloGen AG) and Martinsried (former Kinaxo Biotechnologies GmbH), Abingdon, UK and Thane, India. Evotec has more than 550 employees worldwide. For additional information please go to www.evotec.com

EXCELLA GmbH

PHARMA & CHEMICAL INDUSTRY

Keywords: [Drug Development](#), [Medicinal Chemistry](#), [Analytical Chemistry](#), [Small Molecules](#), [Oncology](#)

Excella GmbH has been serving the pharmaceutical industry for more than 35 years with high quality API's and finished dosage forms. Recent investments have directed our focus towards high containment products (including OEB5) and a one-stop-shopping approach. Excella supplies products to the generic industry but also manufactures for big pharma life cycle end products and develops processes for innovative API's and novel solid dosage forms. Services offered range from early product development through registration support to state-of-the-art manufacturing. Excella's Feucht site has an excellent track record with the FDA and other regulatory agencies since 1983 and is Safebridge certified.

Exosome Diagnostics GmbH

BIOTECH THERAPEUTICS & DIAGNOSTICS

Keywords: Clinical Diagnostics, Clinical Research, Genomics, PCR, CNS, Diabetics, Metabolic Diseases

Exosome Diagnostics is a leading developer of blood and urine based molecular diagnostic tests for use in personalized medicine. Exosomes are shed into body fluids such as blood and urine forming a highly enriched source of intact, disease-specific nucleic acids. The Company's proprietary Xosome™ technology makes use of this natural enrichment to achieve high sensitivity and specificity for rare gene transcripts and the expression of genes responsible for cancers and other diseases. The Company is commercializing both *in vitro* diagnostic and laboratory developed tests for use in companion diagnostics and real-time monitoring of disease recurrence. The Company is located in New York, USA and Munich, Germany and is backed by an international consortium of leading venture capitalists.

Eyesight & Vision GmbH

BIOTECH DEVICES & REAGENTS

Keywords: Devices, Automation, Ophthalmology

Eyesight & Vision is focused on intraoperative real-time laser diagnostics for refractive eye-surgery. Our goal is to become the global leader in intraoperative real-time diagnostics for the growing number of patients which desire perfect vision. Our team of experts in ophthalmic devices works closely with eye doctors, clinical specialists and partners to advance the wavefront guided cataract surgery. We provide innovative solutions and utilize our advanced technology, to be the first to introduce intraoperative real-time wavefront diagnostics, so that surgeons are able to decide during the cataract surgery which intraocular lens is best to achieve postoperative perfect vision.

FermCom Bio-VNT – Biologische Verfahrenstechnik und Netzwerk-Technologie

BIOTECH DEVICES & REAGENTS

Keywords: Monitoring, Devices

FermCom Bio-VNT is a research and development company focused on biotechnology and network applications. FermCom Bio-VNT is in development of an innovative in-situ online-analysis system by using a high-technology bioreactor. With the help of the device for classification of biomolecules in liquid there will be new technologies brought together to a new biosensor system „Multisensor-MiniLab“. The use of bio-chips allows to miniaturize online real-time-analysis. In cooperation with appropriate high-tech partner companies FermCom Bio-VNT creates a national / international network via Internet / Intranet for data tele-transfer. International patent-applications (PCT) are the cornerstone of the company's strategy. FermCom's field of activity is development a new compact system for non-invasive process-monitoring in the area of biotechnology, fermentation- and environment-analytics.



Contact:
Dr. Mikkel Noerholm

Am Klopferspitz 19
D-82152 Martinsried
Phone: +49 (0) 89 416172-70
Fax: +49 (0) 89 416172-69
E-Mail: munich@exosomedx.com
Internet: www.exosomedx.com



Contact:
Kurt Heiberger

Neumeyerstrasse 48
D-90411 Nürnberg
Phone: +49 (0) 911 801 98409
Fax: +49 (0) 911 801 98400
E-Mail: k.heiberger@eyesight-vision.de
Internet: www.eyesight-vision.com



Contact:
Albert Stumpf

Aubinger Str. 30
D-82166 Gräfelfing
Phone: +49 (0) 89 895300-24
Fax: +49 (0) 89 895300-25
E-Mail: info@fermcom.de
Internet: www.fermcom.de



Contact:
Martin Krauss

Heimeranstr. 35
D-80339 München
Phone: +49 (0) 89 893119-0
Fax: +49 (0) 89 893119-20
E-Mail: martin.krauss@fgk-cro.de
Internet: www.fgk-cro.de



Contact:
Dr. Edgar J. Fenzl

Heimeranstr. 35
D-80339 München
Phone: +49 (0) 89 893119-22
Fax: +49 (0) 89 893119-20
E-Mail: edgar.fenzl@fgk-rs.com
Internet: www.fgk-rs.com

Formycon GmbH

Contact:
Iris Margraf

Fraunhoferstr. 15
D-82152 Martinsried
Phone: +49 (0) 89 8565 1867
Fax: +49 (0) 89 8565 1818
E-Mail: service@formycon.com
Internet: www.formycon.com

FGK Clinical Research GmbH

CRO

Keywords: [Drug Development](#), [Clinical Research](#)

FGK Clinical Research GmbH is a Europe-based full service Contract Research Organization offering the complete range of clinical development and consulting services to biotechnology and medical device companies. FGK headquarters are in Munich, Germany, with more than 70 highly-skilled and experienced employees working on local and global projects, covering clinical studies Phases II to IV and post-marketing studies. In addition, FGK has subsidiaries in the UK, Hungary, Poland and Czech Republic, and further subsidiaries are planned. FGK has extensive experience in all major therapeutic areas allowing it to effectively design, manage, and analyze development programs and clinical trials.

FGK Representative Service GmbH

CRO

Keywords: [Drug Development](#), [Clinical Research](#)

FGK Representative Service GmbH was founded in order to meet legal requirements of sponsor companies which do not have a subsidiary within the European Union and Switzerland, for the purpose of performing clinical research projects in this region. Such a legal representative for clinical drug trials or authorized representative for medical device trials fulfills the obligation that the sponsor companies must be established or represented in the European Union according to Clinical Trials Directive 2001/20/EC. FGK represents in all member states of the EU for drug and medical device trials to enable submissions of regulatory applications to the European authorities and ethics committees. FGK also represents for all applications in drug authorizations and orphan drug designations.

Formycon GmbH

BIOTECH, CMO

Keywords: [Formulation and Analytical Services](#), [Manufacturing Services](#)

Formycon, former part of Scil Technology, is the Martinsried subsidiary of Nanohale AG. Formycon GmbH is focusing on formulation services and analytical services. Our key areas of expertise are: liquid, freeze drying and specialty formulations. We understand pharmaceutical development from research to registration. We also know that our clients rely on the quality of the product produced and the documentation that we deliver. Due to our background in development we are more than a regular CRO.

Fresenius Biotech GmbH

BIOTECH THERAPEUTICS & DIAGNOSTICS

Keywords: Immune Therapy, Antibody Therapy, Oncology, Transplantation, Stem Cell

Fresenius Biotech GmbH is a globally operating company dedicated to delivering biopharmaceutical treatment options in oncology and transplantation medicine. A focal point of activity is the development and commercialization of immunologically active biopharmaceutical therapeutics based on innovative antibody technologies. The company currently has two drugs on the market: Removab in Oncology and ATG Fresenius-S in solid organ and stem cell transplantation. Fresenius Biotech GmbH is a subsidiary of the Fresenius SE healthcare group. For further details please visit www.fresenius-biotech.com.

FRIZ Biochem Gesellschaft für Bioanalytik mbH

BIOTECH DEVICES & REAGENTS

Keywords: Clinical Diagnostics, Devices, Infectious Diseases, Chip / Array Technology

FRIZ Biochem develops and produces highly reliable user-friendly and inexpensive biochip systems for applications in medical diagnostics, food testing and pharmaceutical research. Key products are DNA-chips with direct electrical read-out where SNPs (single nucleotide polymorphism) can unambiguously be detected and time-consuming labeling of the target-DNA is no longer necessary. This enables a broad range of simple and fast analyses making the system ideal for biological medical studies.

The company's proprietary combination of micro arrays, electrical detection and semiconductor technology opens the way to compact multiplex analyses directly at a PC without the expensive instrumentation commonly needed.

GE Healthcare Europe GmbH

BIOTECH DEVICES & REAGENTS

Keywords: Fine Chemicals / Reagents, Devices, Analytical Chemistry, Genomics, Proteomics

GE Healthcare Life Sciences provides a broad range of products and services for biomolecule separations at all scales. Chief products include:

- ÄKTAdesign™ chromatography systems and BioProcess™ media
- Filtration systems and devices ■ Wave Bioreactor™ and mixers
- Cell separation for isolating and purifying cells, viruses, and sub-cellular particles ■ Fast Trak™ BioPharma Services.

Our products are used in the manufacture of the majority of all FDA-approved biopharmaceuticals on the market. GE Healthcare Life Sciences is a part of GE Healthcare, a General Electric company with more than 42,000 employees, providing transformational medical technologies that are shaping a new age of patient care.



**FRESENIUS
BIOTECH**

Contact:
Dr. Christian Schetter

Frankfurter Ring 193a
D-80807 München
Phone: +49 (0) 89 306593-0
Fax: +49 (0) 89 306593-292
E-Mail: info@fresenius-biotech.com
Internet: www.fresenius-biotech.com



Contact:
Dr. Gerhard Hartwich

Floriensbogen 2-4
D-82061 Neuried
Phone: +49 (0) 89 724409-0
Fax: +49 (0) 89 724409-10
E-Mail: info@frizbiochem.de
Internet: www.frizbiochem.de



GE imagination at work

Contact:
Michael Kaleja

Oskar-Schlemmer-Str. 11
D-80807 München
Phone: +49 (0) 8996 281-690
Fax: +49 (0) 8996 281-679
E-Mail: michael.kaleja@ge.com
Internet: www.gelifesciences.com



Contact:
Prof. Dr. Ralf Wagner

Josef-Engert-Str. 11
D-93053 Regensburg
Phone: +49 (0) 941 94276-0
Fax: +49 (0) 941 94276-711
E-Mail: geneart.info@lifetech.com
Internet: www.lifetechnologies.com



Contact:
Dr. Peter Haberl

Lena-Christ-Str. 50
D-82152 Martinsried
Phone: +49 (0) 89 4581901-0
Fax: +49 (0) 89 4581901-5
E-Mail: peter.haberl@genedata.com
Internet: www.genedata.com



Contact:
Dr. Hildegard Haas

Schwanthalerstr. 60
D-80336 München
Phone: +49 (0) 89 543448-0
Fax: +49 (0) 89 543448-20
E-Mail: info@genedia.de
Internet: www.genedia.de

GeneArt AG

BIOTECH

Keywords: [Genomics](#), [Combinatorics](#)

Since entering the Gene Synthesis market in 2000 GeneArt has established as the global market leader. GeneArt provides key technologies for Synthetic Biology projects for example for the construction of bacteria which produce complex biopolymers such as biofuels or organisms which degrade environmental toxins. Furthermore the company contributes key technologies necessary to develop and produce new therapeutics and vaccines. Customers also rely on GeneArt services to improve enzymes, such as the ones used as additives in detergents. GeneArt was awarded the worldwide largest gene synthesis contract for the completion of the „Mammalian Gene Collection (MGC) Program“ by the U.S. National Institutes of Health (NIH). In addition, GeneArt produced subgenomic elements for the construction of the first synthetic bacterial genome by the J. Craig Venter Institute. Since December 2010 GeneArt AG is a 100% subsidiary of the U.S.-American Life Technologies Corporation.

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).

Genedia AG Biotec Services and Products

BIOTECH DNA/PROTEIN ANALYTICS

Keywords: [Medicinal Chemistry](#), [Genomics](#), [Antisense/Nucleotides](#)

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 (full or half sibling testing, grandparents testing, aunt or uncle testing, 1st cousin testing, maternity testing as well as twin testing). An other 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 forensic testing services especially stain analysis. DNA molecular testing of diseases (Factor V and II, MTHFR, CFTR-Mutation). DNA testing of animals.

Genelux GmbH

BIOTECH THERAPEUTICS & DIAGNOSTICS

Keywords: Drug Development, Clinical Diagnostics, Drug Delivery, Immune Therapy, Oncology

Genelux Corp., San Diego, CA, US, was founded in 2001. Its assets are built on its founder's experience on genetically modified light-emitting bacteria, viruses and mammalian cells:

Luminescent or fluorescently labelled microorganisms, when injected into tumor bearing mice, specifically colonize tumors plus metastases and can be imaged. They grow and replicate within the tumors. Tumors are remitted. These scientific results should enable diagnosis and treatment of cancer, combining in vivo imaging (diagnostics) with bacteria/virus induced tumor regression (therapy), and should add a potent theragnostic alternative to existing therapies and diagnostics.

Genelux GmbH, Bernried, Germany, was established mid 2004 and aims to translate the scientific results into commercial services and products.

Genetic ID (Europe) AG – Labor für gentechnische Analysen

BIOTECH DNA/PROTEIN ANALYTICS

Keywords: ELISA / EIA, Genomics, PCR, Analysis, Laboratory, Transgenic Plants, Agrobiotechnology

Genetic ID is a global leader in testing for the presence of genetically modified organisms (GMOs) in food and agricultural products. In addition Genetic ID also offers Allergen screening.

Founded in 1996, Genetic ID Inc. maintains global headquarters in USA, as well as premier testing laboratories in Japan and Germany, offices in Brazil, and the Global Laboratory Alliance of affiliated laboratories and representatives spanning five continents.

We develop technologies that address all aspects of the GMO-testing segment and provide all clients with the technology, services and information they need to operate in the increasingly high-tech global marketplace.

GeneWake GmbH

BIOTECH THERAPEUTICS & DIAGNOSTICS

Keywords: Genomics, Oncology, Clinical Diagnostics, Pharmacogenomics

GeneWake GmbH is a pharmacogenomics company focussed on biomarker analysis in the field of oncology. Our mission is to realize a personalized cancer treatment by targeted analysis of relevant gene expression levels in tumour tissue and circulating tumour cells. By employing bioinformatical algorithms based on our thorough knowledge in pathways and public microarray data sources, biomarker screening can be limited to a low-density scale. These genomic tests can be used for patient stratification or therapy tracking. GeneWake also offers contract research like sequencing, annotation, SNP genotyping, mutation detection, multiplex PCR, immune histology and genotyping for clinical studies.



Contact:
Dr. Albert Röder

Am Neuland 1
D-82347 Bernried
Phone: +49 (0) 8158 9223-0
Fax: +49 (0) 8158 9223-35
E-Mail: a.roeder@genelux.de
Internet: www.genelux.de



Contact:
William F. Thompson

Am Mittleren Moos 48
D-86167 Augsburg
Phone: +49 (0) 821 74776-30
Fax: +49 (0) 821 74776-39
E-Mail: info-europe@genetic-id.com
Internet: www.genetic-id.de



Contact:
Dr. Robert Loewe

Floriansbogen 2-4
D-82061 Neuried
Phone: +49 (0) 89 74419-166
Fax: +49 (0) 89 74419-164
E-Mail: info@genewake.com
Internet: www.genewake.com



Contact:
Dr. Korbinian Grote

Bayerstr. 85a
D-80335 München
Phone: +49 (0) 89 599766-0
Fax: +49 (0) 89 599766-55
E-Mail: info@genomatix.de
Internet: www.genomatix.de



Contact:
Dr. Andrea Kücherer-Ehret

Fraunhoferstr. 17
D-82152 Martinsried
Phone: +49 (0) 89 899890-0
Fax: +49 (0) 89 899890-90
E-Mail: info@gilead-sciences.de
Internet: www.gilead.com



Contact:
Dr. Margit Gieseler

Friedrich-Bergius-Ring 15
D-97076 Würzburg
Phone: +49 (0) 931 907056-78
Fax: +49 (0) 931 907056-79
E-Mail: info@gilyos.com
Internet: www.gilyos.com

Genomatix Software GmbH

BIOTECH BIOINFORMATICS

Keywords: Genomics

Genomatix is one of the world's leading suppliers of technologies to analyze and interpret genomic data. As well as laying the groundwork for microarray experiments and NGS data sequencing analyses, our hardware, software & service solutions help answer the typical questions posed by systems biology. Our approach: combine multiple lines of evidence to perform an integrated meta-analysis.

Instead of looking at single strands of information separately, we access an exceptionally large pool of data from different sources. This wealth of data is continually expanding, so it is continually up to date.

This meta-analysis leads to more relevant results, more precise scientific knowledge and a better chance of understanding the molecular contexts of gene regulation and expression.

Gilead Sciences GmbH

BIOTECH THERAPEUTICS & DIAGNOSTICS

Gilead Sciences is dedicated to providing accelerated solutions for patients and the people who care for them. The evolution of Gilead - from a promising biopharmaceutical company to a leader in the international development and commercialisation of medicines for life-threatening infectious diseases (viral, fungal and bacterial infections) - is testament to what the company has achieved through disciplined science, visionary thinking and diversified planning. Gilead's headquarter is based in Foster City, California with additional operations in San Dimas, California. Sales and marketing organisations are located in the following cities: Athens, Greece; Cambridge, UK; Lisbon, Portugal; Madrid, Spain; Istanbul, Turkey; Munich, Germany; Paris, France; Dublin, Ireland; Milano, Italy.

GILYOS GmbH

CRO

Keywords: Drug Development, Nanobiotechnology, Antibody, Peptide/Protein, Small Molecules, Analysis

GILYOS is a research-oriented, highly specialized contract service partner in the field of pharmaceutical freeze-drying. Services include, but are not limited to, formulation development for pharmaceuticals (protein, peptide), freeze-drying cycle development, optimization of processes including Quality-by-Design and scale-up from laboratory to production. GILYOS offers a variety of analytical methods to fully characterize drug formulations (liquid and solid state), with special focus on the examination of the physicochemical properties of materials. Moreover, the company offers a full range of consulting services, including technical support for freeze-dryers and sales of equipment.

GKM Gesellschaft fürTherapieforschung mbH

CRO

Keywords: Logistics, Analysis, Pharmacovigilance, CRO/CMO, Clinical Research, Monitoring, Medical Writing

GKM Gesellschaft fürTherapieforschung mbH is a privately owned full service Contract Research Organisation for designing and conducting clinical trials phase II-IV as well as post-marketing-surveillances. Since 1981, GKM is a much valued partner for many pharmaceutical, biotech and medical device companies. GKM provides flexible services with expert knowledge and dedication to your Projects according to ICH-GCP and international guidelines for research projects. 25 years experience: Cost-effective quality combined with the latest standards and technologies.

- Concept ■ Statistical planning ■ Study material ■ Regulatory services
- Site recruitment ■ Monitoring ■ Clinical trial management
- Quality assurance ■ Data management ■ Medical coding / writing
- Statistical analysis

GlaxoSmithKline GmbH & Co. KG

PHARMA & CHEMICAL INDUSTRY

Keywords: Respiratory Diseases, Oncology, Dermatology, CNS, Vaccines, Antibiotics

GlaxoSmithKline is one of the world's leading research-based pharmaceutical and healthcare companies with biotech developments in the area of vaccines and biopharmaceuticals. A cooperation with Human Genome Sciences Inc. has led to the sequence and functional analysis of a large number of genes which are the basis of ongoing developments.



Contact:
Dr. Christian Hautmann

Lessingstr. 14
D-80336 München
Phone: +49 (0) 89 209120-0
Fax: +49 (0) 89 209120-30
E-Mail: c.hautmann@gkm-therapieforschung.de
Internet: www.gkm-therapieforschung.de



Contact:
Claudia Kubacki

Theresienhöhe 11
D-80339 München
Phone: +49 (0) 89 360440
Fax: +49 (0) 89 360448000
E-Mail: service.info@gsk.com
Internet: www.gsk.com



Contact:
Peter Paul Schikora

Mühlfeld 9
D-83324 Ruhpolding
Phone: +49 (0) 8663 41800-0
Fax: +49 (0) 8663 41800-99
E-Mail: info@glucometrix.de
Internet: www.glucometrix.de



Contact:
Volker Knorz

Albrechtstr. 14
D-80636 München
Phone: +49 (0) 89 126680-0
Fax: +49 (0) 89 126680-2444
E-Mail: Volker.Knorz@harrison-cro.com
Internet: www.harrisonclinical.com

GLUCOMETRIX AG

BIOTECHTHERAPEUTICS & DIAGNOSTICS

Keywords: Diabetics, Drug Development, Devices, Chip / Array Technology, Peptide/Protein

Key Figures:

- GlucoMetrix AG was founded in 2001. It has 3 major subsidiaries that concentrate on different aspects of enhancing the quality of life for people suffering from diabetes
- GlucoMetrix NIB GmbH develops medical devices for measuring blood sugar non-invasively, i.e. without puncturing the skin
- GlucoMetrix PVS GmbH develops a new production method for insulin which promises a purer insulin with less side effects
- GlucoMetrix Pharma VV GmbH develops, manufactures and markets medicinal products related to wound healing. These are particularly suited for diabetic wounds

Products and Technologies:

- Development of expression platforms for biomedical products and
- Development of downstream purification methods
- BIOSept line of wound treatment products

Major R&D Topics:

- Opto-acoustical device to measure blood sugar non-invasively (in collaboration with ETH Zurich)
- Immunological assay to determine glycated serum proteins (POC-assay; in collaboration with FHI BMT)
- Genetic predisposition for diabetes mellitus
- Cost-effective production methods for human insulin

Harrison Clinical Research Deutschland GmbH

CRO

Keywords: Cardiovascular Diseases, CNS, Metabolic Diseases, Nephrology, Oncology, Pain, Clinical Research, Monitoring

Harrison Clinical Research is an independent ISO 9001 certified CRO founded in 1987 in Munich with offices in UK, Belgium, Israel, Spain, Italy, France, Austria, Poland, Denmark, Sweden, Ukraine, Russia, USA and partners in Asia and Australia. Our team comprises more than 500 research professionals. We offer all services required for the clinical development and registration of new pharmaceutical products/medical devices: International project management, monitoring, data management, statistics, medical writing, auditing, training and outsourcing.

Apart from conduct of standard Phase I studies, our Phase I/IIa clinic is specialised in proof-of-concept studies in special patient populations and efficacy studies in various indications. For more information please visit www.harrisonclinical.com

Haupt Pharma Sales GmbH

CMO

Keywords: Full service contract development and manufacturing, Clinical Trial Supply Services, Cytotoxics, Hormones, high potent APIs

With nine production sites in Germany, France, Italy and Japan and a representative office in the USA, Haupt Pharma is one of the leading contract developers and manufacturers in Europe. With our full service, which covers pharmaceutical development, materials procurement, commercial production, packaging and distribution, we will manage important sections of your value chain. Haupt Pharma provides a technology that covers most pharmaceutical dosage forms, with a special expertise in sterile products and lyophilized formulations. In addition to conventional APIs, we handle cytostatics, hormones, beta-lactam antibiotics and controlled drugs. Apart from pharmaceuticals (ethical and OTC), our portfolio includes veterinary medicinal products, dietary supplements and cosmetics. We serve regulated markets worldwide, with a particular focus on Europe, USA and Japan. More than 200 customers, among them many global players, rely on Haupt Pharma's manufacturing, development and clinical trial supply services.

Hematrix Wound Care GmbH

MEDTECH

Keywords: Devices

Hematrix 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.

Hepa Wash GmbH

MEDTECH

Keywords: Hepatology, Devices

The Hepa Wash GmbH is a medical device company developing a new liver assist device for the treatment of patient with life-threatening liver disease. Main features of Hepa Washes extracorporeal technology are its highly efficiency albumin-dialysis and its innovative albumin regeneration circuit. Hepa Wash is dedicated to developing a therapy that is several times more effective than currently available treatments and to significantly increase the survival rate and quality of live of patients with life-threatening liver disease.



Contact:
Christian Schmitt

Pfaffenrieder Str. 5-7
D-82515 Wolfratshausen
Phone: +49 (0) 8171 414 150
Fax: +49 (0) 8171 414 109
E-Mail: Christian.Schmitt@haupt-pharma.de
Internet: www.haupt-pharma.de



Contact:
Dr. Dr. Stefan Bertsch

Professor-Messerschmitt-Str. 3
D-85579 Neubiberg
Phone: +49 (0) 89 6008761-0
Fax: +49 (0) 89 6008761-24
E-Mail: bertsch@hematrix.de
Internet: www.hematrix.de



Contact:
PD Dr. Bernhard Kreymann

Agnes-Pockels-Bogen 1
D-80992 München
Phone: +49 (0) 89 4111842-0
Fax: +49 (0) 89 4111842-09
Internet: www.hepawash.com

hepacult

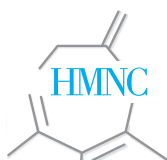
Contact:
Kurt Martin

Josef-Engert-Straße 9
D-93053 Regensburg
Phone: +49 (0) 89 95001711
Fax: +49 (0) 89 9612087
E-Mail: Kurt.Martin@hepacult.de
Internet: www.hepacult.de



Contact:
Isabell Remus

Industriestr. 18
D-83607 Holzkirchen
Phone: +49 (0) 8024 908-0
E-Mail: isabell.remus@sandoz.com
Internet: www.hexal.de



HolsboerMaschmeyer
NeuroChemie GmbH

Contact:
Ramona Maria Fichtner

Maximilianstraße 13
D-80539 München
Phone: +49 (0) 89 30622 455
Fax: +49 (0) 89 30622 483
E-Mail: info@hmnc.de
Internet: www.hmnc.de

hepacult GmbH

BIOTECH PRECLINICAL SERVICES

Keywords: Analytical Chemistry, Drug Development, Tissue Engineering / Cell Culture, Clinical Research, Toxicology, Analysis

hepacult develops and markets cell culture technology based on human liver cells and other human organs. The cell culture technology is used to prognose the metabolism of novel drugs and for the in vitro simulation of liver dysfunctions. With their cutting edge cell and tissue products hepacult provides to the scientific community and pharmaceutical industry an outstanding in vitro test system coming close to the human in vivo conditions. Animal experiments can be replaced to a large extent. Results gained during the preclinical stage with hepatocytes show a better prognostic value. Partially even the cost-intensive clinical experiments on humans and related risks to humans can be reduced.

Hexal AG

PHARMA & CHEMICAL INDUSTRY

Keywords: Drug Development, Peptide/Protein, Pharmacokinetics, 3 D Structural Analysis, Clinical Research

HEXAL is the leading German generic manufacturer and belongs to the worldwide Sandoz Group with its headquarters in Holzkirchen, Bavaria. HEXAL brings biosimilars to the German market. Biosimilars are high-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.

HolsboerMaschmeyer NeuroChemie GmbH

BIOTECH THERAPEUTICS & DIAGNOSTICS

Keywords: Biomarker Discovery & Development, Laboratory, Personalized Medicine, Medicinal Chemistry, Drug Development

HolsboerMaschmeyer NeuroChemie GmbH is a Munich-based biotech company specialised in research and development of new drugs against depression and anxiety disorders, that was founded in December 2010. The company utilizes research results for the development of new chemical structures which then become specifically acting drugs. Laboratory tests developed by HolsboerMaschmeyer NeuroChemie GmbH identify the specific disease mechanism of the affected patient and thus allow an individual therapy. The combined application of laboratory tests and specific drugs improves the quality of the therapy: duration of disease is shortened for the benefit of patients and the savings for the health care system are considerable.

HTI bio-X GmbH

BIOTECH DEVICES & REAGENTS

Keywords: Devices, Automation

HTI bio-X GmbH is an innovative company and is focussing on products and customer service for biotechnological and pharmaceutical laboratories as well as Life Science industry. We develop products from the simple lab device to complex automated solutions. Our service is focused on engineering tasks and technical support, project management, technical and management consulting. Our current product portfolio covers consumables and instruments (e.g. cleavage machines) for DNA-synthesis as well as for microarray techniques (e.g. hybridization chambers). We also provide instruments for the dosage of powder as well as a complete robotic platform and devices for sample preparation and DNA extraction. Our biomagnetic workstation X-Tract facilitates all kinds of magnetic beads applications.

Hyglos GmbH

BIOTECH THERAPEUTICS & DIAGNOSTICS

Keywords: Proteomics, Infectious Diseases, Peptide/Protein, Clinical Diagnostics

Hyglos' core competency is to exploit the principles of bacteriophage biology and the expert use of the proprietary phage-protein technology for diagnostics, antimicrobial and research applications. Hyglos' products and services are supplied to well known pharmaceutical and biotech companies as well as research institutes. Hyglos product portfolio includes EndoLisa[®], Endotrap[®], EndoGrade[®], reagents for food diagnostics, Bacteria Capture Kits. Furthermore, Hyglos offers customized services using state-of-the-art technology; Endotoxin Detection Service, Endotoxin removal Service, From Gene to Protein Service. Hyglos GmbH is certified according to ISO 9001:2008 and ISO 13485:2003 + AC:2007.

i.DRAS GmbH – international Drug Regulatory Affairs Services

CRO

Keywords: Drug Development, Analytical Chemistry, Medical Writing, Pharmacology, Toxicology, Regulatory Affairs, Devices

i.DRAS is a consultancy company for international drug regulatory affairs. i.DRAS offers strategic support and services for human and veterinary medicinal products from the preclinical/early clinical development stages to the first submission of the MA dossier throughout post marketing activities, covering the whole product life cycle. Services provided cover new and established drug substances and the corresponding drug products, including herbal and biological/biotechnological medicinal products. If requested i.DRAS takes over the project management for complex projects with further partners who may be assigned through us or our clients. The same applies to borderline medicinal devices and such incorporating an ancillary drug substance.



Contact:
Ditte Heimberg

Anzinger Str. 7
D-85560 Ebersberg
Phone: +49 (0) 8092 2092-0
Fax: +49 (0) 8092 2092-28
E-Mail: info@hti-bio-x.com
Internet: www.hti-bio-x.com



creative bioscience solutions

Contact:
Dr. Wolfgang Mutter

Am Neuland 3
D-82347 Bernried
Phone: +49 (0) 8158 9060-0
Fax: +49 (0) 8158 9060-210
E-Mail: info@hyglos.de
Internet: www.hyglos.de



Contact:
Prof. Dr. Markus Veit

Fraunhoferstr. 18b
D-82152 Martinsried
Phone: +49 (0) 89 856536-50
Fax: +49 (0) 89 856536-66
E-Mail: info@i-dras.com
Internet: www.i-dras.com



Contact:
Simon Herzog

Am Klopferspitz 19
D-82152 Martinsried
Phone: +49 (0) 800 001111-28
Fax: +49 (0) 800 001111-29
E-Mail: sherzog@ibidi.de
Internet: www.ibidi.de



Contact:
Dr. Merold Müller

Lise-Meitner-Str. 30
D-85354 Freising/Weihenstephan
Phone: +49 (0) 8161 206962
Fax: +49 (0) 8161 9363876
E-Mail: info@ikinowo.com
Internet: www.ikinowo.com



Contact:
Christina Kraft

Bayerstraße 21
D-80335 München
Phone: +49 (0) 89 548844-0
Fax: +49 (0) 89 548844-143
E-Mail: ikkf@ikkf.de
Internet: www.ikkf.de

ibidi GmbH

BIOTECH DEVICES & REAGENTS

Keywords: Devices, Nanobiotechnology, Tissue Engineering / Cell Culture, Chip / Array Technology, Microscopy

ibidi develops, produces and distributes cell-culture biochips (μ -Slides) and devices for functional cell-based assays. An extensive line of μ -Slides and μ -Dishes offers solutions for immunofluorescence and basic cell culture, plus the following complex assays: angiogenesis, chemotaxis, wound healing, shear stress and flow. The company also specializes in instruments such as heating and incubation units, and a unique perfusion system that provides continuous flow for the simulation of blood vessels. The high optical quality of the μ -Slides allows microscopic cell investigations, using phase contrast or DIC, fluorescence and also confocal microscopy. The new F-actin marker LifeAct makes it possible to keep track of the development and movement of F-actin structures in living cells. All of the products are offered world-wide through a variety of distributors.

IKINOWO GmbH

BIOTECH THERAPEUTICS & DIAGNOSTICS

Keywords: Clinical Diagnostics, Analytical Chemistry, Aptamer Technology, Chip / Array Technology, Proteomics, Oncology

The main goal of the *IKINOWO GmbH* is to develop diagnostic tools for human diseases and cell profiling concerned with ribonuclease, expression defects and codon usage.

IKINOWO GmbH has been funded by the German government: Federal Ministry of Education and Research (BMBF) in the framework of the program „EXIST SEED“ promoting business start ups from university research.

IKKF GmbH

CRO

Keywords: Cardiovascular disease, Medical devices, Statistics, e-Trial-management

Specialist for Cardio-Vascular Research and e-Trial Management
Professional Research Services for:

- Commercial sponsors (pharma industry & device companies)
- Universities & academic hospitals (investigator sponsored trials)
- Medical societies & public sponsors (health economic research, public research)
- Health insurance companies (health economic projects)

Our Fokus:

- Cardiovascular research
- Medical device companies
- Electronic Trial Management
- Research networking

We offer:

- Research services for controlled clinical trials of phase III + IV and for clinical registries
- Project management
- Data management
- Site management
- Clinical monitoring
- Etrial management system
- Statistics and biometry
- Tele-ECG services

IMGM Laboratories GmbH – your partner for genomic services

BIOTECH

Keywords: Analysis, Pharmacogenetics, Chip / Array Technology, Genomics, Laboratory, PCR

Munich based IMG M Laboratories offers advanced genomic services to customers from pharma, diagnostics, academia and biotech. IMG M is accredited according to DIN EN ISO/IEC 17025 including gene expression analysis based on Agilent microarrays and qPCR. IMG M offers a full range of first-class Next Generation Sequencing (NGS) services based on Roche 454 and LifeTech SOLiD platforms. ■ Our service portfolio covers the areas of [RNA SERVICES], [DNA SERVICES], [BIOINFORMATICS] and [CONSULTING].

- At IMG M, we combine state-of-the-art technology with complex data analysis to deliver meaningful results in an easy-to-understand format.
- For more information, please visit [www.imgm.com].

immatics biotechnologies GmbH

BIOTECH THERAPEUTICS & DIAGNOSTICS

Keywords: Drug Development, Genomics, Proteomics, Peptide/Protein, Vaccines, Immune Therapy, Oncology

immatics biotechnologies is a clinical-stage biopharmaceutical company developing rationally designed therapeutic vaccines that are active against cancer. immatics' lead product, IMA901 has entered a Phase III trial in renal cell carcinoma. immatics' pipeline also includes IMA910, in Phase II for colorectal cancer, and IMA950 which is being developed for glioma. immatics' technology platform rapidly generates defined therapeutic cancer vaccines which are based on multiple tumour-associated peptides (TUMAPs) with the ability to specifically stimulate the immune system against cancer cells. These vaccines - comprising multiple peptides confirmed to be naturally presented by real tumour tissue - offer the prospect of greater effectiveness than existing cancer vaccine approaches. immatics' products are 'drug like' with stable, off-the-shelf formulations and robust easily scalable manufacturing. immatics is based in Tuebingen and Munich, Germany, and has raised more than EUR 108 million (US\$ 140 million) in private equity in three financing rounds.

IMG M[®]
LABORATORIES

Contact:
Dr. Ralph Oehlmann

Lochhamer Str. 29
D-82152 Martinsried
Phone: +49 (0) 89 8955784-0
Fax: +49 (0) 89 8955784-1
E-Mail: info@imgm.com
Internet: www.imgm.com



i m m a t i c s

Contact:
Dr. Carsten Reinhardt

Fraunhoferstr. 18b
D-82152 Martinsried
Phone: +49 (0) 89 540415-0
Fax: +49 (0) 89 540415-905
E-Mail: info@immatics.com
Internet: www.immatics.com



Contact:
Wolfgang Mayer

Karlstr. 46
D-80333 München
Phone: +49 (0) 89 5432177-89
Fax: +49 (0) 89 5432177-92
E-Mail: info@immumed.de
Internet: www.immumed.de



Contact:
Martin Sahiri

Schatzbogen 52
D-81829 München
Phone: +49 (0) 89 7263718-0
Fax: +49 (0) 89 7263718-51
E-Mail: info@implen.de
Internet: www.implen.de



Contact:
Ilka Rother

Lärchenstr. 3
D-82166 Gräfelfing
Phone: +49 (0) 89 89665425
Fax: +49 (0) 89 82084607
E-Mail: info@imr-partner.de
Internet: www.imr-partner.de

Immumed GmbH – Gesellschaft für angewandte Immunologie

BIOTECH PRECLINICAL SERVICES

Keywords: Analysis, Laboratory, Inflammation, ELISA / EIA, Clinical
Diagnostics

Applied Immunology - Testing Services

We offer testing services for human, mouse or rat samples:

- Analysis of cytokines, chemokines and phosphoproteins
- Cell-characterization ■ Cell-separation ■ Cytotoxicity

Our team is specialized in measuring multiplex-parameter analysis with Luminex-Technology in various samples like serum, cell cultures, saliva, urine. We perform every application for flow-cytometry analysis, for example cell phenotyping, intracellular cytokine detection or cytotoxicity assays as well as positive or negative selection of cells with magnetic-bead technology.

Implen GmbH

BIOTECH DEVICES & REAGENTS

Keywords: Proteomics, Nanobiotechnology, Genomics, Chip / Array
Technology, Automation, Devices

Implen GmbH is a leading supplier for system solutions for the analysis and processing of small volumes. We develop and distribute key technologies to optimize processes needed for molecular biological as well as cytogenetic applications. Together with our partners we combine customized complete-solutions and bring them to the market worldwide.

IMR Partner International GmbH

CRO

IMR – International Medical Research – Partner GmbH was incorporated in 2003 as a family owned business in Gräfelfing (Munich) Germany. The company provides consulting services including temporary or part time management in the area of clinical research, regulatory affairs, quality management and pharmacovigilance. It serves as the service partner for pharma, biotech and medical device companies, venture capital funds and CRO's. Therapeutic area expertise includes pain, inflammation, neurology, psychiatry, dermatology/allergy, internal and musculoskeletal medicine.

Inamed GmbH

CRO

Keywords: Drug Delivery, Clinical Research, Monitoring, Medical Writing, Respiratory Diseases

Inamed GmbH – „THE Respiratory CRO“

INAMED was founded in 1998 and is an experienced, independent, privately owned and managed CRO with its headquarters located at the periphery of Munich, and with its roots in basic research and clinical medicine.

We are an international contract research organization with true respiratory expertise. Complementing our solid experience in conducting clinical trials, INAMED's team of inhalation and clinical experts provides our sponsors with a unique spectrum of services.

Besides our clinical trial operations at all phases of development and our fully staffed, in-house Phase I-IIa unit with twenty beds, INAMED performs *in-vitro* studies in our own labs and is the only CRO in continental Europe able and approved to perform radio-labeling studies. Our studies deliver the highest quality data and can enhance your clinical trials and development projects for drugs and inhalation devices. INAMED offers an opportunity for sponsors to get their products to market more successfully.

INC Research

CRO

Keywords: Clinical Research, Monitoring, Biometrics, Oncology, CNS, Respiratory Medical Writing, Drug Safety

INC Research is a therapeutically focused clinical research organization with a high-performance reputation for conducting global clinical development programs of the highest integrity. Pharmaceutical and biotechnology companies look to INC Research for a complete range of customized Phase I through Phase IV programs in all therapeutic areas and innovative pediatric and women's health trials. The Company's Trusted Process® methodology and therapeutic foresight lead customers to more confident, better-informed drug and device development decisions. For more information, please visit www.incresearch.com.

Infors GmbH

BIOTECH DEVICES & REAGENTS

Infors is specialised in marketing and maintenance of fermenters and shakers. As a subsidiary of Infors AG in Basel, Switzerland, it not only sees itself as a trading and service company but also cooperates with researchers in order to develop new equipment used in the field of microbiology and cell culture.



Contact:
Patrick McManus

Robert-Koch-Allee 29
D-82131 Gauting
Phone: +49 (0) 89 893569-0
Fax: +49 (0) 89 893569-22
E-Mail: request@inamed-cro.com
Internet: www.inamed-cro.com



Contact:
Isabel Tarazona

Stefan-George-Ring 6
D-81929 München
Phone: +49 (0) 89 993913-0
Fax: +49 (0) 89 993913-160
E-Mail: muc.info@incresearch.com
Internet: www.incresearch.com



Contact:
Dr. Burkhard J. Feigel

Dachauer Str. 6
D-85254 Einsbach
Phone: +49 (0) 8135 8333
Fax: +49 (0) 8135 8320
E-Mail: infors.de@infors-ht.com
Internet: www.infors-ht.com



Contact:
Andreas Scholle

Fraunhoferstrasse 11
D-82152 Martinsried
Phone: +49 (0) 89 899 593-102
Fax: +49 (0) 89 899 593-149
E-Mail: info@inheco.com
Internet: www.inheco.com



Contact:
Prof. Dr. Toni Lindl

Balanstr. 6
D-81669 München
Phone: +49 (0) 89 48777-4
Fax: +49 (0) 89 48777-2
E-Mail: info@I-A-Z-zellkultur.de
Internet: www.I-A-Z-zellkultur.de



virion\serion

Contact:
Dr. Gerhard Hermann

Friedrich-Bergius-Ring 19
D-97076 Würzburg
Phone: +49 (0) 931 3045-0
Fax: +49 (0) 931 3045-100
E-Mail: dialog@virion-serion.de
Internet: www.virion-serion.de

INHECO GmbH

BIOTECH DEVICES & REAGENTS

Keywords: Drug Development, Clinical Diagnostics, Devices, Automation, ELISA/EIA, Genomics, PCR

INHECO specializes in Thermal Management Solutions for Life Sciences with off-the-shelf devices as well as with customer specific OEM solutions. INHECO's liquid handling instruments for LabAutomation and PCR solutions are applied in Biomedical Research and Diagnostics. INHECO's product range includes incubators, liquid sample heating & cooling devices, temperature controlled shakers, verification tools and thermo cycler blocks. INHECO products serve academic and private research laboratories, pharmaceutical and clinical diagnostic companies and governmental institutions.

Institut für angewandte Zellkultur Dr. Toni Lindl GmbH

BIOTECH DEVICES & REAGENTS

Keywords: Antibody Production Service, Tissue Engineering / Cell Culture

The Institut für angewandte Zellkultur Dr. Toni Lindl offers services in the area of cell culture and tissue culture, training in cell culture work, distribution of cell lines, consulting in cell culture, molecular biology, genetic engineering and development of monoclonal antibodies and in vitro processes. The core competences cover cell culture services and genetic engineering with a product range of recombinant human interleukin-2 and human monoclonal antibodies against rabies. Partnerships are sought with university research institutes in immunology and virology, where know-how in cell culture and in vitro technologies can be transferred.

Institut Virion\Serion GmbH

BIOTECH THERAPEUTICS & DIAGNOSTICS

Keywords: Automation, Respiratory Diseases, Infectious Diseases, Autoimmune Diseases, ELISA / EIA, Clinical Diagnostics

Institut Virion\Serion GmbH is a German *in-vitro* diagnostic company with more than 30 years of experience in the international market. The extensive high-quality product portfolio for the diagnosis of infectious diseases contains SERION ELISA *classic* tests recommended for quantified antibody detection in human serum, plasma, and, if necessary, in cerebrospinal fluid, against various viral, bacterial, fungal and parasitic infections. SERION ELISA *antigen* tests enable a direct antigen detection of pathogens. Our Complement Fixation Tests are featuring more than 50 different antigens. The latest developments of our particle-based SERION Multianalyt™ products allow simultaneous antibody detection against multiple antigens using flow cytometry. Parallel to immunoassays we have introduced the Immunomat™ for automated processing and analysis of SERION ELISA *classic* and SERION ELISA *antigen* tests.

Intana Bioscience GmbH

BIOTECH PRECLINICAL SERVICES

Keywords: Drug Development, Microscopy, Antibody, Peptide/Protein, Small Molecules

Intana Bioscience GmbH, founded 2008, is a privately owned service provider company. Understanding the selectivity profile and the binding characteristics of a candidate drug has been shown to be essential for downstream optimization. Intana Bioscience GmbH offers interaction analysis based on a single molecule sensitive spectroscopic approach called fluorescence cross correlation spectroscopy (FCCS). FCCS can be applied in cellular lysates to determine the binding and rate constants of biomolecular interaction and represents a highly efficient approach to develop selective inhibitors for targeted therapies. Customers benefit from short assay development time, in depth interaction analysis and assay conditions that mimic the natural environment of a drug.

INTERLAB central lab services – worldwide GmbH

CRO

Keywords: Analytical Chemistry, Clinical Diagnostics, Logistics, Clinical Research

INTERLAB is an independent central laboratory supporting clinical trials for pharmaceutical and biotechnology companies covering Europe, North and South America, Australia, Africa and Asia. The international head office is in Munich, Germany. INTERLAB performs routine and esoteric testing on a daily basis: over 25.000 samples daily: clinical chemistry, hematology, endocrinology, genetics, PCR, microbiology, virology, immunology, serology, histopathology, cytology, toxicology, drug assays, incl. LC-MS/MS. Additional services: professional project managers, flexible data management and transfer, cost-effective shipment logistics worldwide, EN 45,000, ISO 9001 and EC/ISO/EN 15189 (17025).



Contact:
Dr. Frank Becker

Lochhamer Str. 29a
D-82152 Martinsried
Phone: +49 (0) 89 895572-80
Fax: +49 (0) 89 895572-81
E-Mail: info@intana.de
Internet: www.intana-bioscience.de



Contact:
Dr. Hermann Schulz

Bayerstr. 53
D-80335 München
Phone: +49 (0) 89 741393-0
Fax: +49 (0) 89 741393-39
E-Mail: CEO.Schulz@INTERLAB.de
Internet: www.INTERLAB.de



Contact:
Dr. Thomas Bruckdorfer

Waldershofer Str. 49-51
D-95615 Marktredwitz
Phone: +49 (0) 9231 9619-73
Fax: +49 (0) 9231 9619-99
E-Mail: info@iris-biotech.de
Internet: www.iris-biotech.de

IRIS Biotech GmbH

PHARMA & CHEMICAL INDUSTRY

Keywords: Natural Compounds, Combinatorial Chemistry, Medicinal Chemistry, Drug Delivery, Drug Development, Peptide/Protein

2011 – Celebrating 10 Years in Business:

1. Starting Materials for Peptide Synthesis, Peptidomimetic and Medicinal Chemistry (Protected Amino Acids, Coupling reagents, Linkers, resins)
2. Reagents for PEGylation (improving solubility and pharmacokinetic properties of biopharmaceuticals and organic drug molecules)
3. Reagents for Life Science Research (substrates for Drug Interaction Studies, Natural Products with biological & pharmacological activity, Amino Acid and Carbohydrates derivatives as enzyme substrates)
4. Biocatalysis (immobilised enzymes, enzyme carriers, unusual and innovative enzymes for modern biocatalytic synthesis of fine chemicals, optical resolution of racemic mixtures; lipases and esterases for food industry and biodiesel production)
5. Contract Manufacturing of unusual derivatives with one or several chiral centres.



Contact:
Dr. Richard Henkelmann

Lichtenbergstr. 1
D-85748 Garching
Phone: +49 (0) 89 289139-46
Fax: +49 (0) 89 289139-29
E-Mail: info@itg-garching.de
Internet: www.itg-garching.de

ITG Isotope Technologies Garching GmbH

BIOTECH THERAPEUTICS & DIAGNOSTICS

Keywords: Drug Development, Clinical Diagnostics, Drug Delivery, Devices, Peptide/Protein, Small Molecules

ITG Isotope Technologies Garching GmbH is responsible for all radio-isotope related development, production and logistics and provides products and services to customers in medicine, industry and its sister companies within the ITM Group. ITG is managing the isotope sourcing from the global reactor network, operates the isotope processing facilities in Garching and holds the „radioactive materials production license“. ITG provides products such as: Lutetium-177 n.c.a., Rhenium-188, Gallium-68, Ge-68/Ga-68 Generator, W-188/Re-188 Generator, Ac-225/Bi-213 Generator.



Contact:
Christian Wiest

Ingolstädter Landstr. 1
D-85764 Neuherberg
Phone: +49 (0) 89 3187-3973
Fax: +49 (0) 89 3187-4170
E-Mail: christian.wiest@ithera-medical.com
Internet: www.ithera-medical.com

iThera Medical GmbH

BIOTECH DEVICES & REAGENTS

Keywords: Nanobiotechnology, Drug Development, Devices, Cardiovascular Diseases, Inflammation, Oncology

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.

ITM Isotopen Technologien München AG

PHARMA & CHEMICAL INDUSTRY

Keywords: Drug Development, Drug Delivery, New Materials, Devices, Automation, Chip / Array Technology, Cardiovascular Diseases

Setting Standards with New Generation Therapies! The ITM Group provides a new generation of highly effective radioisotope therapies and integrated application systems to those oncological and endovascular patients who are currently very difficult or impossible to treat with conventional methods:

- ITM-Rhenium-SCT[®]: Skin cancer patients with large and difficult to treat lesions
- ITM-Rhenium-PTA[®]: Patients with progressed peripheral endovascular disease, and cardiovascular patients with recurring in-stent restenosis
- ITM-PRRT: Peptide Receptor Radioisotope Therapies: Oncological patients with metastatic disease.

ITM RP-München GmbH

BIOTECH THERAPEUTICS & DIAGNOSTICS

Keywords: Cardiovascular Diseases, Small Molecules, Peptide/Protein, Devices, Drug Delivery, Clinical Diagnostics, Drug Development

ITM RP-München GmbH - Radiopharmazie München[™] – is responsible for the development of the portfolio and pipeline of radiopharmaceutical products in oncology/personalized medicine.

RPMs main focus are the so called Targeted or Peptide Receptor Radioisotope Therapies, which have already proven their medical effectiveness and commercial viability in the treatment of various metastatic tumors. In this context an innovative peptide with a multistage targeting and internalization mechanism has been licensed and has been brought into pre-clinical development by RPM. First promising results in a wide variety of vascularized tumors and metastatic melanoma could be obtained.

KantarHealth GmbH – Clinical Research

CRO

Keywords: Logistics, Clinical Research, Pharmacovigilance, Oncology, Medical Writing, Monitoring, Analysis

KantarHealth GmbH Clinical Research conducts phase I-IV clinical trials as well as NIS world-wide. Our operations span local agencies in over seventy countries in Europe. KantarHealth GmbH combines more than 25 years of CRO expertise in drug research with the development of innovative web-based applications in project and data management (InTrial and InDrums). Our services include: protocol and CRF design, eCRF solutions, feasibility and site selection, investigators training, handling and completion of legal and ethical requirements, monitoring and site management, project management, implementation of risk management programs, data management, medical coding, quality assurance, statistical planning and analysis, medical writing.



Contact:
Dr. Richard Henkelmann

Lichtenbergstr. 1
D-85748 Garching
Phone: +49 (0) 8651 7678-0
Fax: +49 (0) 8651 7678-20
E-Mail: info@itm.ag
Internet: www.itm.ag



Contact:
Dr. Günter Schumacher

Lichtenbergstr. 1
D-85748 Garching
Phone: +49 (0) 89 2891-3905
Fax: +49 (0) 89 6283-6811
E-Mail: info@radiopharmacy-munich.com
Internet: www.radiopharmacy-munich.com

Contact:
Siegfried Freytag

Landsberger Str. 284
D-80687 München
Phone: +49 (0) 89 5600-1421
Fax: +49 (0) 89 5600-1590
E-Mail: siegfried.freytag@kantarhealth.com
Internet: www.kantarhealth.com



Contact:
Dr. Klaus Hellmann

Geyerspergerstr. 27
D-80689 München
Phone: +49 (0) 89 580082-0
Fax: +49 (0) 89 580082-15
E-Mail: info@klifovet.com
Internet: www.klifovet.com



Contact:
Michael Miller

Ferdinand-Zwack-Str. 39
D-85354 Freising
Phone: +49 (0) 08161 205957
E-Mail: info@kmbioservices.de
Internet: www.kmbioservices.de



Contact:
Dr. Elisabeth Müller

Steubenstr. 4
D-97688 Bad Kissingen
Phone: +49 (0) 971 7202-0
Fax: +49 (0) 971 68546
E-Mail: mueller@laboklin.de
Internet: www.laboklin.com

KLIFOVET AG

CRO

Keywords: Logistics, Monitoring, Medical Writing, Analysis, Clinical Research

KLIFOVET is the provider of high quality services for the Animal Health Industry and Animal Nutrition Industry in Europe regarding the registration and marketing of products. Strategic advice on licensing products, regulatory affairs consultancy, but also full CRO for conducting efficacy studies in any animal species is our business. We are in command of well organized logistics, a highly motivated team, a comprehensive net of co-operators and skilled investigators throughout Europe and US. We can handle large multi-national projects as well as run studies locally, in Europe or globally according to the demanding standards of FDA, EMA and/or the client. We perform this efficacy studies, field safety studies, marketing studies and palatability studies for veterinary medicinal products and feed additives.

kmbs

BIOTECH DNA/PROTEIN ANALYTICS

Keywords: Genomics, PCR

kmbs is your service partner for organismic studies e. g. in Conservation Biology, Zoology, Phylogeny, Taxonomy, and Molecular Biology to clear up specimens' identities by means of molecular/genetic analyses (Sample preparation, PCR, DNA sequencing, Gene Fragment analysis) for purposes like resolving species relationships, detecting sibling species, delimiting species boundaries, investigating population structure and integrity, a.s.o. In addition, we are experienced in making microscopic preparations, carrying out outdoor services like mapping species inventories or searching for special organisms within a given habitat including the collection of organisms on demand, and acting as project manager and consultants.

Laboklin GmbH & Co KG – Unternehmensbereich Labogen

BIOTECH THERAPEUTICS & DIAGNOSTICS

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.

Labor L+S AG

BIOTECH

Keywords: Medicinal Chemistry, Allergy, Clinical Diagnostics

Labor L+S AG is a service provider who understands the language of the future: Achievement, service, quality. With L+S AG there is no separation from advisors and practitioners. More than 500 customers from the pharmaceutical, cosmetics, food and feed industry trust our know-how. Our range of services: Microbiological, molecular-biological, biological, chemical and physicochemical tests of pharmaceuticals, medicinal products, food and feed, cosmetics as well as related raw materials and intermediate goods, Industrial hygiene, Clinical-microbiological diagnostic as well as diagnostic of food intolerances and allergies. In our state of the art laboratory (5100 sqm) 250 employees carefully handle more than 100.000 samples/year.

LAT GmbH Dr. Tittel – Institut für Pharma-Analytik

CRO

Keywords: Pharmacology, Pharmacovigilance, Regulatory Affairs, Laboratory, Analytical Chemistry, Analysis, Medical Writing

LAT has more than 30 years experience both in routine testing and method development. We offer a wide range of services: Pharmacopeial Tests (Ph. Eur., USP, BP, Ph. Eur.), Characterisation of Raw Material, writing of DMF (Drug Master Files), Characterisation of Reference Standards, writing of Monographs, Development of analytical methods (identity, assay, related substances, dissolution), Validation of analytical methods according to ICH guidelines, Analysis of residual solvents, ethylene oxide, unknown peaks. Stability testing according to ICH-guidelines, Compilation and revision of marketing authorisation dossiers (CTD, eCTD, IMPD, ASMF/US-DMF).
Compilation of dossiers for CEP application at the EDQM.

Leon-nanodrugs GmbH

PHARMA & CHEMICAL INDUSTRY

Keywords: Drug Development, Drug Delivery, Nanobiotechnology, Antibody, Antisense/Nucleotides, Peptide/Protein, Small Molecules

Leon-nanodrugs GmbH is an innovative contract drug development company specialized in the production of API-specific nanoparticles and complex drug-delivery-systems for generic and original products up to market approval, including pre-clinical and clinical development and the drug specific manufacturing patents. The APIs range from small molecules to proteins and hormones. The patented MJR-technology enables the realization of line extensions and drug combinations which were up to now impossible. Based on its interdisciplinary expertise the company provides unique tools for proactive life cycle management for the pharmaceutical and biotech industry.

Labor L+S AG

Contact:
Dr. Frank Böttcher

Mangelsfeld 4
D-97708 Bad Bocklet-Großenbrach
Phone: +49 (0) 9708 9100-0
Fax: +49 (0) 9708 9100-36
E-Mail: labor@labor-ls.de
Internet: www.labor-ls.de



Contact:
Dr. Franz Kelnhofer

Am Haag 4
D-82166 Gräfelfing
Phone: +49 (0) 89 858967-0
Fax: +49 (0) 89 858967-111
E-Mail: info@lat-gmbh.de
Internet: www.lat-gmbh.de



Contact:
Cornelia Beier

Lucile-Grahn-Str. 47
D-81675 München
Phone: +49 (0) 89 4142488-96
Fax: +49 (0) 89 982722-7
E-Mail: info@leon-nanodrugs.com
Internet: www.leon-nanodrugs.com



Contact:
Michael Scholl

Am Klopferspitz 19
D-82152 Martinsried/Munich
Phone: +49 (0) 89 7801665-0
Fax: +49 (0) 89 7801665-11
E-Mail: info@leukocare.com
Internet: www.leukocare.com



Contact:
Dr. Fritz Huber

Josef-Engert-Str. 9
D-93053 Regensburg
Phone: +49 (0) 941 69809-100
Fax: +49 (0) 941 69809-101
E-Mail: info@lipofit.de
Internet: www.lipofit.de



Contact:
Prof. Dr. Matthias Schieker

Truhenseeweg 8
D-82319 Starnberg
Phone: +49 (0) 8151 5590291
Fax: +49 (0) 8151 917922
E-Mail: info@livimplant.de
Internet: www.livimplant.de

LEUKOCARE AG

BIOTECH DEVICES & REAGENTS

Keywords: Inflammation, Immune Therapy, Peptide/Protein, Antibody, Clinical Research, New Materials, Clinical Diagnostics

LEUKOCARE is a privately owned, product-focused, clinical-stage biotechnology company headquartered in Martinsried near Munich, Germany. LEUKOCARE's proprietary Stabilizing and Protecting Solutions (SPS) allow to extend shelflife of biologics (proteins, vaccines, nucleic acids) in dehydrated state and to retain functionality following terminal sterilization of biologics by gamma-, or beta-irradiation or ethylene oxide. LEUKOCARE collaborates with partners in the fields of biopharmaceuticals, medical devices and diagnostics. Partnering with LEUKOCARE also grants access to our well established physiological, biochemical, and immunological expertise.

LipoFIT Analytic GmbH

BIOTECH THERAPEUTICS & DIAGNOSTICS

Keywords: Clinical Diagnostics, Analysis, Nephrology, Metabolic Diseases, Pharmacokinetics, Fine Chemicals / Reagents, Agrobiotechnology

LipoFIT: NMR analytics for clinical laboratories, the pharmaceutical and agrochemical industry. For current unsolved analytical challenges, the NMR technology may offer a solution. LipoFIT offers and develops tests based on NMR and tailor made statistical procedures for multi-parameter tests.

Examples are:

- Products for safety testing: A precise multi-parametric NMR screening test for detecting nephrotoxicity caused by any substance (e.g. NECs)
- Purity testing of chemical compounds: Distinction of analogues, causing severe auto immune reactions
- Products used in the agrochemical industry: Quality tests of plants and seeds as raw materials and for breeding purposes. LipoFIT is certified (EN ISO 13485:2003 and ISO 9001:2000) and holds the Statement of GMP Compliance.

LivImplant GmbH

BIOTECH THERAPEUTICS & DIAGNOSTICS

Keywords: Inflammation, Bone / Joint Diseases, Cell Therapy, Tissue Engineering / Cell Culture

LivImplant GmbH develops and sells 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 Experimental Surgery and Regenerative Medicine department of the Ludwig-Maximilians-University of Munich (www.experimed.de) 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.

Loewe® Biochemica GmbH

BIOTECH DEVICES & REAGENTS

Keywords: Agrobiotechnology, ELISA / EIA

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).

Lophius Biosciences GmbH

BIOTECH THERAPEUTICS & DIAGNOSTICS

Lophius Biosciences GmbH, founded in 2002, is a Biotech Company with the focus on R&D and marketing of innovative diagnostics and therapeutic products in the field of T-cell immunology and immunotherapy. In its T-Track® product series Lophius uses its proprietary UREA technology for the sensitive functional assessment and monitoring of cell-mediated immunity (CMI) in immunocompromized patients.

Clinical studies are ongoing underlying the value of such a test in modern transplantation medicine. Other products for infectious disease such as tuberculosis are currently under development.

MAB Discovery GmbH

BIOTECH THERAPEUTICS & DIAGNOSTICS

Keywords: Antibody, Drug Development

MAB Discovery is an antibody discovery company. Founded in October 2010 it started its operations in January 2011. The company provides an integrated discovery concept based on in vivo and in vitro mab generation platforms as well as different lead optimization concepts.

The company currently has formed a strategic alliance with BioDuro Biologics, a CRO company with operations in Shanghai, China. The main shareholder of BioDuro Biologics is PPD an US based leading global CRO organization.

LOEWE®

Contact:
Dr. Caroline Freye-Minks

Mühlweg 2a
D-82054 Sauerlach
Phone: +49 (0) 8104 616-20
Fax: +49 (0) 8104 616-48
E-Mail: service@loewe-info.com
Internet: www.loewe-info.com

lophius

biosciences

Contact:
Dr. Ludwig Deml

Josef-Engert-Str. 13
D-93053 Regensburg
Phone: +49 (0) 941 6309197-0
Fax: +49 (0) 941 6309197-9
E-Mail: info@lophius.de
Internet: www.lophius.de



MAB Discovery

Contact:
Dr. Stephan Fischer

Forstenrieder Str. 8-14
D-82061 Neuried
Phone: +49 (0) 89 990178-0
Fax: +49 (0) 89 990178-199
E-Mail: info@mabdiscovery.com
Internet: www.mabdiscovery.com



Contact:
Dr. med. vet. Michael Gierend

Fraunhoferstr. 17
D-82152 Martinsried
Phone: +49 (0) 89 895286-0
Fax: +49 (0) 89 895286-66
E-Mail: medicomp@medicomp-cro.de
Internet: www.medicomp-cro.de



Contact:
Julia Hofmann

Lochamer Str. 11
D-82152 Martinsried
Phone: +49 (0) 89 856529-0
Fax: +49 (0) 89 856529-20
E-Mail: medigene@medigene.com
Internet: www.medigene.com



Contact:
Dr. Alfred Fraunhofer

Gmunder Str. 53
D-81379 München
Phone: +49 (0) 89 8955718-0
Fax: +49 (0) 89 8955718-100
E-Mail: A.Fraunhofer@medpace.com
Internet: www.medpace.de

medicomp GmbH

CRO

medicomp GmbH was founded in 1985 and has developed ever since into a full service CRO. We offer a wide range of services for phase I-IV trials, PMS and medical devices: medical and biometrical planning, protocol and CRF design, project management, data management, monitoring, statistical analysis and medical writing. medicomp is a member of the Bundesverband Medizinischer Auftragsinstitute (BVMA), which implies regular independent system audits. Furthermore, medicomp is a founding member of Pharmaceutical Service Network (PSN), a network of independent European CROs, which allows us to offer services for studies conducted on a European scope in collaboration with our partners.

MediGene AG

BIOTECH THERAPEUTICS & DIAGNOSTICS

Keywords: [Dermatology](#), [Autoimmune Diseases](#), [Oncology](#), [Drug Development](#), [Immune Therapy](#)

MediGene AG is a publicly listed (Frankfurt: MDG, prime standard) biotechnology company headquartered in Martinsried/Munich, Germany. Medigene focuses on clinical research and development of novel drugs against cancer and autoimmune diseases. Medigene is the first German biotech company to have revenues from marketed products, which are distributed by partner companies. It has two drug candidates in clinical trials and is developing an innovative vaccine technology.

Medpace Germany GmbH

CRO

Keywords: [Monitoring](#), [Oncology](#), [Metabolic Diseases](#), [Cardiovascular Diseases](#), [Clinical Research](#)

Medpace, established in 1992, is a full-service Contract Research Organization (CRO), who partners with leading pharmaceutical and biotech organizations to bring promising new drugs to market. Medpace combines comprehensive regulatory consulting with efficient clinical trial management to provide sponsors with exceptional support in drug development. Proven leaders in medical and scientific research monitor every project. Medpace physicians have first-hand experience working with regulatory agencies to successfully guide projects through the complexities of the regulatory process. The medical expertise and regulatory guidance provided by Medpace leads to reduced costs and increased efficiencies for our valued customers.

MedPharmTec GmbH

CRO

Keywords: Regulatory Affairs, Data Management, Medical Writing

MedPharmTec GmbH is a Pharmaceutical Contract Service Organisation providing expert assistance in drug development, clinical research (phase II through IV), medical information, regulatory affairs and drug safety to pharmaceutical and biotechnology companies. Our clinical research services range from protocol planning, CRF design, trial management, monitoring and auditing up to data management, biometrics and report writing. Further areas of MedPharmTec-Services' activities include medical information, i.e. medical and scientific translations, proof-reading, writing/designing of brochures, publications and scientific literature searches as well as consulting and services in terms of regulatory affairs and drug safety.

metabion international AG

BIOTECH PRODUCTS & SERVICES

Keywords: Nucleic Acid Synthesis & Analysis Services, Peptides & Antibody Production & Analysis Services, Nucleic Acid Amplification & Identification Solutions

metaBIO 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. Founded in 1997 in Munich/Martinsried, metabion keeps on expanding its product portfolio from the production of a wide range of synthetic DNA and RNA oligonucleotides according to customers' needs to 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. Careful evaluation and implementation of new and promising technologies and products are complementing metabion's progressive and innovative approach within a healthy and sound business setup.

Metronomia Clinical Research GmbH

CRO

Keywords: Clinical Research, Logistics, Monitoring, Medical Writing, Drug Development, Oncology

Metronomia Clinical Research is a mid-size European CRO, providing full- or tailored services in clinical trials phase I - IV and NIS, with special focus on e-clinical, data management and biostatistics. Metronomia's mission statement is to improve and accelerate drug development by bringing together cutting-edge e-clinical technologies, well accepted study designs and pronounced customer orientation. Since more than 20 years our customers particularly esteem the high-quality and reliability of our data, our commitment to best service and outstanding flexibility, our stable project teams and the competitive cost-benefit ratio. Metronomia has a proven track record in all major therapeutic areas (core indications: oncology, dermatology, transplantation, nephrology and pulmonary diseases).



Contact:
Dr. Horst H. Langenbahn

Olschewskibogen 7
D-80935 München
Phone: +49 (0) 89 354998-0
Fax: +49 (0) 89 354998-199
E-Mail: office1@MedPharmTec.de
Internet: www.MedPharmTec.de



Contact:
Dr. Regina Bichlmaier

Lena-Christ-Str. 44
D-82152 Martinsried
Phone: +49 (0) 89 899363-0
Fax: +49 (0) 89 899363-11
E-Mail: metabion@metabion.com
Internet: www.metabion.com



Contact:
Dieter Meyer

Paul-Gerhardt-Allee 42
D-81245 München
Phone: +49 (0) 89 829265-100
Fax: +49 (0) 89 829265-099
E-Mail: info@metronomia.net
Internet: www.metronomia.net



Contact:
Dr. Erwin Soutschek

Floriansbogen 2-4
D-82061 Neuried
Phone: +49 (0) 700 5050-2002
Fax: +49 (0) 700 5050-2003
E-Mail: info@microbionix.com
Internet: www.microbionix.com



Contact:
Dr. Günter Müller

Am Neuland 3
D-82347 Bernried
Phone: +49 (0) 8158 9981-0
Fax: +49 (0) 8158 9981-10
E-Mail: info@microcoat.de
Internet: www.microcoat-biotechnologie.de



Contact:
Angela Lucks

Staffelsestr. 2
D-81477 München
Phone: +49 (0) 89 895277-0
Fax: +49 (0) 89 895277-105
E-Mail: info@micromet.de
Internet: www.micromet.de

MICROBIONIX GmbH

BIOTECH THERAPEUTICS & DIAGNOSTICS

Keywords: Clinical Research, Analysis, Infectious Diseases, Clinical Diagnostics

MICROBIONIX specializes in the development of Multiplex Assay Systems. The basis of all our applications is Luminex „xMAP-Technology“, a bead-based multiplex platform technology for rapid and cost-efficient analysis.

MICROBIONIX offers Multiplex Testing Services for analytes relevant to bio-marker studies, hormone-analytic, cellular signal transduction and pathways:

- Quantification of Cytokines, Chemokines and Growths Factors
- Activity Assays for Protein-Kinases
- Activity State Assays for Signalling Proteins
- Binding-Assays for Transcription Factors
- Immunglobulin Isotyping
- MMP-Analysis

MicroCoat Biotechnologie GmbH

BIOTECH DNA/PROTEIN ANALYTICS

Keywords: Clinical Diagnostics, ELISA / EIA, PCR, Analytical Chemistry

Founded in 1992, MicroCoat is a biotechnology company focused on the field of Immune- and Nucleic acid-Diagnostics.

The major work areas are

- Coating of various biological reagents (streptavidin; antibodies; nucleic acids; and others) on solid phases (e.g. microtiterplates, tubes, chips)
- Development and manufacturing of diagnostic assays,
- Service in the field of Immune and Nucleic acid-Diagnostics like: measurement of samples, also for clinical trials; method comparison of assays; configuration and handling of „sample panels“; system verification and validation.

MicroCoat has been certified for EN ISO 13485:2003 (9001/EN 46001).

Micromet AG

BIOTECH THERAPEUTICS & DIAGNOSTICS

Keywords: Oncology, Immune Therapy, Antibody, Drug Development

Micromet puts novel concepts in immunotherapy to work. Using proprietary technologies, the Company is building a strong pipeline of innovative drug candidates for the treatment of cancer, inflammation and autoimmune disease. Two candidates are currently in clinical trials. The Company has established a powerful drug development platform: BiTE™ („Bispecific T cell engagers“), a unique drug format that leverages the outstanding cytotoxic potential of T cells to precisely eliminate pathogenic cells. In addition, Micromet is exploiting the potential of SCAs (single-chain antibodies) for the development of novel drug candidates. The Company has attracted both top-tier life science investors and corporate partners such as MedImmune, Inc., Enzon Pharmaceuticals, Inc., and Serono. In 2012 AMGEN acquired Micromet which now operates as AMGEN Research Munich GmbH.

MIKROGEN GmbH

BIOTECH THERAPEUTICS & DIAGNOSTICS

Keywords: Clinical Diagnostics, ELISA / EIA, Infectious Diseases, Automation, Autoimmune Diseases, Chip / Array Technology, PCR

Founded in 1989 MIKROGEN GmbH offers innovative solutions for medical laboratories. The company's scope is the development and production of clinical diagnostic test systems based on recombinant antigens, with the focus on bacterial, viral, parasitic and autoimmune diseases. MIKROGEN's core competencies covers genetic engineering and the scientific quality of research and development, which is reflected in various patent applications and publications in international journals. The key success factors of the company are consistent customer orientation, the strong product competence and highly skilled employees. MIKROGEN meets ongoing market demands by emphasising its activities on automation and standardisation in the in-vitro diagnostics, to improve processes in medical laboratories.

MINITÜB GmbH

BIOTECH AGRO, FOOD, ENVIRONMENT

Keywords: Artificial Reproduction Technologies, Drug Development, Pharmacokinetics, Transgenic Animals, Cardiovascular Diseases, Diabetics, Respiratory Diseases.

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 the LMU Munich, Minitüb is also engaged 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 models of diabetes mellitus, muscular dystrophy and immunodeficiency. Customer support starts as early as 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.

MIKROGEN
D I A G N O S T I K

Contact:
Dr. Erwin Soutschek

Floriensbogen 2-4
D-82061 Neuried
Phone: +49 (0) 89 54801-0
Fax: +49 (0) 89 54801-100
E-Mail: mikrogen@mikrogen.de
Internet: www.mikrogen.de



Contact:
Dr. Christian Simmet

Hauptstr. 41
D-84184 Tiefenbach
Phone: +49 (0) 8709 9229-664
Fax: +49 (0) 8709 9229-82664
E-Mail: csimmet@minitube.de
Internet: www.minitube.de



Contact:
Prof. Dr. Dr. Torsten Haferlach

Max-Lebsche-Platz 31
D-81377 München
Phone: +49 (0) 89 99017-0
Fax: +49 (0) 89 99017-111
E-Mail: info@mll.com
Internet: www.mll.com



Molecular Networks
Inspiring Chemical Discovery

Contact:
Dr. Oliver Sacher

IZMP, Henkestr. 91
D-91052 Erlangen
Phone: +49 (0) 9131 8156-68
Fax: +49 (0) 9131 8156-69
E-Mail: info@molecular-networks.com
Internet: www.molecular-networks.com



Contact:
Dr. Jorge Garcia

Gut Keferloh 1c
D-85630 Grasbrunn b. München
Phone: +49 (0) 89 456729-0
Fax: +49 (0) 89 456729-18
E-Mail: mailto@mzd.de
Internet: www.MZD.de

MLL Münchner Leukämie Labor GmbH

BIOTECH THERAPEUTICS & DIAGNOSTICS

Keywords: Clinical Diagnostics, Chip / Array Technology, Genomics, PCR, Hematology, Oncology

MLL Munich Leukemia Laboratory is working as a reference laboratory for the diagnosis of hematologic malignancies focussing on leukemia and lymphoma. All 120 coworkers (physicians, molecular biologists, and technicians) have outstanding reputation in the field of comprehensive diagnostics. In parallel, cytomorphology, cytochemistry, immunophenotyping, cytogenetics, FISH, and molecular genetic techniques such as PCR as well as new techniques such as next-generation sequencing are performed. The seven day available work-flow is orientated to the clinical needs of patients and physicians. MLL serves as a reference laboratory for German and European leukemia studies and is a SME-member in the European Leukemia Network (ELN). Education programmes are provided for physicians and technicians.

Molecular Networks GmbH

BIOTECH BIOINFORMATICS

Keywords: Small Molecules, Molecular Modelling

Molecular Networks offers innovative chemoinformatics software products, consulting, development and research services to increase the quality and productivity of discoveries in chemical, pharmaceutical and biotechnology R&D. Founded in 1997, the company established international business relationships and Molecular Networks' technology is utilized in major industrial and academic discovery laboratories worldwide to design and optimize chemical products and processes. Molecular Networks' product portfolio comprises a variety of software tools, databases and decision support applications for the design and the synthesis of chemical compounds, the prediction of their chemical, physical and biological properties, their chemical reactivity and metabolic or environmental fate.

Monitor Zentrale Deutschland

CRO

Monitor Zentrale Deutschland (MZD) a department of Geelen & Geelen GmbH, is a clinical research service provider, located in Grasbrunn near Munich. It started in 1994 as a monitoring service and has become an agency for the recruitment (out- and in-sourcing) of temporary experienced freelance clinical research professionals for the R&D sector (e.g. CRAs, Study Nurses, Project Managers, Medical Writers, Regulatory Affairs and Drug Safety Managers, Clinical Trials Administrators or Coordinators, Data Managers. Besides this Geelen & Geelen is the publisher of the German Magazine of Clinical Research (Deutsche Zeitschrift für Klinische Forschung www.dzkgf.de).

MorphoSys AG

BIOTECH THERAPEUTICS & DIAGNOSTICS

Keywords: CNS, Oncology, Infectious Diseases, Dermatology, Antibody, Antibody Production Service, Drug Development

MorphoSys is an independent biotechnology company that develops novel antibodies for therapeutic, diagnostic and research applications. By successfully applying HuCAL® and other proprietary technologies, MorphoSys has become a leader in the field of fully human therapeutic antibodies. Through its alliances with some of the world's most important pharmaceutical companies, MorphoSys has created a pipeline of more than 75 drug candidates. The Company is expanding its drug pipeline by adding new partnered programs, and by building a portfolio of fully-owned therapeutic antibodies. For its proprietary portfolio, the Company is focused on the areas of oncology and inflammation. Via its business unit AbD Serotec, MorphoSys is expanding its reach in the diagnostics and research markets.

MSD SHARP & DOHME GMBH

PHARMA & CHEMICAL INDUSTRY

Keywords: Cardiovascular Diseases, Dermatology, Diabetics, Oncology, Ophthalmology, Respiratory Diseases, Rheumatology

MSD SHARP & DOHME GMBH is the German subsidiary of Merck & Co., Inc., a research-driven, worldwide acting pharmaceutical company based in the US, which develops, produces and distributes medicines and vaccines in different therapeutic fields. MSD wants to contribute to medical care in order to guarantee and improve access to urgently needed medicines worldwide. Thus, MSD supports numerous poor countries with donations of pharmaceuticals. For more than 100 years MSD publishes the renowned "MSD-Manual", a standard publication for physicians and pharmacists (www.msd.de/msdmanual/). Medical knowledge and advice for the public is published in the "MSD-Manual Handbuch Gesundheit". MSD Germany has 1.455 employees. The company is situated in Haar near Munich.

MSOURCE Medical Development GmbH

CRO

Keywords: Monitoring, Analysis, Clinical Research, Oncology, Infectious Diseases, CNS, Cardiovascular Diseases

As a rapidly expanding ISO 9002 certified full-service CRO organization, MSOURCE has provided a range of clinical development and professional services to the pharmaceutical, biotechnology and medical device industries since 1994. Through a strong focus on client needs, our people, processes and continued emphasis on quality, MSOURCE has built services to address: Clinical Trial Management, Clinical Data Services, Clinical Contract Hire and Quality Assurance Consulting.



Contact:
Dr. Claudia Gutjahr-Löser

Lena-Christ-Str. 48
D-82152 Martinsried
Phone: +49 (0) 89 89927-0
Fax: +49 (0) 89 89927-222
E-Mail: info@morphosys.com
Internet: www.morphosys.com



Contact:
Kurt Leidner

Lindenplatz 1
D-85540 Haar
Phone: +49 (0) 89 4561-1130
Fax: +49 (0) 89 4561-1329
E-Mail: kurt.leidner@msd.de
Internet: www.msd.de



A member of TÜV SÜD Group.

Contact:
Christine Wurm

Rüdesheimerstr. 15/3
D-80686 München
Phone: +49 (0) 89 21019-10
Fax: +49 (0) 89 21019-150
E-Mail: cwurm@msource-cro.com
Internet: www.msource-cro.com



Contact:
Dr. Claus Botzler

Arnulfstr. 197
D-80634 München
Phone: +49 (0) 89 4520-7707
Fax: +49 (0) 89 4140-4299
E-Mail: info@multimmune.de
Internet: www.multimmune.de



multi-service-monitoring

Contact:
Dr. Josef Reisinger

Josef-Engert-Str. 13
D-93053 Regensburg
Phone: +49 (0) 941 63086-49
Fax: +49 (0) 941 63086-48
E-Mail:
josef.reisinger@multi-service-monitoring.de
Internet: www.multi-service-monitoring.de



Contact:
Dr. Christian Simmet

Hauptstr. 41
D-84184 Tiefenbach
Phone: +49 (0) 8709 9229-664
Fax: +49 (0) 8709 9229-82664
E-Mail: csimmet@minitube.de

multimmune GmbH

BIOTECHTHERAPEUTICS & DIAGNOSTICS

Keywords: Drug Development, Clinical Diagnostics, Antibody, Cell Therapy, Vaccines, Oncology

multimmune is a biopharmaceutical company dedicated to the discovery and development of new products for the treatment of cancer. The company focuses on the development of drug candidates to treat heat shock protein 70 (Hsp70) positive tumors, as surface-bound Hsp70 is a tumor-specific marker expressed on about 50-75% of various cancer entities, e.g. lung, breast, colon, pancreas.

Currently, four approaches are being explored to destroy cancer cells: (1) by extracorporal activation of Natural Killer (NK) cells with a synthetic peptide (ready to go into phase II), (2) by using an antibody against Hsp70 (preclinical), (3) by inducing tumor specific apoptosis with a recombinant human serine protease (preclinical), (4) by direct infusion of an Hsp70 peptide (preclinical).

multi-service-monitoring

CRO

Keywords: Drug Development

multi-service-monitoring (in the BioPark, founded in 2003, 5 employees) 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.

MWM Biomodels GmbH

BIOTECHTHERAPEUTICS & DIAGNOSTICS

Keywords: Drug Development, Pharmacokinetics, Transgenic Animals, Cardiovascular Diseases, Diabetics, Respiratory Diseases

MWM Biomodels GmbH is a spin-off company of the LMU Munich and Minitube, 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 models of diabetes mellitus, muscular dystrophy and immunodeficiency. 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.

Myriad GmbH

BIOTECH THERAPEUTICS & DIAGNOSTICS

Keywords: Genomics, Biomarker, Molecular Diagnostics, Personalized Medicine, Oncology

Myriad is a leading molecular diagnostic company based in Salt Lake City, Utah. The Company cites its mission as, "making a difference in patient's lives through the discovery and commercialization of transformative tests to assess a person's risk of developing disease, guide treatment decisions and assess risk of disease progression and recurrence." Originally founded in 1991, Myriad has spent the last twenty years investing in the education of patients and health care providers on the role genes play in hereditary breast, colon, endometrial, ovarian, pancreatic, and skin cancers.

Since 2011/2012 Myriad is building on this strong tradition by extending their mission to Europe, in an effort to broaden the Company's geographic footprint and provide critical information to more patients and healthcare providers. The central European laboratory of Myriad GmbH has opened in Martinsried/Munich in March 2012. The Company plans to offer its BRACAnalysis[®] test for genetic predisposition to breast and ovarian cancer, its Colaris[®] test for genetic predisposition to colon and endometrial cancer, and the Colaris AP[®] test for genetic predisposition to polyposis colon cancer. In addition to the laboratory in Munich, the Company has set up its European headquarters in Zurich, Switzerland and regional offices in Paris, France, Madrid, Spain, and Milan, Italy.

Nanion Technologies GmbH

BIOTECH DEVICES & REAGENTS

Keywords: Nanobiotechnology, Devices

Nanion Technologies is a spin-off from the Center for Nanoscience (CeNS) of the Ludwig-Maximilians-University of Munich (LMU). Nanion combines bio- and microtechnology in a company serving the life sciences industry by offering products and services which will dramatically increase the speed and efficiency of the drug discovery process in an important segment of the pharmaceutical market. Nanion bases its business on a proprietary chip technology and will design and develop High Throughput Screening (HTS) systems for ion channel active drugs (ICADs). Ion channels are prime targets for innovative medicines aimed at many important diseases.



Contact:
Dr. Heinz Oehl

Bunsenstr. 7
D-82152 Planegg-Martinsried
Phone: +49 (0) 89 8757 8189
Fax: +49 (0) 89 8757 8170
E-Mail: hoehl@myriad.com
Internet: www.myriad.com

Contact:
Dr. Niels Fertig

Gabrielenstr. 9
D-80636 München
Phone: +49 (0) 89 2189979-72
Fax: +49 (0) 89 2189979-60
E-Mail: info@nanion.de
Internet: www.nanion.de



Contact:
Anette Erdmann

Am Klopferspitz 19
D-82152 Martinsried
Phone: +49 (0) 89 46133443-10
Fax: +49 (0) 89 46133443-30
E-Mail: info@nanoscape.de
Internet: www.nanoscape.de



Contact:
Dr. Philipp Baaske

Flößergasse 4
D-81369 München
Phone: +49 (0) 89 45228950
Fax: +49 (0) 89 452289560
E-Mail: info@nanotemper.de
Internet: www.nanotemper.de

NanoScape AG

PHARMA & CHEMICAL INDUSTRY

Keywords: Nanobiotechnology, Drug Delivery, New Materials, Peptide/Protein, Small Molecules, Vaccines, Fine Chemicals/Reagents

NanoScape is a developer and producer of porous, nanoscale materials for the pharmaceuticals, environment (e.g. water purification membranes) and electronics (e.g. chemical gas sensors; anti-reflection-coatings) sectors. Its NanoZeolite materials are cage-like structures with very high loading capacity which, through modification of the particle size and pore diameter, functionalisation of the surface chemistry or binding of ligands, can be adapted to meet the requirements of the individual customer, allowing a wide range of pharmaceutical, biochemical, electrical and optical properties to be realised. Using such materials intelligent drug-delivery systems for active pharmaceutical ingredients (small molecules, biopharmaceuticals, vaccines) and diagnostic sensors can be developed, and applications in the area of proteomics supported.

NanoScape's NanoZeolite product portfolio incorporates a range of micro- and mesoporous silicate materials with tuneable particle sizes from 20 nm to ca. 2 µm with narrow particle size distributions. Materials are available in powder form (either with hydrophilic or organically-modified surfaces) or in suspension (aqueous or in organic solvents), whereby further processing steps (e.g. shaping into 300 µm spheres; compounding into polymers; dispersion into coating formulations) are in the pipeline. Internal R&D activities are currently focused on the development of "sustained-release" systems for pharmaceutical and biopharmaceutical ingredients.

NanoTemper Technologies GmbH

BIOTECH DNA/PROTEIN ANALYTICS

Keywords: Nanobiotechnology, Peptide/Protein, Small Molecules

The NanoTemper Technologies GmbH provides services and instruments for the pharmaceutical and biotechnological industry and is also developing products for medical diagnostics. The NanoTemper® Technology „Micro Scale Thermophoresis“ allows to probe the affinity, size, stability and conformation of drug candidates/biomolecules in close to real conditions: freely moving in aqueous solutions and especially in biological liquids like cell lysate or blood.

For example the affinities of antibodies, aptamers, small molecules, proteins and oligonucleotides can be quantified, as well as the interactions of nanoparticles, microbeads or drug delivery systems with body fluids.

NDA Regulatory Service GmbH

CRO

Keywords: Regulatory Affairs, Pharmacovigilance, Drug Development

NDA is one of the leading Regulatory Affairs consultancies in Europe. With ~85 employees and offices in Sweden, UK and Germany, NDA has successfully provided Regulatory Support throughout Europe for over 10 years. NDA Regulatory Service GmbH in Munich was founded by a core group of regulatory experts from the European headquarter of an international pharmaceutical company. Our consultants are experienced professionals who offer expert knowledge and understanding of European regulations, guidelines and procedures. They are proficient in all regulatory activities associated with small molecules, biologicals and advanced therapies. We are dedicated to guide our clients smoothly through product development and registration in Europe.

Neaspec GmbH

BIOTECH DEVICES & REAGENTS

Keywords: Devices, Analytical Chemistry, Microscopy, Nanobiotechnology

Neaspec is dedicated to delivering innovative solutions for nanoscale optical imaging & spectroscopy for research laboratories in industry and academic institutions. After 15 years of R&D, Neaspec now introduces the NeaSNOM microscopy platform – the only commercially available microscope that enables optical imaging and spectroscopy with a lateral resolution of better than 20 nm within the material fingerprint region in the infrared, visible and terahertz spectral region. As the ultimate nanoanalytic tool for material research and photonics, NeaSNOM has a high application potential in many disciplines such as Semiconductor Technology, Chemistry, Photonics, Polymer Science and Life-Sciences.

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 (disease-related genes or proteins) 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 forthcoming drug generations with new mechanisms of action that not only ameliorate the disease symptoms, but potentially prevent or block progression of the disease. Several patent pending target candidates are run in pre-clinical validation projects.



Contact:
Dr. Rainer Paffenholz

Weihenstephaner Str. 28
D-81673 München
Phone: +49 (0) 89 427299-4000
Fax: +49 (0) 89 427299-4010
E-Mail: munich@ndareg.com
Internet: www.ndareg.com



Contact:
Dr. Stefan Schiefer

Bunsenstr. 5
D-82152 Martinsried
Phone: +49 (0) 89 787939-78
Fax: +49 (0) 89 787939-79
E-Mail: info@neaspec.com
Internet: www.neaspec.com



Contact:
Dr. Thomas Rohrmeier

Josef-Engert-Str. 9
D-93053 Regensburg
Phone: +49 (0) 941 7853690
Fax: +49 (0) 941 7853699
E-Mail: info@neuroprofile.com
Internet: www.neuroprofile.com



Contact:
Prof. Dr. Gottfried Brem

Thalmanndorf 25
D-86567 Hilgertshausen
Phone: +49 (0) 214 869-1516
Fax: +49 (0) 214 869-1528
E-Mail: service@nexttec.biz
Internet: www.nexttec.biz

NIGU

AlzChem Group

Contact:
Dr. Frank Fleischer

Beuthener Str. 2
D-84478 Waldkraiburg
Phone: +49 (0) 8638 962-0
Fax: +49 (0) 8638 962-287
E-Mail: info@nigu.de
Internet: www.nigu.de



Contact:
Martin Bischof

Zielstattstr. 40
D-81379 München
Phone: +49 (0) 89 7877-0
Fax: +49 (0) 89 7877-250
E-Mail: communications.munich_de@novartis.com
Internet: www.novartis-consumerhealth.de

nexttec GmbH

BIOTECH DNA/PROTEIN ANALYTICS

The nexttec™ 1-Step technology is a reversal of the usual, known DNA purification systems on a silica or magnetic bead base. Proteins, detergents and low molecular weight compounds are retained by the nexttec™ sorbent. DNA passes through the nexttec™ cleanColumn during a short, one-step purification procedure (4 minutes). The obtained DNA is suitable for all common enzymatic reactions (restriction digests, real-time PCR, PCR, genotyping etc.).

NIGU Chemie GmbH

PHARMA & CHEMICAL INDUSTRY

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 is another integral part of the portfolio. A typical example is to provide guanidine-salts and recycling of used solutions as a complete package to the biopharmaceutical industry.

Novartis Consumer Health GmbH

PHARMA & CHEMICAL INDUSTRY

Novartis Consumer Health, located in Munich, merchandises and distributes OTC and prescription drugs for self-medication.

Novartis provides innovative healthcare solutions that address the evolving needs of patients and societies. Headquartered in Basel, Switzerland, Novartis offers a diversified portfolio to best meet these needs: innovative medicines, eye care, cost-saving generic pharmaceuticals, preventive vaccines and diagnostic tools, over-the-counter and animal health products.

Novartis is the only global company with leading positions in these areas. In 2011, the Group's continuing operations achieved net sales of USD 58.6 billion, while approximately USD 9.6 billion (USD 9.2 billion excluding impairment and amortization charges) was invested in R&D throughout the Group. Novartis Group companies employ approximately 124,000 full-time-equivalent associates and operate in more than 140 countries around the world. For more information, please visit www.novartis.com.

Nuvisan GmbH

CRO

Keywords: Oncology, Small Molecules, Peptide/Protein, Pharmacokinetics, PCR, ELISA / EIA, Clinical Research

Nuvisan Pharma Services is a global provider of product development and support services to the pharmaceutical, biotechnology and medical device industries. We deliver services ranging from a single test to fully integrated drug development programs.

Together with Focus we are pleased to offer our sponsors the complete spectrum of drug development services and assist the sponsor in bringing safe and effective pharmaceutical products to market.

Omegamatrix GmbH

BIOTECH THERAPEUTICS & DIAGNOSTICS

Prof. W.S. Harris, Stanford University – USA, and Prof. C. von Schacky, University of Munich, invented and defined the HS-Omega-3 Index in 2004. Then, in 2006 Schacky founded Omegamatrix GmbH, as a Laboratory, to deal with the ever growing number of research projects, applications and samples. Initially proposed as a risk factor for sudden cardiac death, it now indicates cardiovascular risk as well. First studies have shown its association to life expectancy in general. Other applications, still in development, range from psychiatric diseases to pregnancy and lactation.

OncoLead GmbH & Co. KG

BIOTECH THERAPEUTICS & DIAGNOSTICS

Keywords: Drug Development, Clinical Diagnostics, Tissue Engineering / Cell Culture, Cell Therapy, Oncology

OncoLead offers cellular screens designed to accelerate the decision making process for the development of anticancer drugs. Its information driven cell panel screen is to help scientists from all sectors to discover and develop novel and innovative anticancer medicines faster.



Contact:
Dr. Karl Michaelis

Wegenerstr. 13
D-89231 Neu-Ulm
Phone: +49 (0) 731 9840-0
Fax: +49 (0) 731 9840-280
E-Mail: karl.michaelis@nuvisan.com
Internet: www.nuvisan.com



Omegamatrix GmbH

Contact:
Adrian Passow

Am Klopferspitz 19
D-82152 Martinsried
Phone: +49 (0) 89 55063007
Fax: +49 (0) 89 55063008
E-Mail: info@omegamatrix.eu
Internet: www.omegamatrix.eu



Contact:
Dr. Igor Ivanov

Fraunhoferstr. 20
D-82152 Martinsried
Phone: +49 (0) 89 38012215-0
Fax: +49 (0) 89 38012215-9
E-Mail: request4more@oncolead.com
Internet: www.oncolead.com

origenis

Contact:

Michael Almstetter

Am Klopferspitz 19a
D-82152 Martinsried
Phone: +49 (0) 89 7801676-0
Fax: +49 (0) 89 7801676-777
E-Mail: info@origenis.de
Internet: www.origenis.de



Contact:

Dr. Jörg Rennecke

Elsenheimerstr. 61
D-80667 München
Phone: +49 (0) 2241 97398-201
Fax: +49 (0) 2241 97398-200
E-Mail: Joerg.Rennecke@orioncro.com
Internet: www.orioncro.com



Otsuka Novel Products GmbH

Contact:

Dr. Katharina Thiele

Erika-Mann-Str. 21
D-80636 München
Phone: +49 (0) 89 2060205 20
Fax: +49 (0) 89 2060205 55
E-Mail: kthiele@otsuka.de
Internet: www.otsuka.de

origenis GmbH

BIOTECHTHERAPEUTICS & DIAGNOSTICS

Keywords: Small Molecules, Molecular Modelling, Medicinal Chemistry, Combinatorial Chemistry, Automation

Origenis is a leader in small molecule drug discovery with over 14 years of experience in the field. Origenis is a privately owned company based in Martinsried, Germany. Origenis runs its own patented Drug Discovery platform MOREsystem®. The unique platform combines state-of-the-art drug design, patent analysis, chemical synthesis and biological characterization performed in an integrated manner on 20.000 square feet of integrated lab space. Origenis runs research alliances as well as active in-house programs. Origenis is currently focusing on anti-inflammatory and CNS drugs. Origenis is offering a variety of out-licensing opportunities.

Orion Clinical Services GmbH

CRO

Keywords: Drug Development, Medical Writing, Monitoring, Clinical Research

ORION Clinical Services is a full-service clinical development organisation performing all aspects of clinical trials internationally. The company is a dynamic, proactive, multicultural CRO, offering a high quality, customised and flexible service.

ORION's European operations are managed from offices in the United Kingdom, France and Germany, while North America is managed from the USA, and Australasia from Australia. These central hubs are augmented by regional staff – who are particularly important in providing coverage of central and Eastern Europe.

Founded in 1997, ORION Clinical Services has steadily built a reputation built on quality and reliability.

Otsuka Novel Products GmbH

PHARMA & CHEMICAL INDUSTRY

Keywords: Drug Development, Clinical Diagnostics, Antibiotics, Infectious Diseases

Otsuka Novel Products GmbH (ONPG) was founded in 2011 in Munich, as an Otsuka group company. With an international network of 145 subsidiaries and 39,000 employees in 23 countries, and regions across Europe, Asia-pacific, America and the Middle East, Otsuka researches, develops, manufactures and markets innovative and original products with a focus on pharmaceutical products for the treatment of diseases. ONPG will initially focus on infectious diseases, working in collaboration with other group companies to develop improved diagnostic tools and novel products for the treatment of tuberculosis.

P.S.S.T Pharma Scientific Services Team

CRO

Keywords: Pharmacovigilance, Regulatory Affairs, Drug Development, Devices, Nutraceuticals, Antibiotics

P.S.S.T is a small international consultancy and service provider for pharmaceutical and related industries. We accompany your drug / medical device development projects with advise and services in:

- regulatory affairs (from Clinical trials to Marketing authorisation filings, strategies+services including e.g. eCTD, User testing for PILs)
 - drug dev. project management organisation+services, quality management
 - clinical dev. (incl. scientific writing, protocol development, EUDRACT filings, IMPD etc.)
 - general services and consultancy
 - training and information provision
- P.S.S.T's range includes scientific services for all sections of pharmaceutical, medical and healthcare industry. For support in other countries we established partnerships with local CROs and consultant.

PAKTIS Antibody Service GmbH

BIOTECH DNA/PROTEIN ANALYTICS

Keywords: Transgenic Animals, Xenotransplantation, Antibody Production Service, Drug Development, Agrobiotechnology

Paktis is a biotechnological company located in the north of Munich that produces and tests bispecific antibodies for the treatment of tumors. Paktis is using a unique production technology based on transgenic cattle to rapidly progress its first generation product into early stage clinical trials. In this respect Paktis is the only company in Europe with a GMP qualified transgenic livestock production unit. The company's lead product is a bi-specific antibody directed against tumour specific antigens that will locally and specifically activate the immune system of the treated patient. After demonstration of safety and efficacy in an initial clinical trial, Paktis plans to manufacture second generation product using conventional bioreactors and conduct phase I/II clinical trials in a number of indications including melanoma and glioblastoma multiforme. Line extension with other tumor based specific antibodies and the same t-cell efficacy will also allow the treatment of other indications including some advanced metastatic breast cancers and prostate cancers. The company operates with a lean and efficient management structure where a core development team in the company manages sourced out operations and processes.



Contact:
Dr. Axel F. Wenzel

Kreillerstr. 65
D-81673 München
Phone: +49 (0) 89 922003-0
Fax: +49 (0) 89 922003-90
E-Mail: office@p-ss-t.de
Internet: www.p-ss-t.de



Contact:
Prof. Dr. Gottfried Brem

Larezhausen 3
D-86567 Hilgertshausen
Phone: +49 (0) 8250 92790 10
Fax: +49 (0) 8250 92790 19
E-Mail: info@paktis.de
Internet: www.paktis.de



Contact:
Prof. Dr. Michael Wiechmann

Gewerbepark 13
D-94501 Aidenbach
Phone: +49 (0) 8543 601630
Fax: +49 (0) 8543 601649
E-Mail: info@pan-biotech.de
Internet: www.pan-biotech.de



Contact:
Michael Hahn

Lochhamer Schlag 21
D-82166 Gräfelfing
Phone: +49 (0) 89 742846-831
Fax: +49 (0) 8151 279-6331
E-Mail: m.hahn@pari.de
Internet: www.pari-pharma.com

PAN Biotech GmbH

BIOTECH DEVICES & REAGENTS

PAN-Biotech GmbH is a modern and innovative company with its headquarters in Aidenbach/Germany.

PAN-Biotech was founded in 1988 and is today a major producer of biotechnological products which are worldwide distributed and used in research and industry.

The product range includes new serum- and proteinfree media, sera (FCS) from different countries of origin including important special variants and a broad variety of media for cell culture. Important new product areas are our automated cell culture systems for research and industry as well as new services all around the cell culture and cell processing.

As a specialist for cell culture we can offer you nearly the complete range of products and services that you need for your successful cell culture.

PARI Pharma GmbH

PHARMA & CHEMICAL INDUSTRY, MEDTECH

Keywords: [Drug Development](#), [Drug Delivery](#), [Analytical Chemistry](#), [Liposomes](#), [Antibiotics](#), [Infectious Diseases](#), [Respiratory Diseases](#)

PARI Pharma focuses on the development of aerosol delivery devices and comprehensive inhalation drug development to advance aerosol therapies where drug and device can be optimized together. Based on PARI's 100-year history working with aerosols, PARI Pharma develops treatments for pulmonary and nasal administration customized with advanced delivery platforms, such as eFlow (lower respiratory) and Vibrent (upper respiratory) Technologies. PARI Pharma partners with pharmaceutical companies to develop new or improved therapies. PARI Pharma has several clinical development programs ongoing, either partnered or on its own, for cystic fibrosis, asthma, COPD, respiratory syncytial virus (RSV) infection, and treatments for lung transplant patients among other indications. PARI Pharma, a PARI Medical Holding company, is located near Munich, Germany with a major presence in the United States.

Patrys GmbH

BIOTECHTHERAPEUTICS & DIAGNOSTICS

Keywords: Oncology, Infectious Diseases, Antibody, Drug Development

Patrys – the natural human antibody based company. Patrys Limited (ASX: PAB) is an Australian public company committed to the development of novel treatments for cancer and other diseases, including the commercialisation of a unique natural human antibody based therapies for the treatment of lung, pancreatic, gastric and colon cancers.

The company has the world-wide and exclusive rights to technologies that have been developed over 25 collective years of research and development and which uniquely allow for the capture, development and production of natural human antibodies for potential therapeutic applications. The technologies, and resulting deep product pipeline, have achieved positive results in animal studies in the treatment of human lung, pancreatic, gastric and colon cancers.

Patrys also currently benefits from the prior establishment of drug development collaborations with three large pharmaceutical companies.

In addition to its internal drug development projects and existing collaborations, the company has also acquired a substantial preferred equity holding in Acceptys, Inc., an American company developing the platform natural human antibody technology for the treatment of infectious diseases, including Hepatitis C, Hepatitis B, Pneumonia and Staph A.

Patrys' commercial strategy is to blend the internal development of lead product candidates while simultaneously benefiting from partnerships and collaborations aimed at developing additional product candidates from the company's deep product pipeline.

Pfizer Manufacturing Deutschland GmbH

PHARMA & CHEMICAL INDUSTRY

Keywords: Pain, Infectious Diseases, CNS, Cardiovascular Diseases, Automation

Pfizer is a leading pharmaceutical company with headquarters in the US which develops, produces and distributes medicines and vaccines in different therapeutic fields. The product portfolio of the Pfizer Illertissen manufacturing site is specialized in solid dosage forms sold globally. We stand for a high degree of automation, system integration and innovation with an excellent supply performance. We provide innovative concepts and services in Containment Manufacturing and Wallet Packaging with a proven high quality and high service level at competitive costs. The unique expertise is proven by renowned awards achieved: Overall „Facility of the Year Award“ from „International Society for Pharmaceutical Engineering“ (ISPE) in 2008 for the fully automated containment manufacturing facility and „Healthcare Compliance Packaging Council (HCPC)-Columbus Award 2011“ for innovative compliance packaging solutions realized with wallet cards.



Contact:
Dr. Frank Hensel

Friedrich-Bergius-Ring 15
D-97076 Würzburg
Phone: +49 (0) 931 230795-0
Fax: +49 (0) 931 230795-19
E-Mail: info@patrys.com
Internet: www.patrys.com



Contact:
Dr. Peter Remiger

Heinrich-Mack-Str. 35
D-89257 Illertissen
Phone: +49 (0) 7303 12-0
Fax: +49 (0) 7303 12-387
E-Mail: peter.remiger@pfizer.com
Internet: www.pfizer.com

pharma **STULLN**

Contact:
Karin Irlbacher

Werksstr. 3
D-92551 Stulln
Phone: +49 (0) 9435 3008-0
Fax: +49 (0) 9435 3008-99
E-Mail: info@pharmastulln.de
Internet: www.pharmastulln.de

PhaToCon

Contact:
Dr. Thomas W. Becker

Am Klopferspitz 19
D-82152 Planegg-Martinsried
Phone: +49 (0) 89 444 899 41
Fax: +49 (0) 89 444 899 43
E-Mail: info@phatocon.com
Internet: www.phatocon.com

Pharma Stulln GmbH

PHARMA & CHEMICAL INDUSTRY, CMO

Experience in manufacturing eye drops in bottles and single-dose-units for more than 30 years. Pharma Stulln fulfills international standards in modern production of sterile preparations. Pharma Stulln has approximately fifty well established pharmaceutical customers in Germany, Europe and international countries such as Australia, China, Canada etc. Contract Manufacturing Pharma Stulln is specialist in manufacturing: Eye drops, Nasal sprays, Respiratory solutions, Lens care products. In our new production building, seven separate rooms high-performance bottelpack[®]-filling machines are placed for manufacturing your individual products. A modern zone concept fulfills European and international standards for the production of sterile fluid pharmaceuticals. Advanced water treatment and ventilation technology, combined with continuous monitoring ensure a continuous high level of quality production.

PhaToCon

BIOTECH PRECLINICAL SERVICES

Keywords: Toxicology, Pharmacology, Antibody, Tissue Engineering/Cell Culture, Drug Delivery, Drug Development, Regulatory Affairs

We offer individually tailored development concepts in applied Pharmacology and Toxicology (in vitro / in vivo). Our focus and core competencies are:

- Research and Development (R & D)
- Preclinical Development
- Laboratory Management
- Process Optimization and Validation
- Troubleshooting
- Customized Quality-Management and Preclinical as well as Bioanalytical Methods Expertise.

Above all, results and data that serve as a basis for future decision making must be valid! To ensure this validity, specific industrial and regulatory standards of quality assurance (GxP, ISO, ...) apply. We are well prepared to support you case by case, but also to accompany you and your project continuously. And we do not just talk about it, we want to participate actively in the implementation.

PHARMALOG – Institut für klinische Forschung GmbH

CRO

Pharmalog acts as a European full service CRO with an excellent reputation in clinical trials Phase I - IV since 1983. Our staff of 50 colleagues (incl. central field based monitors) conducts clinical and non-interventional trials in Germany and all EU/EEU-countries, using our pool of 9,800 investigators in clinics/ practices. Special advantages: Fast patient recruitment, motivated investigators, local monitors are native speakers. We have performed about 300 clinical trials in all medical indications for medical products/-devices/bio-technology products according to ICH- and FDA-Standards for 50 nat./inter-nat. pharmaceutical companies. We offer full service or modular approach (e.g. monitoring, data management/statistics), reasonable pricing due to short contact ways and low overhead costs.

Pharm-Olam International Deutschland GmbH

CRO

Pharm-Olam International is a multi-national contract research organization offering a wide range of comprehensive, clinical research services to the pharmaceutical, biotechnology and medical device industries.

Our global network, including the emerging markets of Central Eastern Europe, Latin America, and India enables us to recruit patients on-time for even the most challenging studies. By accelerating enrolment, we reduce costs for our sponsors and take trials to the next Phase faster.

From pre-clinical to Phase IV, POI is focused on delivering the highest quality data, achieving targeted enrolment and meeting projected timelines.

Phenoquest AG

BIOTECH THERAPEUTICS & DIAGNOSTICS

Keywords: Small Molecules, Antibody, Drug Development, Pharmacology, CNS

Phenoquest is a recently founded biopharmaceutical company dedicated to the development of innovative medications for the treatment of psychiatric diseases. The lead project focuses on the development of antibody-based therapeutics for depressive disorders. Scientists at Phenoquest combine profound knowledge in the fields of neurobiology and behavioural pharmacology with substantial experience in drug-development processes in industry. Making use of this combination, Phenoquest offers services ranging from the performance of basic experiments to a multi-faceted evaluation of drug candidates.



PHARMALOG®
Institut für klinische Forschung GmbH

Contact:
Dipl. Stat. Holger Stammer

Neumarkter Str. 18
D-81673 München
Phone: +49 (0) 89 544637-0
Fax: +49 (0) 89 544637-50
E-Mail: pharmalog@pharmalog.com
Internet: www.pharmalog.com



Contact:
Dr. Peter Sonner

Ingolstädter Str. 20
D-80807 München
Phone: +49 (0) 89 3750899-0
Fax: +49 (0) 89 3750899-20
E-Mail: german.office@pharm-olam.com
Internet: www.pharm-olam.com



Contact:
Dr. Markus Henniger

Fraunhoferstr. 13
D-82152 Martinsried
Phone: +49 (0) 89 8932811-109
Fax: +49 (0) 89 8932811-111
E-Mail: service@phenoquest.com
Internet: www.phenoquest.com



Contact:
Hans Rausch

Krumbacherstr. 9
D-89335 Ichenhausen
Phone: +49 (0) 731 97205-45
Fax: +49 (0) 731 97205-46
E-Mail: phytochem@t-online.de
Internet: www.phytochem-standards.de



Contact:
Rita Fischer

Lise-Meitner-Str. 30
D-85354 Freising/Weihenstephan
Phone: +49 (0) 8161 1411400
Fax: +49 (0) 8161 1411444
E-Mail: info@pieris-ag.com
Internet: www.pieris-ag.com



Contact:
Dr. Gudrun Vogeser

Hohenwarter Str. 100
D-85276 Pfaffenhofen
Phone: +49 (0) 8441 87948-30
Fax: +49 (0) 8441 87948-31
E-Mail: info@pika-weihenstephan.de
Internet: www.pika-weihenstephan.de

Phytochem Referenzsubstanzen GbRmbH

BIOTECH DNA/PROTEIN ANALYTICS

Phytochem develops, produces and markets high purified substances for the pharmaceutical industry, research, analytics and authorities (main focus over 3,000 Natural Compounds). Phytochem synthesizes or isolates also Degradation products and Impurities in remedies or other rare drugs especially for customers needs with best equipment and experience. Lot specific testing is guaranteed. Phytochem products were used as Reference Standards for research and development: (Identity standard Data File: IDF) also for quality control as Primary Standards (Reference Substance Masterfile: RMF) and full documented Method Validation. Additional products and consulting services in the fields of Funcional Foods, Dietary Supplements, Food Additional and Cosmetics are new focuses from Phytochem.

Pieris AG

BIOTECH THERAPEUTICS & DIAGNOSTICS

Keywords: Peptide/Protein, Drug Development

Pieris AG is a biopharmaceutical company engaged in the discovery and development of Anticalins® for the diagnosis and treatment of life-threatening human disorders. Exploiting extensive know-how in protein engineering as part of a broad intellectual property portfolio, the Company applies a balanced risk business model to the development of its Anticalin® candidates. Recognizing the enormous market potential of protein-based drugs, Pieris is committed to becoming an integrated drug discovery and development company.

PIKA Weihenstephan GmbH

BIOTECH AGRO, FOOD, ENVIRONMENT

Keywords: PCR, Analysis, Analytical Chemistry, New Materials, Agrobiotechnology

PIKA Weihenstephan was founded in 2000 as a spin-off from the Technical University of Munich-Weihenstephan. Our focus is the fast detection and identification of microorganisms which may occur as spoilers during the production process of beer and beverages, but also in a diversity of other applications. Besides offering analyses for customers, PIKA Weihenstephan is producing and selling enrichment media and kits to be used for fast and specific process control. We are specialists in microbiology, both in conventional and in DNA analyses, especially PCR based methods. All processes at PIKA Weihenstephan are certified according to DIN EN ISO 9001:2008.

PolyQuant GmbH

BIOTECH THERAPEUTICS & DIAGNOSTICS

Keywords: Oncology, ELISA / EIA, Analysis, Clinical Diagnostics, Proteomics, Clinical Research

Based on an innovative platform technology for the absolute multiplex quantitation of proteins, PolyQuant offers cost-effective products and services for proteomics and pharma. The technology allows large-scale acquisition of protein levels, which can be leveraged in drug discovery and biomarker validation. The QconCAT technology is particularly well suited for the rapid development of protein assays, which typically takes 12 weeks and less. QconCAT-based reference standards for a wide range of topics, such as disease states or metabolic pathways, are in the pipeline or can be custom designed on request. PolyQuant offers a full protein analytical service from arbitrary samples such as cell extracts or blood serum. Alternatively, protein quantitation products are offered for the implementation of analytical workflows at the customer. A convenient license path exists for adaptation of PolyQuant technologies to large scale customer projects.

Postnova Analytics GmbH

BIOTECH DNA/PROTEIN ANALYTICS

Keywords: Devices, Analytical Services, Protein/Polymer/Nanoparticle Characterization

Postnova Analytics provides complete analytical solutions for the characterization of proteins, biopolymers, macromolecules and nanoparticles (1000 Da – 10¹² Da, 10 nm – 100 µm). Postnova's products are used by all major global companies and institutions in the field of biotechnology, pharma, polymer and environmental research, e.g. DOW, BASF, Roche, MIT, TUM. Postnova's product portfolio includes systems, supplies and services based on its proprietary patented FFF technology for protein-virus, aggregate characterization, polymer-rubber characterization, nanoparticle characterization and preparative micron particle separation. Postnova has two locations in Landsberg, Germany (headquarters) and Salt Lake City, Utah, USA.

PPD Germany GmbH & Co. KG – Branch office

CRO

Keywords: Drug Development, Devices, Clinical Research, Logistics, Monitoring, Medical Writing

PPD is a leading global contract research organization providing drug discovery, development and lifecycle management services. Our clients and partners include pharmaceutical, biotechnology, medical device, academic and government organizations. With offices in 44 countries and more than 11,000 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. For more information, visit www.ppdi.com



Contact:
Markus Fischer

St. Veit-Weg 2
D-93051 Regensburg
Phone: +49 (0) 941 69818-10
Fax: +49 (0) 941 69818-28
E-Mail: info@polyquant.com
Internet: www.polyquant.com



Contact:
Dr. Thorsten Klein

Max-Planck-Str. 14
D-86899 Landsberg a. L.
Phone: +49 (0) 8191 985 688 0
Fax: +49 (0) 8191 985 688 99
E-Mail: info@postnova.com
Internet: www.postnova.com



Contact:
Dr. Peter Oberosler

Hansastr. 32
D-80686 München
Phone: +49 (0) 89 57877-0
Fax: +49 (0) 89 57877-400
E-Mail: genl.info@ppdi.com
Internet: www.ppdi.com



Contact:
Achim Stangelmayer

Josef-Engert-Str. 11
D-93053 Regensburg
Phone: +49 (0) 941 94272-100
Fax: +49 (0) 941 94272-111
E-Mail: info@presens.de
Internet: www.presens.de



Contact:
Dr. Christoph Burdack

Gmunder Str. 37-37a
D-81379 München
Phone: +49 (0) 89 4521308-0
Fax: +49 (0) 89 4521308-22
E-Mail: contact@priaxon.com
Internet: www.priaxon.com



Contact:
Esther Gleede

Hans-Urmiller-Ring 17a
D-82515 Wolfratshausen
Phone: +49 (0) 8171 99747-0
Fax: +49 (0) 8171 99747-0
E-Mail: info@prionics.de
Internet: www.prionics.de

PreSens Precision Sensing GmbH

BIOTECH DEVICES & REAGENTS

Keywords: Devices, Drug Development, Tissue Engineering / Cell Culture, Analytical Chemistry

PreSens is a world leader in the field of chemical-optical sensors. It develops, manufactures and distributes sensor systems for Biotech & Pharma, Food & Beverage, Scientific Applications and Medical Devices. PreSens focuses on parameters which are essential for life: oxygen, pH and carbon dioxide. Over the last 14 years, we have delivered our special microsensors and our non-invasive systems for various applications such as respirometry, biology, or medical research. We also offer imaging Solutions: 2D-sensing of oxygen-, pH- and CO₂-distributions. PreSens is certified EN ISO 13485:2003 + AC:2007 and ISO 9001:2008. Together with its partners it offers full service in Europe, USA and Asia.

Priaxon AG

PHARMA & CHEMICAL INDUSTRY

Keywords: Peptide/Protein, Oncology, Proteomics, Small Molecules, Drug Delivery, Drug Development

Priaxon is an emerging pharmaceutical company building a pipeline of novel drug candidates in different therapeutic fields, but mainly focusing on protein-protein interactions in oncology and other diseases. The goal is to discover and develop candidates for validated but hard-to-drug targets using two orthogonal drug discovery platforms. In January 2009 a collaboration agreement for the development of mdm2/p53-inhibitors with Boehringer Ingelheim was signed.

We open up a new dimension in drug discovery by a unique combination of proprietary chemoinformatic tools with innovative synthetic chemistries. As a result Priaxon rationalizes and accelerates the whole drug discovery process.

PRIONICS DEUTSCHLAND GmbH

BIOTECH AGRO, FOOD, ENVIRONMENT

Keywords: Clinical Diagnostics, Agrobiotechnology, ELISA / EIA, Infectious Diseases

PRIONICS DEUTSCHLAND GmbH, founded in September 2005, is responsible for the marketing, sales and technical support of innovative tests for the early detection of important zoonotic diseases of production animals. The company provides its customers in Germany and Austria with a portfolio of more than 50 diagnostic kits, accessories and biochemicals.

PRIONICS offers diagnostic solutions for all major animal disease areas including TSE, BVDV, FMD, TB, ParaTB, CSF, Salmonella, Trichinella and Blue Tongue. PRIONICS is also the distributor for all Ingenasa products.

The parent company Prionics AG, Switzerland, is one of the world's leading providers of farm animal diagnostics and a recognized centre of expertise in BSE and prion diseases.

probior GmbH

BIOTECH DEVICES & REAGENTS

probior distributes products for biotechnology, medicine and pharmacy. We carry a wide selection of high quality reagents and assay kits for High Throughput Screening manufactured by our Japanese partner Dojindo. We offer fast and convenient assay kits for protein labeling, DNA/RNA isolation, cell viability/cytotoxicity and oxidative stress. There are also high-purity reagents available e.g. for cell staining, NO research, diagnostic analysis, and also Self Assembled Monolayer, HPLC reagents, detergents, good's buffer.

ProJect Pharmaceuticals GmbH

BIOTECH THERAPEUTICS & DIAGNOSTICS

Keywords: Small Molecules, Peptide/Protein, Antibody, Liposomes, Drug Delivery, Drug Development

Transforming proteins into pioneering drugs
ProJect Pharmaceuticals, based in Martinsried/Munich, Germany, transforms proteins, peptides and delicate small molecules into pioneering drugs. ProJect Pharmaceuticals adds value to client's bio-pharmaceutical products by applying an innovative concept of development called Advaceutics. Based on the Advaceutics concept, ProJect Pharmaceuticals designs optimized formulations and delivery systems for biologics that are stable, convenient and safe. Tailored to these optimized systems the company develops cost-effective manufacturing processes and transfers those from its own pilot labs to large-scale manufacturing. ProJect Pharmaceuticals makes sure that investigational products, biosimilars as well as "bio-betters" are developed effectively and will run smoothly in clinical and commercial scale GMP manufacturing. ProJect Pharmaceuticals was founded and is managed by Andreas Schütz and Klaus Hellerbrand, two leading experts in protein formulation and pharmaceutical process development with many years of experience in bio-pharmaceutics. Their combined expertise and complementary set of qualifications enables ProJect Pharmaceuticals to deliver the high-tech pharmaceutical services that are in increased demand for the global biopharmaceutical industry.

We offer:

- predictive formulation analytics
- formulation development including in-depth protein analytics
- lyophilization process development and optimization
- lyophilization in dual chamber prefilled syringe
- development of liposomal formulations, producible by simple stirring
- manufacturing of preclinical study material
- technology-transfer including scale-up to GMP-manufacturer

We deliver:

- optimized formulations for biopharmaceuticals
- tailored manufacturing processes and transfer to GMP manufacturing
- development reports ready for submission to the authorities for registration

For more information please visit: www.project-pharmaceutics.com



Contact:
Dr. Christian Philipp

Ernsbergerstr. 5a
D-81241 München
Phone: +49 (0) 89 580081-20
Fax: +49 (0) 89 580081-22
E-Mail: info@probior.com
Internet: www.probior.com



Contact:
Dr. Andreas Schütz

Fraunhoferstr. 22
D-82152 Martinsried
Phone: +49 (0) 89 452289-700
Fax: +49 (0) 89 452289-717
E-Mail: info@project-pharmaceutics.com
Internet: www.project-pharmaceutics.com



Contact:
Dr. Torsten Neufeind

Bunsenstr. 7a
D-82152 Martinsried
Phone: +49 (0) 89 700761-0
Fax: +49 (0) 89 700761-15
E-Mail: business@proteros.com
Internet: www.proteros.com



Contact:
Dr. Bernhard Schirm

Am Klopferspitz 19a
D-82152 Martinsried
Phone: +49 (0) 89 700763-16
Fax: +49 (0) 89 700763-29
E-Mail: info@quattro-research.com
Internet: www.quattro-research.com



Contact:
Beatrice Ebner

Mühlweg 2
D-82054 Sauerlach
Phone: +49 (0) 8104 8980-13
Fax: +49 (0) 8104 8980-99
E-Mail: stefan.schoeffel@quintiles.com
Internet: www.quintiles.de

Proteros biostructures GmbH

BIOTECH PRECLINICAL SERVICES

Keywords: 3 D Structural Analysis, Fine Chemicals / Reagents, Small Molecules, Cardiovascular Diseases, Infectious Diseases, Metabolic Diseases, Oncology

Proteros is Europe's most experienced and largest biotechnology company in the field of X-ray protein structure analysis and a leading service partner for fully integrated lead discovery. Successful in business since 1998, Proteros collaborates with more than 80 international pharma, biotech and agricultural companies. Focusing on services, Proteros provides protein crystallography, a tailor-made compound library in conjunction with unique assay technologies and medicinal chemistry capabilities to generate novel lead compounds for a variety of therapeutically relevant target proteins. Flexible business models, no royalty requirements, and the transfer of Intellectual Property to the customer, renders Proteros an ideal partner of the Pharmaceutical and Biotech Industry.

quattro research GmbH

BIOTECH BIOINFORMATICS

quattro research GmbH develops and markets software solutions for the management and analysis of chemical and biological data in drug discovery and development. quattro's suite of products contains solutions for registering new chemical substances, for managing biological assay data, for stock management particularly for research laboratories, and an electronic laboratory notebook. The efficiency of the quattro products is a result of the integrated Chemistry Engine, which facilitates work with chemical structures in all areas of the software package. The quattro's suite has been developed under realistic conditions, in close collaboration between quattro research's developer team and scientists in the laboratory. In addition to the quattro's suite, quattro research also offers its customers consultancy services and specific system solutions to manage chemical and biological data.

QUINTILES GmbH

CRO

Keywords: Monitoring, Medical Writing, Clinical Research

Quintiles is the only fully integrated biopharmaceutical services provider offering clinical, commercial, consulting and capital solutions. More than 22,000 Quintiles employees in 60 countries helped develop or commercialize all of 2010's top 50 best-selling products or compounds. For more information visit the company's Website at www.quintiles.com.

R&D Biopharmaceuticals GmbH

BIOTECH THERAPEUTICS & DIAGNOSTICS

Keywords: Small Molecules, Natural Compounds, Drug Development

R&D-Biopharmaceuticals is a biopharmaceutical company focusing on the pre-clinical and clinical development of unique small molecules deriving from natural products for diseases with unmet medical need. The Company has exclusive access to the natural product class of the Tubulysins discovered by Prof. Höfle and Prof. Reichenbach from the Gesellschaft für Biotechnologische Forschung in Braunschweig and to proprietary second generation Epothilones, a highly promising new drug class for the treatment of cancer. The Company is pursuing an active partnering strategy for further development of these compound classes. They are suited especially for conjugation and targeting approaches.

RAPID Biomedical GmbH

BIOTECH DEVICES & REAGENTS

Keywords: Clinical Research, Devices, Bone / Joint Diseases, Cardiovascular Diseases, CNS, Oncology

RAPID Biomedical GmbH is specialised in the development of probeheads for MRI and NMR spectroscopy. The company cooperates with research institutes, hospitals and MR system manufacturers worldwide. Our products include 1H MR coils for clinical studies at all magnetic field strengths and for all organs. We supply multi-nuclear MR-probeheads for combined MRI and MRS in clinical and basic science investigations. This development has been extended to a 7T whole body scanner.

Our recent work concentrates on 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), situated in Columbus, Ohio, is contact partner for customers from the United States, Canada and South America. Whenever you need an optimised MRI coil for your application, please contact us and we will come up with a proposal.

REMARK GmbH Pharmaservices & Consulting

CRO

Keywords: Drug Development, Clinical Research, Medical Writing

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 our business unit Clinical Research offers the following services:

- Strategic Consulting
- Project Management
- Quality Assurance
- Pharmacovigilance Services
- Training / Coaching
- Medical Writing
- Due Diligence

Together with our unit Pharma Marketing, REMARK bridges the gap between development and marketing. For more information visit our web site at www.remark-pharma.com



Biopharmaceuticals

Contact:
Dr. Wolfgang Richter

Am Klopferspitz 19
D-82152 Martinsried
Phone: +49 (0) 89 700764-90
Fax: +49 (0) 89 700764-99
E-Mail: wolfgang.richter@rdbiopharma.de
Internet: www.rdbiopharma.de



Contact:
Ulrike Haase

Ketteler-Str. 3-11
D-97222 Rimpfing
Phone: +49 (0) 9365 8826-0
Fax: +49 (0) 9365 8826-99
E-Mail: info@rapidbiomed.de
Internet: www.rapidbiomed.de



Contact:
Dr. Albrecht Pfahler

Münchner Freiheit 18
D-80802 München
Phone: +49 (0) 89 33039921-0
Fax: +49 (0) 89 33039221-30
E-Mail: info@remark-pharma.de
Internet: www.remark-pharma.de



Contact:
Jörg Rothgänger

Sedanstr. 27
D-97082 Würzburg
Phone: +49 (0) 931 4173329
Fax: +49 (0) 931 4173348
E-Mail: info@ridom.de
Internet: www.ridom.de



Contact:
Dipl. WirtschaftsIng. Michael Fuchs

Kaufbeurer Str. 55
D-86830 Schwabmünchen
Phone: +49 (0) 8232 5003-0
Fax: +49 (0) 8232 5003-10
E-Mail: michael.fuchs@ritter-online.de
Internet: www.ritter-medical.de



Contact:
Barbara Jopp-Heins

Nonnenwald 2
D-82377 Penzberg
Phone: +49 (0) 8856 60-0
Fax: +49 (0) 8856 60-3896
E-Mail: barbara.jopp-heins@roche.com
Internet: www.roche.de

Ridom GmbH

BIOTECH BIOINFORMATICS

Ridom supplies highly customized and therefore extremely user-friendly software for DNA sequence-based diagnostics.

The company was started in January 2003 by research scientists who still have close links to the University. Therefore, the company's motto is „from scientists for scientists“. As a highly specialized company, which is owned by the founders, Ridom reacts flexible and fast to their customers needs. Major products are Ridom SeqSphere and Ridom StaphType.

Ritter GmbH

BIOTECH DEVICES & REAGENTS

Keywords: Proteomics, Pharmacogenetics, PCR, Genomics, ELISA / EIA, Automation, Devices

As a very productive brand-supplier, Ritter provides over 40 years of know-how in developing and producing fine high-precision plastic parts. Ritter produces in accordance to the local quality standards only in own production plants. The company is DIN ISO 9001:2000 certified and works according the DIN EN ISO 13485:2003. The 200 employees are engaged to provide packaging solution for construction chemicals (cartridges), laboratory and medical products (liquid handling systems, products for dialysis and robotic systems).

Roche Diagnostics GmbH

BIOTECH THERAPEUTICS & DIAGNOSTICS

Keywords: Drug Development, Clinical Diagnostics, Automation, ELISA / EIA, PCR, Antibody, Peptide/Protein

Roche Diagnostics GmbH is part of Roche, Switzerland. Roche is a world leader in in-vitro diagnostics, medicines for cancer, transplantation and a market leader in virology. At Penzberg, Roche operates one of the largest biotechnology facilities in Europe for research, development and production of biotechnology based diagnostics and active pharmaceutical ingredients. The portfolio comprises test systems for the life science market, diagnosis, patient stratification and therapy monitoring. Pharma specializes in therapeutic human proteins with focus on monoclonal antibodies and biomarkers for oncology. Recently, stem cell research was added to the site portfolio.

Sandoz Biopharmaceuticals

PHARMA & CHEMICAL INDUSTRY

Keywords: Drug Development, 3 D Structural Analysis, Pharmacokinetics, Peptide/Protein, Clinical Research

Sandoz, the generic pharmaceuticals division of Novartis, is a worldwide leader in generics. Sandoz is also the pioneer and global leader in the rapidly emerging market for biosimilars, also known as follow-on biologics (or biopharmaceuticals). Sandoz developed and launched both, the first-ever biosimilar product in the EU (recombinant human growth hormone in 2006) and the first complex - glycosylated - biosimilar (recombinant human erythropoietin alfa) a year later. With the EU approval and launch in 2009 of biosimilar G-CSF (filgrastim), Sandoz is the only company with three products on the market in Europe. Sandoz currently employs more than 23.000 people in over 130 countries across the globe. The company's global headquarters is based in Holzkirchen/Bavaria, in the south of Munich.

Sension GmbH

BIOTECH THERAPEUTICS & DIAGNOSTICS

Keywords: Antibody, Autoimmune Diseases, ELISA / EIA, Clinical Diagnostics

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.

SequiServe GmbH

BIOTECH DNA/PROTEIN ANALYTICS

SequiServe offers the following custom services in molecular biology: DNA-sequencing (plasmids, PCR-products, BACs, PACs, primer-walking). Purification of PCR products.



Eine gesunde Entscheidung

Contact:
Isabell Remus

Industriestr. 18
D-83607 Holzkirchen
Phone: +49 (0) 8024 908-0
E-Mail: isabell.remus@sandoz.com
Internet: www.sandoz-biosimilars.com



Biologische Detektions- und Schnelltestsysteme

Contact:
Dr. Marcus Meyr

Am Mittleren Moos 48
D-86167 Augsburg
Phone: +49 (0) 821 455799-0
Fax: +49 (0) 821 455799-22
E-Mail: info@sension.eu
Internet: www.sension.eu



Contact:
Eva Metzger

Joh.-Seb.-Bach-Str. 7
D-85591 Vaterstetten
Phone: +49 (0) 8106 8887
Fax: +49 (0) 8106 301565
E-Mail: service@sequiserve.de
Internet: www.sequiserve.de



Contact:
Horst Stemmer

Elsenheimer Str. 53
D-80687 München
Phone: +49 (0) 89 57095-01
Fax: +49 (0) 89 57095-126
E-Mail: info@de.netgrs.com
Internet: www.servier.de

SIGMA-ALDRICH®

Contact:
Dr. Udo Sticher

Eschenstr. 5
D-82024 Taufkirchen
Phone: +49 (0) 89 6513-1504
Fax: +49 (0) 89 6513-1399
E-Mail: udo.sticher@sial.com
Internet: www.sigma-aldrich.com



Contact:
Dr. Franz Kerek

Am Klopferspitz 19
D-82152 Martinsried
Phone: +49 (0) 89 856625-55
Fax: +49 (0) 89 856625-56
E-Mail: kerek@sinatur.net
Internet: www.sinatur.net

SERVIER Deutschland GmbH

PHARMA & CHEMICAL INDUSTRY

Keywords: Pharma Industry Drug Development, Clinical Research, Bone / Joint Diseases, Cardiovascular Diseases, CNS, Diabetics

Following its international success, SERVIER Deutschland GmbH has established an independent branch in Munich since 1996. SERVIER is one of the very dynamic pharmaceutical companies in Germany, experiencing a growth-rate in double figures on average. The reason for this is not only the approved and merchandised drugs but also new, innovative products. The success of the new drugs is supported by the SERVIER Forschung und Pharma-Entwicklung GmbH (also in Munich), which manages many different projects throughout the German-speaking region.

Sigma-Aldrich Chemie GmbH

BIOTECH DEVICES & REAGENTS

Keywords: Proteomics, Antibody, Genomics, CNS, Small Molecules, Knock Out, PCR

Sigma-Aldrich is a leading Life Science and High Technology company. Our biochemical and organic chemical products and kits are used in scientific and genomic research, biotechnology, pharmaceutical development, the diagnosis of disease and as key components in pharmaceutical and other high technology manufacturing. We have customers in life science companies, university and government institutions, hospitals and in industry. Sigma-Aldrich operates in 36 countries and has over 7,600 employees providing excellent service worldwide.

SiNatur GmbH

BIOTECH THERAPEUTICS & DIAGNOSTICS

Keywords: Diabetics, Metabolic Diseases

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

BIOTECH DEVICES & REAGENTS

Keywords: Gene Transfer, Drug Development, Drug Delivery, Knock Out, RNAi & Antisense

SIRION BIOTECH GmbH is a biotech company that produces genetically modified cells and is a technology provider in the area of viral vector systems. The company founded in 2006 is located in the Innovations- und Gründerzentrum Biotechnologie IZB in Martinsried near Munich. The expert in RNAi technology offers a wide range of more than 100 products and services. Using state-of-the-art techniques and assay systems the company offers reliable lead-through service projects in target validation, screening and drug discovery. With its strong expertise in primary cell handling isolation, and cell line generation SIRION BIOTECH serves as a partner for optimized drug development for pharmaceutical and biotech companies.

SMARTEC IngenieurBüro

BIOTECH DEVICES & REAGENTS, MEDTECH

Keywords: Devices, Automation, Chip / Array Technology, PCR, Tissue Engineering / Cell Culture

Smartec IngenieurBüro is your competent partner for individual system approaches and instrument development in the biological laboratory. Smartec IngenieurBüro convinces with know-how within the ranges biotechnology, analytics, genetic engineering, micro technology as well as micro fluidic. Smartec IngenieurBüro solves tasks of instrumentation for molecular and immunological process engineering. Smartec IngenieurBüro supports you from the idea to all stages of the product. Smartec IngenieurBüro offers complete solutions, consisting of mechanics, optics, electronics, as well as firm- and software of a hand. Smartec IngenieurBüro consists of engineers and physicists which are predominantly settled in the ranges Research and Development (R&D) of bioanalytic systems.

Spherotec GmbH

BIOTECH PRECLINICAL SERVICES

Keywords: Drug Development, Oncology, Tissue Engineering / Cell Culture

Spherotec is a biotech company using 3D cell-culture systems that have similar properties to microtumors in cancer patients. On this basis, Spherotec offers pharmaceutical and biotech companies the opportunity to conduct functional tests of drug candidates for oncology in close to real conditions. This permits the early identification of promising substances and gives a broad profile of the effects of substances. The process also allows the definition of the kinds of tumors for which a substance or a combination of substances has the best clinical efficacy.



Contact:
Dr. Christian Thirion

Am Klopferspitz 19
D-82152 Martinsried
Phone: +49 (0) 89 700961-999
Fax: +49 (0) 89 700961-998
E-Mail: info@sirion-biotech.de
Internet: www.sirion-biotech.com



Contact:
Dipl. Ing. Ulrich Schubert

Am Klopferspitz 19
D-82152 Martinsried
Phone: +49 (0) 89 854665-13
Fax: +49 (0) 89 854665-15
E-Mail: ulrichschubert@smartecbio.de
Internet: www.smartecbio.de



Contact:
Dr. Ilona Funke

Am Klopferspitz 19
D-82152 Martinsried
Phone: +49 (0) 89 5404134-0
Fax: +49 (0) 89 5404134-20
E-Mail: info@spherotec.com
Internet: www.spherotec.com



Contact:
Dr. Michael Sigmund

Landsberger Str. 23/25
D-82110 Germering
Phone: +49 (0) 89 8006500
Fax: +49 (0) 89 800650555
E-Mail: michael.sigmund@cro-sss.eu
Internet: www.cro-sss.eu



Contact:
Dr. Andre Koltermann

Staffelsestr. 6
D-81477 München
Phone: +49 (0) 89 710661-0
Fax: +49 (0) 89 710661-122
E-Mail: info.crd@sud-chemie.com
Internet: www.sud-chemie.com



Contact:
Prof. Dr. Peter Buckel

Am Klopferspitz 19
D-82152 Martinsried
Phone: +49 (0) 89 30905068-0
Fax: +49 (0) 89 30905068-68
E-Mail: info@suppremol.com
Internet: www.suppremol.com

SSS International Clinical Research GmbH

CRO

Keywords: Clinical Research, Medical Writing, Monitoring, Respiratory Diseases, Oncology, Cardiovascular Diseases, Hematology

SSS International Clinical Research provides cost-effective, high quality, comprehensive, and internationally integrated services to develop and commercialize the products of our clients throughout Europe in the pharmaceutical and biotechnology industries. From experienced project planning and clinical trials management to innovative web-based monitoring tools and expert consulting, our products and services have been proven for more than a decade and through many successful projects. From Phase II dose-finding studies to Phase IV post-marketing studies, and everything in between, we offer a broad range of therapeutic expertise to meet your clinical trial needs. We have the international experience and local presence to promote your success.

Süd-Chemie AG

CHEMICAL INDUSTRY & INDUSTRIAL BIOTECHNOLOGY

Süd-Chemie, a member of the Clariant Group, Muttenz, Switzerland, is a specialty chemicals company. The common denominator of all Süd-Chemie products and services is the efficient and sparing use of natural resources to enhance the quality of life for humans and the environment. Having its headquarters in Munich, it operates on a worldwide scale. The main focus of Süd-Chemie's industrial biotechnology activities is on bio-catalysis and bio-refining. The company develops energy-efficient processes for the manufacture of biomass-based chemicals and fuels. Süd-Chemie has developed a process which uses enzymatic hydrolysis followed by fermentation to produce second generation cellulosic bio-ethanol from wheat straw or other agricultural production residue.

SuppreMol GmbH

BIOTECH THERAPEUTICS & DIAGNOSTICS

Keywords: Autoimmune Diseases, Rheumatology, Antibody, Drug Development, Peptide/Protein

SuppreMol is a clinical stage biotech company developing first-in-class biopharmaceutical drugs based on a new therapeutic principle. Development candidates comprise therapeutic proteins and antibodies with the potential to cure autoimmune diseases instead of only treating symptoms. SuppreMol is developing its lead product SM101 in proof-of-concept studies in Primary Immune Thrombocytopenia (ITP), an orphan disease, as well as Systemic Lupus Erythematosus (SLE). The company is further evaluating more common and mainstream diseases such as Rheumatoid Arthritis, Multiple Sclerosis (MS), and Chronic Obstructive Pulmonary Disease (COPD). SuppreMol is a spin-off from the laboratories of the Nobel Laureate Prof. Robert Huber of the Max Planck Institute of Biochemistry in Martinsried, Germany.

Syntacoll GmbH

PHARMA & CHEMICAL INDUSTRY

Syntacoll is the manufacturing division of Innocoll, Inc. and produces clinical supply or commercial product to its marketing partners and to Innocoll's two other divisions, Innocoll Technologies and Innocoll Pharmaceuticals.

Using proprietary manufacturing processes, Syntacoll converts raw collagen material and incorporates medicinal compounds yielding finished pharmaceutical product in the form of a sponge or membrane. This system forms the basis of Innocoll's lead collagen-based technology, CollaRx. The sponge or membrane product format is a unique way to locally deliver a wide variety of medicinal compounds and is fully biodegradable and resorbable. The sponge and the membrane formats can be implanted at the time of surgery or applied topically to a chronic, acute or traumatic wound. Delivering drug locally to the site of action has a number of benefits, including the safe delivery of higher doses than could be achieved through systemic routes and avoidance of systemic side effects.

Temmler Werke GmbH

PHARMA & CHEMICAL INDUSTRY

The Temmler Group, with its 7 production sites in Europe, is one of the largest providers of contract services in the pharmaceutical environment.

Temmler has a wide experience in formulation development of finished solid, semi-solid and liquid dosage forms, in manufacture, packaging, blinding, distribution and return handling of clinical trial supplies, in the optimization of established manufacturing processes as well as in the contract manufacture of medicinal products with marketing authorization, supplemented by Quality Control and Analytical services.

Temmler offers services from stand-alone processes according to customer specifications, to strategic services comprising the entire supply chain.

THERMOSOME GmbH

BIOTECH THERAPEUTICS & DIAGNOSTICS

Keywords: Drug Delivery, Liposomes, Oncology

Founded in 2010, Thermosome is a biotech company developing new drug delivery systems for therapeutic and diagnostic agents based on temperature-sensitive liposomes.

The company is using a novel liposome technology based on synthetic phosphatidyloligoglycerols that provides liposomes with prolonged circulation half-life and ultra-fast release properties. Drug release shall be triggered by the application of energy from an exogenous or endogenous device (e.g. regional hyperthermia, high intensity focused ultrasound) to the patient receiving the treatment. Thermosome will make use of its platform technology in order to not only enhance the efficacy of the drug but also to reduce systemic side effects.

Syntacoll

Contact:

Dr. Alexandra Dietrich

Donastr. 24

D-93342 Saal/Donau

Phone: +49 (0) 9441 68600

Fax: +49 (0) 9441 686030

E-Mail: info@syntacoll.de

Internet: www.innocoll.de



TEMMLER

Contact:

Dr. Claudio Lorck

Weihenstephaner Str. 28

D-81673 München

Phone: +49 (0) 89 427299-01

Fax: +49 (0) 89 427299-1000

E-Mail: info@temmler.eu

Internet: www.temmler.de

THERMOSOME GmbH

Contact:

PD Dr. Lars Lindner

Silberblattstr. 18a

D-81377 München

Phone: +49 (0) 179 5368303

Fax: +49 (0) 89 71668340

E-Mail: info@thermosome.com

Internet: www.thermosome.com



Contact:
Erika Weber

Lochhamer Schlag 21
D-82166 Gräfelfing
Phone: +49 (0) 89 895662-0
Fax: +49 (0) 89 895662-101
E-Mail: info@till-photonics.com
Internet: www.till-photonics.com



Contact:
Dr. Elfriede Müller

Fraunhoferstr. 18a
D-82152 Martinsried
Phone: +49 (0) 89 856512-83
Fax: +49 (0) 89 856512-86
E-Mail: info@toplab.de
Internet: www.toplab.de

TILL Photonics GmbH

BIOTECH DEVICES & REAGENTS

Keywords: [Devices](#), [Microscopy](#), [Automation](#)

TILL Photonics GmbH, founded in 1993, develops and markets live cell fluorescence microscopes for research applications as well as routine, applied science and diagnostics. The microscopes based on patented technology for confocal and conventional fluorescence microscopy, were developed in collaboration with the BiImaging Zentrum (BIZ) at the Ludwig-Maximilians-Universität (LMU) in Munich and are manufactured in Germany. The success of TILL Photonics in the scientific as well as the routine markets is based on a competent and experienced team providing reliable instrumentation for automated routine applications as well as collaboration with international research institutions.

TILL provides extremely flexible, modular systems for all current and future microscopy standards – and complete turnkey solutions for imaging and photometry systems. The majority of TILL's customers are found in the fields of neurobiology, cell biology, biomedicine and pharmacology.

The company's headquarters are located in the Munich BioRegio (Germany), TILL Photonics' US operation is based in Rochester, NY.

TopLab GmbH

BIOTECH DNA/PROTEIN ANALYTICS

Keywords: [Analysis](#), [Proteomics](#)

TOPLAB GmbH is a leading ISO 9001 certified service provider with high end research facilities for proteomics, protein analytics, target and biomarker discovery and validation. The company has outstanding expertise in proteome analysis, protein identification and characterisation with more than 15 years experience. A portfolio of proprietary technologies has been developed and/or licensed that is able to significantly enhance the rate of discovery of potential biomarkers and novel therapeutic targets.

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.

Transcatheter Technologies GmbH

BIOTECH DEVICES & REAGENTS

Keywords: Devices, Cardiovascular Diseases

TRANSCATHETER TECHNOLOGIES develops medical devices aimed at reducing the trauma of open-heart valve surgeries. Its re-positionable transcatheter aortic valve system TRINITY is at the forefront of next generation valve implantation technology. The new technology makes it possible to implant aortic valve prostheses without the need for traumatic open-heart surgery. Key features of TRINITY allow the physician to reposition the valve during implantation. ZERO PRESSURE CRIMPING™ technology protects the fragile biological leaflets when the stent is folded and expanded. This will increase the safety and durability of the valve prosthesis and will allow for implantation in younger patients.

TRION Pharma GmbH

BIOTECH THERAPEUTICS & DIAGNOSTICS

Keywords: Immune Therapy, Antibody, Drug Development

TRION Pharma GmbH is a privately held biopharmaceutical company that has established a novel approach to cancer immunotherapy. The Company's unique family of trifunctional therapeutic antibodies, called Triomab®, simultaneously activates multiple immune defense mechanisms against cancer. Removab® (catumaxomab), the most advanced candidate of the Triomab® family, received EU market approval for the intraperitoneal treatment of malignant ascites. Removab® is not only the first drug indicated for the treatment of malignant ascites, but also the first approved bispecific, trifunctional antibody worldwide. TRION employs about 90 people in Munich for development and cGMP-manufacturing of its antibody products.

TRION Research GmbH

BIOTECH DNA/PROTEIN ANALYTICS

Keywords: Drug Development, Antibody Production Service, Immune Therapy

TRION Research GmbH, founded in 1998, is a Biotech research company and a strategic partner of TRION Pharma GmbH focusing on the generation of novel Triomab® antibody candidates and the support of non-clinical and clinical development of Triomab® antibodies. The company offers Immunomonitoring Service, special antibody conjugation support, additional analytical service in tumor biology and further analytical support for reagent control to investigators, study sponsors and CROs. TRION Research is ISO 9001:2008 certified.

The core competences of the company are:

- Immunomonitoring and logistical support for clinical and non-clinical studies
- Supply of purified antibodies (labeled and unlabeled)
- Development of immunological assays

**TRANSCATHETER
TECHNOLOGIES**

Contact:
Dr. Wolfgang Goetz

Josef-Engert-Str. 13
D-93051 Regensburg
Phone: +49 (0) 170 63099-20
Fax: +49 (0) 941 63099-897
E-Mail:
wolfgang.goetz@transcatheter-
technologies.com
Internet: www.transcatheter-technologies.com

TRION
P H A R M A

Contact:
Brigitte Stempfer

Frankfurter Ring 193a
D-80807 München
Phone: +49 (0) 89 324266-0
Fax: +49 (0) 89 324266-199
E-Mail: mail@trionpharma.de
Internet: www.trionpharma.de

TRION
R E S E A R C H

Contact:
Brigitte Stempfer

Am Klopferspitz 19
D-82152 Martinsried
Phone: +49 (0) 89 700766-0
Fax: +49 (0) 89 700766-11
E-Mail: mail@trionresearch.de
Internet: www.trionresearch.com



Contact:
Dr. Fabian Bös

Martin-Kollar-Str. 17
D-81829 München
Phone: +49 (0) 89 451030-0
Fax: +49 (0) 89 451030-30
E-Mail: fabian.boes@certara.com
Internet: www.tripos.com



Contact:
Dr. Johannes Bange

Fraunhoferstr. 22
D-82152 Martinsried
Phone: +49 (0) 89 8103-9100
Fax: +49 (0) 89 8103-9199
E-Mail: information@u3pharma.com
Internet: www.u3pharma.com



Contact:
A. N. Kraupa

Fraunhoferstr. 11
D-82152 Martinsried
Phone: +49 (0) 89 8575200
Fax: +49 (0) 89 8561304
E-Mail: info@uniequip.de
Internet: www.uniequip.com

Tripos International

BIOTECH BIOINFORMATICS

Keywords: Molecular Modelling, 3 D Structural Analysis, Medicinal Chemistry, Combinatorial Chemistry

Tripos International is a global leader in innovative scientific solutions that enable life science researchers to improve the efficiency of their molecular discovery efforts. Established in 1979, Tripos was the first company to bring scientific computational drug discovery capabilities to the pharmaceutical, chemical and food design industries, and today helps a broad range of companies and research facilities accelerate the identification and optimization of new compounds that have the potential to become new products in the drug, food, flavoring and fragrance markets. Headquartered in St. Louis, Missouri, Tripos International serves more than 1,000 customers spanning over 46 countries. Tripos is wholly owned by Vector Capital, a San Francisco-based private equity boutique.

U3 Pharma GmbH

BIOTECH THERAPEUTICS & DIAGNOSTICS

Keywords: Antibody, Drug Development

U3 Pharma GmbH, based in Martinsried near Munich, Germany, is a leader in targeted cancer drug development. Established in July 2001, the company has produced a pipeline of novel targeted therapeutics based on the ground-breaking discoveries made by its founder - Professor Axel Ullrich. Since May 2008 U3 Pharma belongs to DAIICHI Sankyo Co. Ltd., one of the top 20 leading pharmaceutical companies worldwide and no. 3 in Japan. Being part of this global environment, U3 Pharma is striving to provide patients around the world with innovative antibody-based therapeutics.

Uniequip Laborgerätebau & Vertrieb GmbH

BIOTECH DEVICES & REAGENTS

Keywords: Devices

Uniequip provides production and distribution of biotech instruments, e.g. AutoGen (fully automated nucleic acid extraction), highly advanced gel documentation systems, nucleic acid purification kits, ThermoCycler and most typical laboratory equipment for molecular biology.

Vaecgene Biotech GmbH

BIOTECH THERAPEUTICS & DIAGNOSTICS

Keywords: Clinical Diagnostics, Proteomics, Drug Development, Immune Therapy, Infectious Diseases, Oncology

Vaecgene focuses on the research and development of novel therapeutics and in vitro diagnostics. Core competence and proprietary technology are the development of viral vectors that helped Vaecgene to establish a broad portfolio including individual drugs for immunological treatment of tumors and infectious diseases. Recently, Vaecgene has developed a new intelligent technology, AMIDA, for functional proteomics for fast and efficient identification and validation of tumor markers for early detection of cancer. In addition, the company offers services related to Epstein-Barr-Virus. The company has also extensive experience in monitoring and quantitating the immune competence in patients and non-human primates.

vasopharm GmbH

BIOTECH THERAPEUTICS & DIAGNOSTICS

vasopharm is a pharmaceutical company dedicated to the discovery and development of novel therapeutics for the treatment of cerebro- and cardiovascular diseases and their consequences. The company is focused on the development of therapeutics which permits steering the bioavailability of biological NO, covering the entire NO/cGMP signal cascade and its functional counterpart NOX. vasopharm's drug candidate VAS203 represents a completely new class of NOS modulators targeting cerebral vessels and cerebral tissue, thus preventing life threatening rises in intracranial pressure after a traumatic brain injury. www.vasopharm.com

vermicon AG

BIOTECH AGRO, FOOD, ENVIRONMENT

vermicon AG offers solutions for microbiology. The company develops and markets products and services for the detection and analysis of microorganisms. Additionally the company offers microbiological consulting. Its approach is new and non-conventional. Our portfolio comprises: The products - our detection systems for industrial and private customers. The services - extensive analyses for microbiology. Microbiological consulting – the unique link between microbiology and consulting. The power of the technology portfolio combined with a strong and innovative team consisting of microbiologists and chemists allows us to explore completely new and exciting ways.



Contact:
Dr. Reinhard Zeidler

Marchioninstr. 25
D-81377 München
Phone: +49 (0) 89 70992-96
Fax: +49 (0) 89 70992-25
E-Mail: info@vaecgene.de
Internet: www.vaecgene.de



Contact:
Christian Wandersee

Friedrich-Bergius-Ring 15
D-97076 Würzburg
Phone: +49 (0) 931 359099-0
Fax: +49 (0) 931 359099-12
E-Mail: office@vasopharm.com
Internet: www.vasopharm.com



Contact:
Barbara Roderus

Emmy-Noether-Str. 2
D-80992 München
Phone: +49 (0) 89 15882-0
Fax: +49 (0) 89 15882-100
E-Mail: info@vermicon.com
Internet: www.vermicon.com



Contact:
PD Dr. Fritz Thümmeler

Lise-Meitner-Str. 30
D-85354 Freising-Weihenstephan
Phone: +49 (0) 8161 1411211
Fax: +49 (0) 8161 1411212
E-Mail: info@vertis-biotech.com
Internet: www.vertis-biotech.com



Contact:
Christian Sacher

Sembdnerstr. 5
D-82110 Germering
Phone: +49 (0) 89 800777-60
Fax: +49 (0) 89 800777-88
E-Mail: verum@verum.de
Internet: www.verum.de



Contact:
Dr. Ludwig Furtmayr

Behringstr. 11
D-82152 Planegg-Steinkirchen
Phone: +49 (0) 89 899336
Fax: +49 (0) 89 8599949
E-Mail: viramed@viramed.de
Internet: www.viramed.de

vertis Biotechnologie AG

BIOTECH DNA/PROTEIN ANALYTICS

Keywords: [Chip / Array Technology](#), [Genomics](#), [PCR](#), [Analysis](#)

VERTIS was established in 2000 as a spin off from Technical University Munich-Weihenstephan, Germany. The company offers highest quality and fast turn-around molecular biology services in the field of functional genomics. VERTIS has developed an innovative technology platform which significantly accelerates gene discovery projects. VERTIS products and services can be broadly grouped into the following categories:

- cDNA synthesis
- Full-length cDNA cloning
- cDNA library construction
- Cloning and analysis of small non-coding RNA (sncRNA, the prototype of which is microRNA)
- Profiling of gene expression using novel ultra high throughput MPSS DNA sequencing technology

VERUM.de GmbH

CRO

Keywords: [Cardiovascular Diseases](#), [Clinical Research](#), [CNS](#), [Dermatology](#), [Diabetics](#), [Oncology](#), [Respiratory Diseases](#)

Verum is a CRO highly specialized in monitoring in Central and Eastern Europe. We have experienced and well established monitoring units in Hungary, Romania, Belarus and in the Ukraine. Verum also covers Czech Republic, Slovakia, Kazakhstan, Baltics, Georgia and Uzbekistan. All our CRAs are highly educated, well trained and permanently employed. A long tradition combined with an excellent relationship to authorities and a broad experience from more than 120 international projects guarantee the smooth conduct of a trial and high quality of the data. Client related key functions like reporting, contracting or invoicing as well as project and quality management are provided by the German head office.

Viramed Biotech AG

BIOTECH DEVICES & REAGENTS

Keywords: [Clinical Diagnostics](#), [ELISA / EIA](#), [Infectious Diseases](#)

Based on 20 successful years on the German IVD-Market, Viramed Biotech AG produces and markets IVD-Products, based on its proprietary research and development. The company focuses on Westernblot-, Stripe- and Elisa-test kits for serological screening and confirmation of infectious and autoimmune diseases. The major products are Westernblot tests for *Borrelia sp.*, *Yersinia*, *Helicobacter p.*, Epstein-Barr-Virus, *Bordetella pertussis*, ENA and autoimmune liver diseases. New analytics based on purified and recombinant antigens are under development. The development of antigens and test kits for specific analytics are offered as service. The company aims to intensify export of existing products worldwide and appreciates further distribution contacts.

ViroLogik GmbH

BIOTECH THERAPEUTICS & DIAGNOSTICS

Keywords: Drug Development, Infectious Diseases

ViroLogik develops innovative drugs for treatment of viral diseases with a focus on Hepatitis C, HIV and Influenza.

ViroLogik devised a novel strategy to overcome the formation of drug-resistance. The approach aims at the inhibition of highly conserved host cell factors mandatory for viral replication. This is in contrast to many current drugs that target fast changing viral proteins and, hence, are prone to formation of drug resistance.

ViroLogik obtained a licence for a highly promising drug candidate and owns a broad panel of patents and patent applications. Comprehensive partnerships with leading research institutions, hospitals and pharmaceutical companies secure access to valuable expertise, networks and resources.

vivoPharm Europe Ltd

CRO

Keywords: Bone / Joint Diseases, Metabolic Diseases, Oncology, Drug Development, Medical Writing, Pharmacology, Toxicology

vivoPharm is a contract research organisation (CRO) based in Australia. It offers integrated preclinical services to the biotechnology and pharmaceutical industries, which include in vitro and in vivo efficacy, safety, toxicology (GLP), pharmacodynamic and pharmacokinetic analyses.

The company's advanced animal facilities, laboratories and corporate headquarters are located in Adelaide, Australia. Its European office is based in Munich, Germany. vivoPharm works closely with its clients to develop a flexible experimental design to best serve each customer's individual needs. vivoPharm operations are GLP compliant and meet the highest industrial standards, acknowledged by customers worldwide.

Wacker Chemie AG

CHEMICAL INDUSTRY & INDUSTRIAL BIOTECHNOLOGY

Keywords: Nutraceuticals, Peptide/Protein, Antibody Production Service, Fine Chemicals / Reagents

WACKER is a globally active chemical company headquartered in Munich, Germany. With a wide range of state-of-the-art specialty products, WACKER is a leader in numerous industrial sectors. Its products are required in countless high-growth end-user sectors such as photovoltaics, electronics, pharmaceuticals and household/personal care products.

Within its bio division, WACKER uses advanced biotech processes to offer innovative and tailored solutions and biotech products for the pharma and the food & nutrition industry. Its products include pharmaceutical proteins, cyclodextrins and fermentation-grade cysteine. The division focuses on developing customized solutions for growth sectors such as food additives and pharmaceutical actives.



Contact:
Karl Appelmann

Henkestr. 91
D-91052 Erlangen
Phone: +49 (0) 9131 974434-0
Fax: +49 (0) 9131 974434-43
E-Mail: info@virologik.com
Internet: www.virologik.de



Contact:
Dr. Katja Wosikowski

Grillparzerstr. 25
D-81675 München
Phone: + 49 (0) 89 552797-590
Fax: + 49 (0) 89 552797-599
E-Mail: info@vivopharm.eu
Internet: www.vivoPharm.eu



Contact:
Rachela Mohr

Hanns-Seidel-Platz 4
D-81737 München
Phone: +49 (0) 89 6279-0
Fax: +49 (0) 89 6279-1770
E-Mail: info@wacker.com
Internet: www.wacker.com



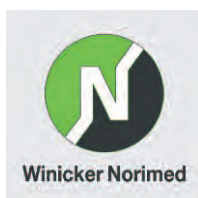
Contact:
Katja Arnold

Grillparzerstr. 10
D-81675 München
Phone: +49 (0) 89 413138-0
Fax: +49 (0) 89 413138-99
E-Mail: investors@wilex.com
Internet: www.wilex.com



Contact:
Kilian Schramm

Karlstr. 55
D-80333 München
Phone: +49 (0) 89 4524466-0
Fax: +49 (0) 89 4254466-50
E-Mail: kilian.schramm@wimasis.com
Internet: www.wimasis.com



Contact:
Jens Winicker

Deutschherrnstr. 15-19
D-90429 Nürnberg
Phone: +49 (0) 911 926800
Fax: +49 (0) 911 9268039
E-Mail: wn@winicker-norimed.de
Internet: www.winicker-norimed.de

Wilex AG

BIOTECH THERAPEUTICS & DIAGNOSTICS

Keywords: Drug Development, Antibody, Small Molecules, Oncology

WILEX AG is a biopharmaceutical company based in Munich, Germany. Focused on oncology, the company has a broad portfolio of near-to-market therapeutic and diagnostic products for the targeted treatment and specific detection of various types of cancer. The company's therapeutic product candidates are based on antibodies and small molecules. Through its US subsidiary WILEX Inc. in Cambridge, MA, WILEX markets a portfolio of research use only and in vitro diagnostic tests under the brand Oncogene Science®. These diagnostic tests could be developed as companion diagnostics in clinical trials and for therapy monitoring. The wholly owned subsidiary Heidelberg Pharma AG gives WILEX access to an attractive and highly promising antibody drug conjugate technology platform and a pre-clinical service business. The business model of WILEX covers the entire value chain in the oncology market and comprises research, technology, development collaboration as well as sales and marketing. WILEX's customers and partners include leading international pharmaceutical companies.

Wimasis GmbH

BIOTECH BIOINFORMATICS

Keywords: Inflammation, Dermatology, Cardiovascular Diseases, Microscopy, Automation, Devices

Wimasis is an image analysis service in the field of life science, preclinical and clinical research. Its focus lies in the automation of image analysis tasks via an intuitive, web-based interface, that allows access to large scale computing power. With multiple fully automated solutions in the life sciences (Scratch, Tube Formation, Chemotaxis Assays, etc.), Wimasis has grown a worldwide userbase from Australia to Zypress. Besides the ongoing development projects in the field of cell-based assays, many custom solutions are continuously being developed for *in vitro* and *in vivo* analysis. If you are looking at cells, tissue or data generated from clinical imaging modalities, Wimasis can help you solve the automation task with cost efficient tools.

Winicker Norimed GmbH – Medizinische Forschung

CRO

Winicker Norimed, established in 1993, is a full service Contract Research Organization, located in Southern Germany in the center of Nuremberg. Our highly skilled personnel has many years of professional experience in clinical research and consists of physicians, life scientists, psychologists, statisticians and other specialists with medical background. Our reputation is based on professionalism, personal commitment and an efficient client-oriented cooperation. We deliver quality by exclusively working according to internationally accepted standards, Good Clinical Practice and by following our or our clients' Standard Operating Procedures. Winicker Norimed offers a full range of services in clinical research, from planning through reporting. We manage and conduct phase II-IV clinical trials, non-interventional trials, epidemiological studies and registers.

XL-protein GmbH

BIOTECH

Keywords: Peptide/Protein, Pharmacokinetics, Drug Development

XL-protein is a biopharmaceutical company utilizing its proprietary 'PASylation' technology to develop second generation biopharmaceuticals with prolonged plasma half-life. PASylation of therapeutic proteins allows less frequent and lower dosing combined with better tolerability, also opening perspectives for follow-on products of approved biopharmaceuticals. 'PASylation' – the genetic fusion with conformationally disordered polypeptide sequences composed of the amino acids Pro, Ala, and Ser – provides a superior way to attach a solvated random chain with large hydrodynamic volume to a biologically active protein. Thus, its typically rapid clearance via kidney filtration can be retarded by one to two orders of magnitude while the PAS moiety is biochemically inert and easily degradable.

Xvir Therapeutics GmbH

BIOTECH THERAPEUTICS & DIAGNOSTICS

Xvir Therapeutics GmbH was founded in 2004 and is focusing on the clinical development of novel cancer therapies for the treatment of various solid tumors, and in particular of drug-resistant or radiation-resistant tumors. Such cancer therapies are based on the use of oncolytic adenoviruses restoring drug sensitivity and radiation-sensitivity, respectively, of the tumors. Experimental evidence for the efficacy of Xvir's therapeutic approach has been provided in several animal studies. Xvir's therapeutic approach is covered by proprietary patents and patent applications, respectively.

Zentrum für Humangenetik und Laboratoriumsmedizin Dr. Klein und Dr. Rost GbR

BIOTECH THERAPEUTICS & DIAGNOSTICS

Keywords: ELISA / EIA, Chip / Array Technology, Genomics, Microscopy, PCR, Pharmacogenomics, Pharmacogenetics

The Center for Human Genetics und Laboratory Medicine Dr. Klein and Dr. Rost in Martinsried was founded in 1998 and is accredited according to DIN EN ISO/IEC 17025 and ISO 15189. The facility provides quality genetic services in diagnostics, prevention and management of hereditary disorders as well as birth defects affecting the fetus, the newborn, the child and adults. The laboratory provides DNA/RNA testing for more than 200 diseases, continuously developing new tests and implementing state-of-the-art technologies such as array-CGH and Next Generation Sequencing (NGS).



Contact:
Prof. Dr. Arne Skerra

Lise-Meitner-Str. 30
D-85354 Freising
Phone: +49 (0) 8161 53730-90
Fax: +49 (0) 8161 53730-99
E-Mail: info@xl-protein.com
Internet: www.xl-protein.com



Contact:
Dr. Per Sonne Holm

Nymphenburger Str. 1
D-80335 München
Phone: +49 (0) 89 99317446
Fax: +49 (0) 89 51556413
E-Mail: info@xvir.com
Internet: www.xvir.com

ZENTRUM FÜR HUMANGENETIK
UND LABORATORIUMSMEDIZIN
Dr. Klein und Dr. Rost



Contact:
Dr. Hanns-Georg Klein

Lochhamer Str. 29
D-82152 Martinsried
Phone: +49 (0) 89 895578-0
Fax: +49 (0) 89 895578-780
E-Mail: info@medizinische-genetik.de
Internet: www.medizinische-genetik.de

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Fax: +49 (89) 800650-555

Email: info@cro-sss.de
Web: www.cro-sss.de

ROMANIA:

SSS Clinical Research S.R.L.
info@cro-sss.ro

POLAND:

SSS Clinical Research Polska sp. z o.o.
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Am Klopferspitz 19
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