

# Quest for Success

Three ways of  
turning a promising  
drug candidate  
into a marketable  
product

Life  
Science  
Nord



4/2012

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MAGAZINE FOR THE  
MEDTECH, BIOTECH  
AND PHARMA SECTOR

## **BIO-Europe 2012**

Europe's most important partnering  
conference in Hamburg

## **Scissors as Remedy**

A new therapy aims to cure  
AIDS with a special enzyme



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SUBMARINER's objective is to promote innovative and sustainable uses of the Baltic Sea's resources

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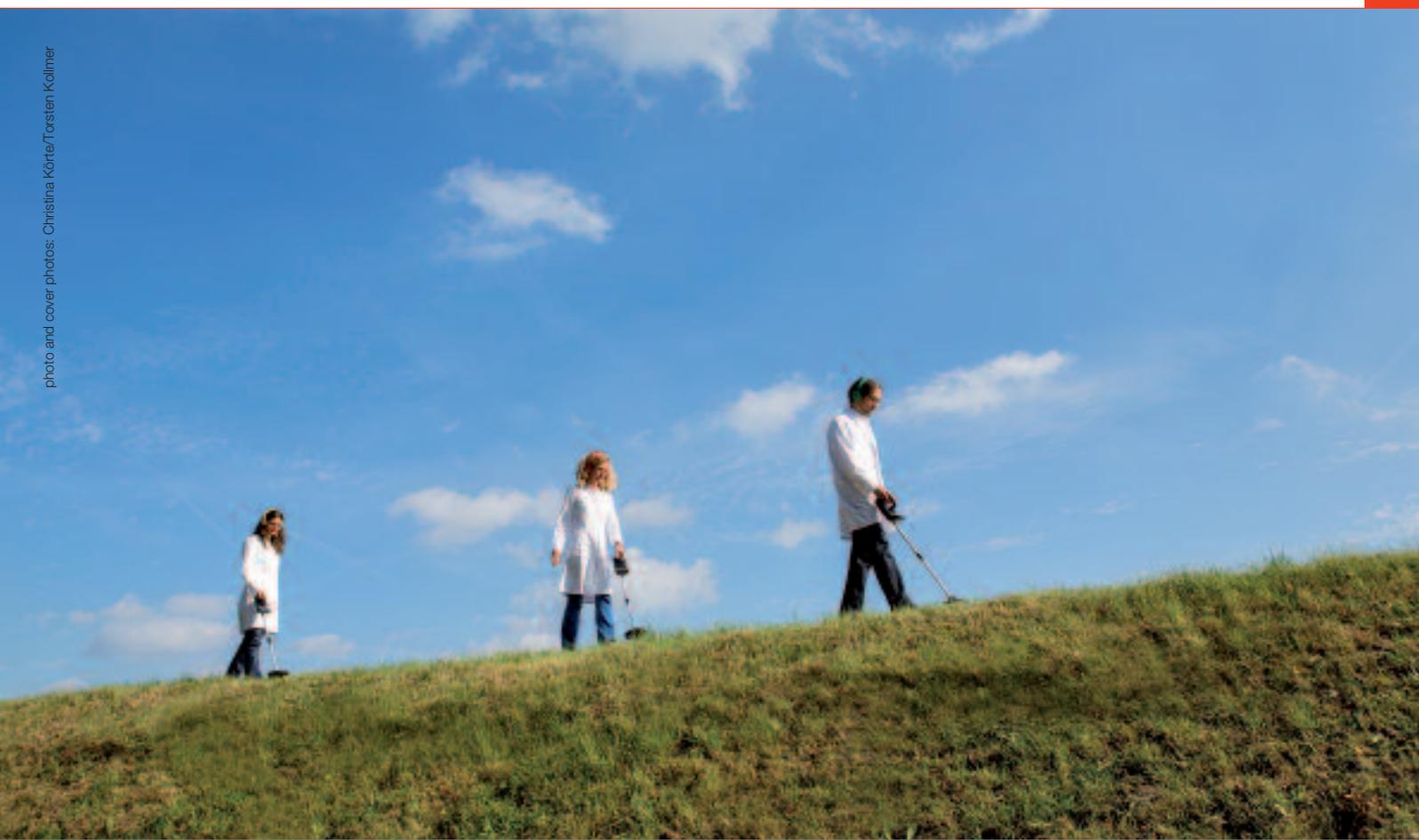
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■ **Dear Readers**, after a break of five years, Hamburg is again the venue for BIO-Europe, the most important European partnering conference for the pharma and biotech industry. As regional Host Sponsor, Life Science Nord will welcome some 3,000 attendees from 40 countries, who will converge on Hamburg to make new contacts. This issue of the Life Science Nord magazine provides details and background information on BIO-Europe. Dr. Hinrich Habeck, Managing Director of Norgenta North German Life Science Agency explains why he finds North Germany such an attractive location for the life science sector. In the interview, he also describes how the cluster will generate synergies across sectors and boundaries in the future. Besides BIO-Europe, our magazine focuses mainly on drug development. On the basis of three examples, we present the various strategies that companies from North Germany are pursuing to tackle this time-consuming and expensive process. Developing new drugs also involves clinical trials. In an interview, Dr. Nils Drews from Clariness GmbH in Hamburg explains their significance and the challenges they pose. Scientists at the Heinrich Pette Institute still have to overcome this final, important hurdle. They are working on a new therapy against AIDS in which an enzyme plays the key role. You can learn more about this exciting project in our know-how section. As usual, our magazine also includes a section on news and services from Hamburg and Schleswig-Holstein.

The Life Science Nord team hopes you will find the magazine enjoyable and informative.

An application to include the SUBMARINER Network for Sustainable and Innovative Uses of Baltic Marine Resources as a new umbrella flagship project has been submitted to the Coordinators of the Priority Area 7 "Research and Innovation".

## DORIS III UNMASKS HERPES

With the aid of DESY's X-ray light source DORIS III, an international team of researchers has deciphered a widespread herpes virus. The examination shows how the Epstein-Barr virus, which belongs to the group of herpes viruses, deactivates the alarm chain of the body's own immune defense with a molecular bait.

Using a combination of methods, researchers at the University of Ghent, Belgium, together with colleagues from the European Molecular Biology Laboratory (EMBL) in Grenoble, France, and Hamburg have for the first time clarified, at the molecular level, how the protein BARF1 produced by the pathogen blocks the protein hCSF-1 in the human body. To do so, they examined BARF1, hCSF-1 and the combination of both proteins, using, among other methods, shortwave X-ray radiation at the European Synchrotron Radiation Facility ESRF, the Swiss Light Source SLS and DESY (Deutsches Elektronen-Synchrotron). The X-ray radiation produces scatter images of the crystallized proteins, which enable their structure to be reconstructed in detail. At the EMBL measurement station X33 at DESY's particle accelerator DORIS III, the researchers also succeeded in x-raying the proteins in a solution – in other words under conditions similar to their natural environment. "The mechanism of immune response modulation that we discovered is indeed unique and is certainly the most exciting result of this examination," says Dmitri Svergun, who led the EMBL work in Hamburg under the project. The Federal Ministry for Education and Research partly funded the project under the SYNC-LIFE grant. According to the scientists, the insights will provide ideas for new drug developments. The Epstein-Barr virus belongs to the group of herpes viruses and triggers, inter alia, Pfeiffer's disease (mononucleosis). It also plays a role in at least one type of cancer. The pathogen, also known as human herpesvirus 4, is extremely widespread: 90 to 95 percent of the adult population worldwide are infected. The infection often produces no symptoms and the virus remains in the body forever.

Further information: [www.desy.de](http://www.desy.de)

### ■ USE OF MARITIME RESOURCES

## A New Flagship

■ Together with the Schleswig-Holstein Ministry for Economic Affairs, Employment, Transport and Technology as flagship leader and the Swedish Agency for Marine and Water Management and the Maritime Institute Gdansk as co-leader, the SUBMARINER project partners have applied for flagship project status in the action plan of the EU Strategy for the Baltic Sea Region. Thematically, the flagship's motto is "SUBMARINER Network: Transnational Projects for Sustainable and Innovative Uses of Baltic Marine Resources". SUBMARINER's objective is to promote innovative and sustainable use of the Baltic Sea's marine resources. The project creates the basis for a viable development of the Baltic Sea region. The status as flagship project serves as an umbrella for a multitude of coordinated activities applying to shared visions and values for the development of the region and utilizing a common communication and coordination structure. This gives North Germany an opportunity to build on its strength in Marine Biotechnology and assume a pioneering role in the Baltic Sea region. **sm**

Further information: [www.submariner-project.eu](http://www.submariner-project.eu)

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### ■ SUPPORT FOR THE BIOTECHNOLOGY SECTOR

## Attractive Funding Opportunities

This autumn, two calls for proposals at European and German level are aimed at biotech and medical technology companies

■ For the eighth time, ERA-Net EuroTransBio will conduct a selection round to promote transnational R&D projects of SMEs. It aims to support innovative and collaborating companies from all areas of the biotech industry. Consortia with at least two enterprises from different partner countries are eligible to apply for funding for industrial and applied R&D projects. Interested consortia have to submit their project proposals by January 31, 2013. ERA-Net EuroTransBio is also represented at BIO-Europe 2012 in Hamburg and will provide information on the current

call for proposals. Details on the program are also available on the web site [www.eurotransbio.eu](http://www.eurotransbio.eu)

In addition, October 1 is the starting date for a European call for proposals in ERA-Net BiophotonicsPlus, which is also open to German applicants. It is aimed above all at companies. Funding for the German participants will be provided by the BMBF. Participating countries and regions are: Germany, Israel, the UK, Tuscany, Catalonia, Flanders and Latvia. The competition aims to provide funding of up to 15 million euros for innovative collaborative projects in the field of biophotonics. R&D projects that translate biophotonic methods and processes into practical and clinical applications are eligible. The projects are due to start at the end of 2013. **sm**

#### Information and advice:

**BiophotonicsPlus: Enterprise Europe Network Hamburg - Sibyl Scharrer, [scharrer@innovationsstiftung.de](mailto:scharrer@innovationsstiftung.de), phone: +49-40-822-207-864 and Norgenta: Dr. Thomas Frahm, [thomas.frahm@norgenta.de](mailto:thomas.frahm@norgenta.de), phone: +49-40-4719-6422**

## MAX PLANCK INSTITUTE PLANNED

## New Center for Structural Research

The Free and Hanseatic City of Hamburg has laid the foundations for a Max Planck Institute for Structure and Dynamics of Matter

■ **The Hamburg government's** forward-looking decision aims to establish Hamburg as an international center of structural research. Building on the successful cooperation project "Center for Free-Electron Laser Science" (CFEL) of the University of Hamburg, Deutsches Elektronen-Synchrotron (DESY) and the Max Planck Society, research with synchrotron radiation and free electron lasers (FEL) is to be further expanded. It is planned to establish the new Max Planck Insti-

tute on the university campus in Bahrenfeld by 2018. A new X-ray laser that makes molecular movements visible should also be in use by then. Prof. Dr. Helmut Dosch, Chairman of the DESY Board of Directors, said: "The imminent establishment of the new Max Planck Institute underscores Hamburg's leading international position in the research of materials and substances using state-of-the-art X-ray and X-ray laser sources. The new institute will provide a further powerful boost to this promising area of research and will entice the world's best scientists to the Elbe metropolis. At DESY, we look forward to deepening our collaboration with the Max Planck Society in the future. We have had close ties with it for many years." The Free and Hanseatic City of Hamburg has announced that it will provide 37 million euros as a form of special funding for the new Max Planck Institute building. **sm**

**Further information:** [www.hamburg.de/bwif](http://www.hamburg.de/bwif)

## GENOME RESEARCH AGAINST MALARIA

## Successful Search

Scientists from North Germany and Ghana have published a study on the first successful genome-wide search for genes that provide protection against fatal forms of malaria

■ **The study examined** 1,500 Ghanaian children with life-threatening forms of malaria and 1,000 healthy children. To record virtually all human genes, nearly one million variants in the genome had to be examined, with successful results. According to Dr. Christian Timmann, coordinator of the study, besides well-known protective mutations in the genes for sickle cell disease and blood group O, the scientists found clear differences between sick and healthy children in the case of two further genes. "One controls calcium concentration in red blood platelets, the cells in which malaria parasites multiply. The other supports the sealing of vascular walls, which are known to be damaged in life-threatening malaria." Timmann works at the Hamburg Institute for Tropical Medicine and at the Institute for Medical Biometry and Statistics at the University of Lübeck. He conducted the study together with colleagues of the two institutes and with scientists from the University of Kumasi, Ghana, and the University of Kiel. The researchers are very optimistic that the newly found malaria genes offer starting points for new treatments. **sm**

**Further information:** [www.uni-luebeck.de](http://www.uni-luebeck.de)



**Two further genes make the difference between healthy children and those suffering from malaria**

## NEW MASTER'S COURSE

**The new master's course in infection biology started at the University of Lübeck in collaboration with the Research Center Borstel in the winter semester 2012/13.**

The course prepares students thoroughly for independent scientific and applied work on pathogens that are relevant for humans. A particular focus is on interdisciplinary training in infection biology. The new master's course was introduced to coincide with the establishment of the German Centre for Infection Research, in which the Research Center Borstel and the University of Lübeck are partners. Graduates in biology and related disciplines as well as human and veterinary physicians can study infection biology in Lübeck and follow up by taking the master's degree. The lectures, seminars and practical training cover a range of subjects, including microbiology, immunology, cell biology, biochemistry, biophysics, structural biology and epidemiology of infectious diseases and their pathogens (bacteria, viruses, parasites, fungi).

**Further information:** [www.uni-luebeck.de](http://www.uni-luebeck.de)

## FUNDING FOR RESEARCH TRAINING GROUP

**The DFG (Deutsche Forschungsgemeinschaft) has again reviewed the research training group 1459 at the University Medical Center Hamburg-Eppendorf (UKE) and rated it as excellent. As a result, it will obtain further funding from November 2012 to April 2017.**

Over the period, the scientists will receive 3.9 million euros to conduct basic research. In the research training group "Sorting and Interactions between Proteins of Subcellular Compartments" scientists from various UKE departments, the Bernhard Nocht Institute and the University of Kiel supervise basic research projects. These focus on medical subjects with the aim of implementation in the field of medicine. The scientists and physicians take part in a focused, international, university and non-university study program, which includes organizing an international symposium. Three scientists from the UKE have joined the group as project managers: Dr. Sandra Pohl (Department of Pediatrics), Prof. Dr. Matthias Kneussel (Institute for Molecular Neurogenetics) and Prof. Dr. Stefan Linder (Institute for Medical Microbiology, Virology and Hygiene).

**Further information:** [www.grk1459.de](http://www.grk1459.de)



## LSN PRESENTATION TRACKS

On November 13, the following seven North German companies will introduce themselves from 2 to 3 p.m. to seek partnering opportunities and put forward their business strategies.

**Collaboration across the region characterizes North Germany: Joining Forces for Success**



BIO-EUROPE 2012

# The World on Our Doorstep

During BIO-Europe 2012 Hamburg will once again become the hub of the global pharma and biotech world

■ After five years, Europe's most important partnering conference is returning to Hamburg. From November 12 to 14, managers and executives from pharma, biotech and finance will converge on Congress Center Hamburg (CCH) for three days of international networking. 21 North German companies from the sector will be represented in a major joint presentation (booth no. 33) under the umbrella of regional Host Sponsor Life Science Nord. "BIO-Europe is a strategic event for the region of Hamburg and Schleswig-Holstein, because it brings the international trends in life science to our very doorstep," emphasizes Dr. Hinrich Habeck, Managing Director of the cluster management agency Norgenta GmbH (see also page 14).

The partnering system is the highlight of the conference. Participants can get to know potential partners in fixed-duration one-to-one meetings. The host EBD expects that the number of attendees will be higher than 2012, with some

3,000 participants from over 40 countries. In numerous one-to-one meetings, they will seek to make new contacts. In total, they represent over 1,800 companies. The meetings and agendas can be arranged ahead of the conference, thanks to partneringONE, the organizer's own networking system. In addition, workshops, panel discussions and an exhibition will provide information on the latest developments and trends in science and business. On November 13, seven North German companies will introduce themselves in presentation tracks from 2 to 3 p.m. to seek partnering opportunities and put forward their business strategies.

The decision to choose Hamburg as the venue for BIO-Europe reflects the large number of companies in the North German life science sector and their innovativeness. Some 150 companies are engaged in biotechnology research for medical and industrial applications. Life Science Nord is also home to pharmaceutical companies.

### Clariness

Clariness is the leading patient recruitment service provider in Europe. Its unique patient portal ClinLife is active in 33 countries and 22 languages. With a track record of 700 clinical trials and counting top biotech, medical device, as well as 8 of the top 10 pharmaceutical companies, as its customers, Clariness can ensure that clinical trials are completed on time and within budget. [www.clariness.com](http://www.clariness.com) / [www.clinlife.net](http://www.clinlife.net)

### Evotec

Evotec is a leading drug discovery alliance and development partnership company focused on rapidly progressing innovative product approaches. The company operates worldwide providing the highest quality stand-alone and integrated drug discovery solutions, covering all activities from target-to-clinic. Evotec specializes in key therapeutic areas including neuroscience, pain and metabolic diseases as well as oncology and inflammation. [www.evotec.com](http://www.evotec.com)

### Heinrich Pette Institute – Leibniz Institute for Experimental Virology

Integration of HIV proviral DNA into the host cell genome establishes the infection permanently. Therefore, current drug therapy (HAART) cannot eliminate HIV. Researchers at the Heinrich Pette Institute in Hamburg (HPI) developed an HIV-specific recombinase (Tre-recombinase) that removes the integrated HIV provirus in vivo. Thus, Tre-recombinase provides the technology to cure HIV/AIDS. [www.hpi-hamburg.de](http://www.hpi-hamburg.de)

### Indivumed

Indivumed, a German ISO-certified biotechnology company, provides state-of-the-art services for biomarker discovery and highest quality, clinically defined biospecimen products that show the molecular realities as they were in the human body enabled through its unique collection process utilizing its highly trained employees right in the surgery rooms of its partnering cancer clinics. [www.indivumed.com](http://www.indivumed.com)

### POCDIA

POCDIA develops a unique PoC system for multi-parameter analysis based on electrical biochips. Automated assays including collection of 2 µl whole blood run in a disposable microfluidic cartridge. Its performance is demonstrated with a hepatitis C virus test. The sensitive detection of different antibodies against the virus allows reliable identification of infected patients in only 15 minutes. [www.pocdia.de](http://www.pocdia.de)



**The partnering system is the highlight of the conference. Participants can get to know potential partners in fixed-duration one-to-one meetings**

### Provecs Medical

Provecs Medical is a biopharmaceutical company founded in 2007 as a spin-off of the University Medical Center, Hamburg-Eppendorf, specialized in the development of novel targeted immunotherapeutics for cancer and infectious diseases. Its ENVIRO technology is unique in immunological reprogramming of diseased tissues. In oncology, the first product Immunalon is in preclinical development. [www.provecs.com](http://www.provecs.com)

### Richter-Helm

Richter-Helm is a contract manufacturing organization operating several multipurpose GMP facilities for manufacturing of microbial-derived biopharmaceuticals. We have substantial experience with different biopharmaceuticals including several classes of recombinant proteins, vaccines and plasmid DNA. In addition, we are developing our own biopharmaceutical products from bench to market. [www.richter-helm.eu](http://www.richter-helm.eu)

As Europe's largest partnering conference serving the global biotechnology industry, BIO-Europe attracts the world's top dealmakers from biotech, pharma and finance along with exciting emerging companies. "The Hamburg and Schleswig-Holstein region has a thriving life science sector that is internationally competitive," said Carola Schropp, President of EBD Group. "Big pharma has a presence there, as well as new and innovative biotech and medtech companies with expertise ranging from implants and imaging technology, analytical and diagnostic products, and promising therapeutic agents, to world-class research and development. BIO-Europe will effectively showcase this expertise to an international delegation."

The City of Hamburg and the Life Science Nord Cluster invite all attendees to a Welcome Reception on Sunday evening. **bp**  
**Further information:** [www.ebdgroup.com](http://www.ebdgroup.com),  
[www.life-science-nord.net](http://www.life-science-nord.net)

■ SUCCESSFUL BASIC RESEARCH

# Scissors as Remedy

A new therapy aims to cure AIDS. The key role is played by a special enzyme that recognizes the HIV genome in the genetic material of the infected cells and removes it as if it was a pair of “molecular scissors”



**Prof. Joachim Hauber of the Heinrich Pette Institute for Experimental Virology and Immunology has made a decisive step towards healing AIDS**

■ **Prof. Joachim Hauber’s focus** is on the antiviral principle: “If you had a viral disease,” he asks, “would you want to suppress the virus or get rid of it altogether?” The answer should be clear – and not just among HIV patients. However, current anti-AIDS therapies can only keep the HI virus at bay; they are unable to eliminate it.

The reason is that HI viruses integrate their own genome into the DNA of the affected cells,

creating a connection that has been considered inseparable in the past. Recombinases could be the solution. These are enzymes that recognize certain DNA sequences. They remove the DNA like a pair of “molecular scissors” and are able to rearrange – or recombine – the genes.

## Somatic gene therapy is a possibility

Together with Prof. Frank Buchholz from TU Dresden, Prof. Joachim Hauber and his team of researchers at the Heinrich Pette Institute (HPI) have succeeded in developing so-called Tre-recombinase – in 124 mutation steps. Studies conducted at the HPI, Leibniz Institute for Experimental Virology, in Hamburg show that this new enzyme is able to identify the HIV genome in the genetic material of infected human cells and remove it. The researchers created the basis for Provirex, a spin-off company, and made one – but only one – decisive step towards healing AIDS.

“Unfortunately, Tre-recombinase cannot simply be swallowed as a pill,” explains Prof. Hauber. “Instead, we will have to develop viral vectors. These will help us get the gene of the enzyme into the infected cells so that Tre-recombinase is produced there. Somatic gene therapy is such a possibility. This involves taking blood from the patient and obtaining hematopoietic stem cells from it. These cells are “infected” with Tre-recombinase and returned to the blood circulation.

The research team conducted the current test series with humanized mice. “We were able to detect very clear antiviral effects and confirm our previous excellent results in vivo,” Prof. Hauber is pleased to report. Together with his colleagues, the biologist has just presented the data at the International AIDS Conference in Washington and is now seeking investors.

Despite the outstanding prospects, there are so far no plans to provide further funding for Provirex’s approach in the clinical phase. “This is the case even though we couldn’t have hoped for better results even in our wildest dreams,” emphasizes Prof. Hauber. This makes him optimistic that funding can be obtained to cover the five to six million euros that are needed. “We want to start with the clinical studies by the end of next year,” he says. And in a further five years at the latest, Tre-recombinase should be used as an advanced therapy that does not merely keep the virus at bay in HIV-infected patients, but hopefully eliminates it. **hk**

**Further information:** [www.hpi-hamburg.de](http://www.hpi-hamburg.de)

■ DRUG DEVELOPMENT

# Quest for Success — 3 Paths Achieving One Goal

There are many ways to turn a promising drug candidate into a marketable product. Three examples from the Life Science Nord region show how different strategies are being pursued prosperously



## 1 Partnership

■ **Even today, Prof. Dr. Dr. Edith Huland's enthusiasm** is still evident when she talks about her first encounter with the team from Nordmark Arzneimittel GmbH & Co. KG. "They are really passionate about what they do." This was her reaction during a meal with Dr. Manfred Kurfürst and his staff. The discussion focused on the immune hormone interleukin-2 presented by Prof. Huland as a therapeutic agent. All those present talked about the potential of the drug and whether the two sides could collaborate. She was really impressed and felt accepted straight away. As a result, Prof. Huland's Immunservice GmbH and Nordmark quickly entered into a cooperation agreement with a view to obtaining marketing authorization for interleukin-2 to inhale as a therapeutic agent to combat renal cancer metastases (renal cell carcinoma) in a few years.

### Partnership

While ambitious, the goal is certainly realistic. The EMA (European Medicines Agency), which is responsible for drug approval, has granted Immunservice permission to shorten clinical development significantly for so-called orphan drugs (medicines that target rare diseases). Instead of going through phases I, II and III in their entirety, the drug candidate, which is known as Pulmoleukin, is only required to pass through phase II with 30 patients before the follow-up study for marketing authorization begins. The reason is that

the therapeutic effect of the body's own immune hormone interleukin-2 has long been known – also in connection with renal cell carcinoma. Furthermore, approved medicines containing this drug are already used in cancer therapy. What makes Pulmoleukin novel is the production of interleukin-2 in mammalian cells and its administration by means of inhalation. It is not the what, but the how that is new.

Pulmoleukin could receive market authorization for Europe in just a few years and protect patients from the risk of suffocation and shortness of breath – in part because the two partners' areas of expertise ideally complement each other. Immunservice provides Prof. Edith Huland's extensive experience with interleukin-2 in clinical research. Nordmark and its subsidiary Bibitec GmbH offer expertise in active substance production with mammalian cells and the infrastructure to produce under GMP conditions. In working with the active substance for more than 25 years, Huland demonstrated the importance of interleukin-2 production in mammalian cells. She showed that the replicated immune hormone is very well tolerated, stable and effective if its structure closely resembles that of the body's own hormone. The details are also important: a residual amount of sugar at the right place in the protein can greatly enhance effectiveness and tolerance. If the protein is synthesized in bacteria instead of body cells, the structure is largely acceptable,

## 2 Competence Cluster

# By their joint efforts scientists bring drug development to a new level

but not necessarily in all details. In simplified terms, it can be said that the closer the synthesized cell is to the human body cell biologically, the more closely the synthesized protein resembles the body's own protein. And for this reason, the production of interleukin-2 in mammalian cells is superior to production in bacteria. "Nordmark was our perfect partner in this respect as well," Huland says. She adds that few companies have mastered protein production in mammalian cells. "With Nordmark, we now have such a firm more or less on our doorstep." The company, based in Uetersen in Schleswig-Holstein, specializes in the production of biological active substances (above all pancreatin) and medicines. Thanks to its especially stable properties, interleukin-2 from mammalian cells is suitable for inhalation. Huland identified this method as being especially simple, gentle and effective: the inhaled interleukin-2 combats pulmonary metastases of renal cancer. "We were astonished to discover that they melt like snow in the sun," reports Huland with fascination. Interleukin-2 does not just stop cancer cell growth; it can even completely heal patients. Huland believes the reason is that interleukin-2 promotes T-cell production, thereby stimulating the immune system.

### Competence cluster

"Developing a medicinal product is like putting together a mosaic with many pieces – if just one piece is missing the whole project fails," says Nordmark Managing Director Kurfürst. And if the pieces fit together ideally, the development can be considerably accelerated – even without a shortened approval procedure. Dr. Timm Jessen, coordinator of the NEU<sup>2</sup> consortium and Managing Director of Bionamics GmbH, estimates that up to 20 percent of the time from development of a drug to the sale of the medicine in the pharmacy can be saved.

NEU<sup>2</sup> views itself as a "competence cluster". It works on the simple but efficient principle that experts should concentrate on what they can do best. Dr. Timm Jessen, the coordinator, describes this approach as "competence hopping". The players contribute precisely those capabilities in which they have particular expertise. Each project partner is a specialist for one or several sections on the long road from drug candidate to medicinal product. The consortium's goal is to develop new medicines to treat neurological diseases, especially multiple sclerosis. Eight such projects have now been launched. At present, the consortium consists of ten partners: Bionamics GmbH, Biotest AG, Cedrus Therapeutics Inc., Epomedics GmbH, Evotec AG, European ScreeningPort GmbH, Medeon GmbH, MediGate GmbH, Merck KGaA and the University Medical Center Hamburg-Eppendorf.

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## Well-arranged duties lead partners to success in the end

Collaboration among companies that display huge differences in terms of the number of employees, financial size or areas of expertise is essential in the competence cluster if a project is to remain on track and synergies successfully exploited. The project managers play a vital role: they have to recognize the positions and interests of all parties involved and ensure that everyone works together and does not lose sight of the joint objective. The latest success of NEU<sup>2</sup> indicates that the consortium appears to be working well. It recently secured 20 million euros in funding for the second time under the BioPharma strategy competition of the BMBF (Federal Ministry of Education and Research). The key assessment criteria were productivity, interaction among the consortium partners and sustainability of the structures created. “NEU<sup>2</sup> convinced the judges in all three categories,” explains coordinator Jessen, and points out to how the funding can be leveraged: “The 20 million euros will mobilize private sector investment of at least the same amount. These funds come from private and institutional investors and the research budgets of participating firms.”

### Out-licensing

CONARIS Research Institute AG, based in Kiel, has also decided to concentrate on what it does best. However, it has chosen a different route to that taken by the NEU<sup>2</sup> consortium. Instead of jointly developing the finished medicine with project partners, CONARIS licensed out its drug, FE301, in 2008 to the pharmaceutical company Ferring Arzneimittel GmbH before the preclinical stage. FE301 is a recombinant protein that can be used to treat inflammatory diseases such as rheumatoid arthritis (RA) or chronic inflammatory bowel diseases (CIBD). FE301 was discovered by Prof. Stefan Rose-John, the Director of the Institute for Biochemistry at the Christian Albrechts University in Kiel and passed on to CONARIS in 2006. The molecule was then modified further and its stability enhanced to enable it to be used in a therapy. It is now set for clinical trials. “We fill the gap in which a drug is no longer interesting for scientific research and not yet interesting for the pharmaceutical industry,” explains Dr. Dirk Seegert, CEO of CONARIS AG. He says that CONARIS aims to develop a drug until it has passed the preclinical stage; the fact that Ferring acquired the FE301 license earlier is unusual. But Seegert clearly sees a trend of pharma firms entering into drug development at an increasingly early stage: “While the risk is higher, the costs for the licenses are lower.”

The following numbers illustrate the scale of the risk, the time requirement and the costs. Statistically, of 10,000 substances examined, just one manages to be approved as a medicinal product. On average, it takes 12 years to develop a medicine and costs up to 800 million euros. In 2010, just 26 new medicines were launched on the German market instead of 36 in the preceding year. Accordingly, innovative approaches – such as those taken by companies in the Life Science Nord region – are urgently needed to move identified API's forward to the stage of application.

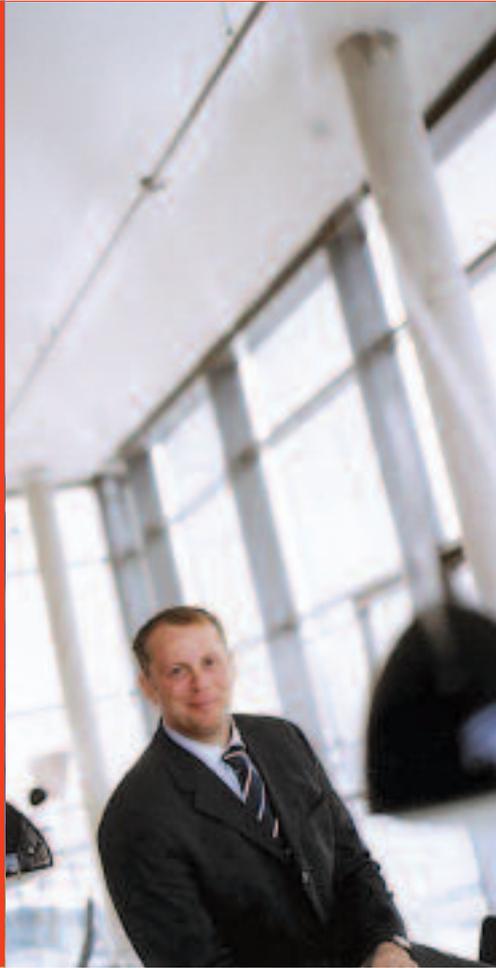
## 3 Out-licensing



# Specialists for Clinical Trials

Clinical trials are the last major hurdle a medicine has to overcome before it can be marketed. Special know-how and skills are needed to design and conduct clinical studies. The Life Science Nord region has a service provider that specializes in clinical trials: Clariness GmbH. **Dr. Nils Drews**, Medical Director of Clariness GmbH, talks about the ClinLife Internet portal and the significance of patient recruitment

## GLOBAL PATIENT RECRUITMENT



illustrates this point: About 70 percent of clinical trials worldwide overrun the planned enrolment period or were not completed because participants were recruited too slowly or in insufficient numbers.

### How do you draw the attention of patients to ClinLife?

We place our online campaign for a specific indication wherever patients obtain information on the Internet for the disease in question or related subjects. For example, if a patient seeks information on the autoimmune disease SLE – systemic lupus erythematosus – we place banner ads on the home pages of the relevant Internet forums. In addition, we use social networks such as Facebook. Above all, we apply optimized search engine marketing (SEM) to ensure that relevant enquiries result in our ClinLife portal appearing as one of the first Google search results. We present all the information in a way that patients can easily understand – we consider this a very important aspect. Our team ensures that the information meets the local needs of the potential study subjects in each country in which we run a campaign.

### So your services are not restricted to German-speaking countries?

We are represented in 33 countries in the respective local language. We are ready to launch an international recruitment campaign at very short notice. In addition, we are able to add new countries and languages based on the sponsor's needs.

### If I register at ClinLife as a patient, what happens next?

As soon as you have registered, we provide you with specific easy-to-understand information about the trial in the disease area of interest. You would be asked to complete a short questionnaire to determine your potential suitability for the study. If the pre-screening result is positive, we connect you to the respective clinic, practice or trial center you selected. The trial site will contact you within a few days. Our referral managers check with the sites to ensure that this actually happens. There are also ethical reasons for doing so. After all, patients may pin hopes on participation in a clinical study. For this reason, patients should never wait too long to learn whether they can participate in a trial designed to treat their condition.

**Further information:** [www.clariness.com](http://www.clariness.com),  
[www.clinlife.net](http://www.clinlife.net), [nils.drews@clariness.com](mailto:nils.drews@clariness.com),  
tel: +49-40-2986-7801

### Life Science Nord: Mr. Drews, what exactly does your Internet portal ClinLife do?

**Nils Drews:** ClinLife brings together the parties involved in a clinical trial to obtain the required number of participants – quickly and simply. Interested patients can find clinical studies that test new therapies for their condition. And the clients and study sites gain access to potential test subjects.

### What exactly is the advantage of such an approach?

This special form of Web-based patient recruitment accelerates the start and the implementation of a clinical trial. As we use the Internet, we reach far more patients than through traditional channels, for example newspaper ads. The pool of interested people online is large, and by providing them information and access to clinical trials, we can enhance the probability that the trial can end on time, or in some cases complete enrolment early. This offers benefits for both sides. Patients gain faster access to effective therapies, while the reduced time needed for the trial results in considerably lower drug development costs for the clients. The following example il-



## Transcending Traditional Boundaries

**Dr. Hinrich Habeck** believes that inventiveness and team spirit are what makes the life science sector in the North so strong. Together with the various players in North Germany, Norgenta's new Managing Director intends to exploit synergies across sectors and boundaries to the full



### Service Partners Life Science Nord

#### **Norgenta North German Life Science Agency GmbH**

As the central hub of Life Science Nord, Norgenta supports companies, scientists and institutions, and promotes networking between the business community and researchers.

Falkenried 88 · 20251 Hamburg  
Phone: +49-40-4719-6400  
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info@norgenta.de · www.life-science-nord.net

#### **WTSH Business Development and Technology Transfer Corporation of Schleswig-Holstein**

The WTSH is the first point of contact for all companies wishing to operate, expand or start business and innovation activities in Schleswig-Holstein. With its representative offices in Schleswig-Holstein and in other countries, WTSH provides a number of services like advice in setting up a business, foreign operations, innovations, industrial property rights and business development programmes.

Lorentzendamm 24 · 24103 Kiel  
Phone: +49-431-6666-60  
Fax: +49-431-6666-6767  
info@wtsh.de · www.wtsh.de

#### **HWF Hamburg Business Development Corporation**

The HWF is a partner and point of contact for companies wanting to expand, restructure or relocate in the greater Hamburg region.

Habichtstrasse 41 · 22305 Hamburg  
Phone: +49-40-2270-190  
Fax: +49-40-2270-1929  
info@hwf-hamburg.de · www.hwf-hamburg.de

### LIFE SCIENCE NORD REGION

**Life Science Nord: Dr. Habeck, you have been Managing Director of the cluster management agency Norgenta since March. In that function, you support the life science industry in North Germany. What are the region's main strengths?**

**Dr. Hinrich Habeck:** North Germany has an excellent research landscape with universities, clinics and non-university research institutes. This is underscored by the fact that the North is home to important facilities of all German research organizations such as the Max Planck Institute, the Leibniz and Helmholtz Community and the Fraunhofer Institute. The second major strength is the powerful business landscape with a good mix of innovative start-ups, mid-sized businesses and large multinationals. However, what really makes our life science cluster so strong is the openness and willingness of all the players to collaborate across traditional boundaries.

#### **What boundaries do you mean?**

In the first place, very specifically the geographical boundaries. The federal states of Hamburg and Schleswig-Holstein have teamed up to support the Life Science cluster at a political level and have pooled their efforts – for example in the cluster agency Norgenta.

In the second place there are the institutional boundaries. Researchers in the public and private sectors are not afraid to work together. They view themselves as partners that complement each other in developing and implementing new ideas. Examples include the structural integration of private-sector companies into university research campuses and close project-related cooperation in

new drug development. However, the good teamwork is also reflected in the structural support provided to the cluster management. The various players are organized in an association. Together with the regional governments, they support Norgenta's work. Last but not least, we overcome boundaries between different sectors. Our cluster is equally strong in biotech and medical technology. These two fields are becoming increasingly intertwined. In our view, the blurring of these boundaries represents a huge opportunity.

#### **What role does Norgenta play in all this?**

Depending on what is required, our role is to act as a pacesetter, provide support or ensure that things run smoothly. We want to get the right players talking to each other and taking action. Drawing on our in-depth knowledge of the players, we organize meetings of experts on specific projects or important strategic issues and initiate the concrete implementation of the results.

#### **How do you support life science businesses seeking to locate in North Germany?**

In conjunction with the Business Development and Technology Transfer Corporation of Schleswig-Holstein (WTSH) and the Hamburg Business Development Corporation (HWF) we bring together businesses and experts in a very concrete and uncomplicated manner. We offer practical know-how and shortcuts. We examine the specific needs and wishes of each single company and jointly consider what we can do. This includes searching for a suitable location, considering the availability of grants and contacting cooperation partners.

#### **What are your goals for the future?**

In the past, we have been successful in “blurring boundaries”. We want to continue this work. We also aim to make our mark especially in the area where biotech and medical technology overlap. But we also intend to keep on looking beyond our geographical confines and step up cooperation with other clusters with similar areas of focus.

# Preparation Is the Key

Quality comes before speed! The right strategy and thorough preparation spells successful market entry for pharmaceutical and medical innovations



**“Ready for production doesn’t mean ready for the market”, says Dr. Timm Volmer, Managing Director of SmartStep Consulting GmbH**

product has to meet in the health sector. In a “seven-point approach” SmartStep lays the foundations at an early stage. The key conditions are selective preparation based on an optimum study program and improved communications with health policy decision makers. Only these two factors together secure the necessary reimbursements and permit a device to be used on patients. Further preparatory work includes analyzing the competitive environment, training for price and reimbursement negotiations and devising contractual models with the health insurance funds.

The growing urgency to plan in advance is increasingly affecting the medical technology sector, too. Since 2012, a new law designed to improve healthcare provision has been in force. This permits the testing of new examination and treatment methods with medical technology, the benefits of which are not sufficiently substantiated. On August 28, the BAY TO BIO event, which considered the reimbursement of innovation costs, therefore also focused on the consequences of the new rules. In addition to other speakers, the deputy head of the Institute for Quality and Efficiency in Health Care (IQWiG), Dr. Stefan Lange, showed what medical device makers can learn from the assessment of medicinal product benefits. **bp**

**Further information: [www.smartstepconsulting.de](http://www.smartstepconsulting.de), [www.baytobio.de](http://www.baytobio.de)**

## PERFECT MARKET ACCESS

■ **“After approval of a medicinal product, there is still a lot to do before market entry”,** emphasizes Dr. Timm Volmer, Managing Director of SmartStep Consulting GmbH. To ensure a successful market entry, companies first have to address the rules of healthcare policy and understand which parameters and product benefits are recognized. To bridge the gap between laboratory success and marketable products, the Hamburg company advises the pharmaceutical and medical technology industry and devises a comprehensive market access strategy during the development stage. Basically, this involves collecting the “right” data to convince decision makers in the health sector of the new product’s benefits and secure marketing approval.

In Germany, establishing a medical device in the market depends largely on whether the statutory health insurance funds assume the costs. However, the complex cost reimbursement system frequently represents a financial risk for small and medium-sized providers of such devices and an obstacle to innovation. As in the case of medicinal products, the general evidence as to whether a medical device offers an additional benefit is currently discussed. If the Federal Joint Committee does not recognize any additional benefit, the chances that the investments will be reimbursed in the German market are very slim.

Accordingly, the key to successful market entry is to devise a development and marketing strategy embracing all the requirements that a



## Translating Science into Personalized Medicine

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## A Center for Infection Research

At the Research Centre for Structural Systems Biology on the DESY campus, infection researchers and physicists are interdisciplinarily cooperating to examine pathogens

### INFECTION RESEARCH AT DESY

■ **How do tiny pathogens attack us?** To track their attacks down to the atomic level, the cross-regional Research Centre for Structural Systems Biology (CSSB) is being established in Hamburg in the immediate vicinity of DESY (Deutsches Elektronen-Synchrotron). With partners from various universities and research institutes in Hamburg, Lower Saxony and North-Rhine Westphalia, the CSSB will bundle together scientific expertise in structural and systems biology to find approaches for new drugs, anti-infectives and vaccines.

In the CSSB, biologists, chemists, medical scientists and physicists are joining forces to conduct research into the interactions between pathogens and their hosts. Structural biologists decode the molecular mechanisms of the pathogens that infect humans. Their findings pave the way for new drugs to be developed to combat infections triggered by various pathogens. In the latter step, the systems biologists in particular are involved. They examine how pathogens and cells interact. In doing so, they collect vast amounts of data and filter information on new possible molecular patterns in the interaction of pathogens and humans.

The research institution DESY is ideally suited as the site for the center that has been established by the Federal Ministry of Research and Education together with Hamburg and Lower Saxony. With its radiation sources – which are unique worldwide – the Bahrenfeld campus offers ideal research conditions. Facilities such as Petra III, FLASH and the Laser European XFEL currently under construction offer state-of-the-art X-ray light sources that scientists can use to perform examinations with an especially high resolution. These range from structural analysis of single molecules to real-time depiction of processes in living cells.

Furthermore, there is direct access to the nearby Petra III experimental hall (now known as the Max-von-Laue Experimental Hall). This connects the building that offers some 9,000 square meters of laboratory and office space. In the future, it will therefore be easy to use DESY's state-of-the-art radiation sources for systems biology research. The CSSB is due to be completed in mid-2015. It will also be open to international research teams and will make a valuable contribution to strengthening global cooperation.

**Further information:** [www.desy.de](http://www.desy.de)

### Good Neighbors

With its ideal laboratory and office facilities, Hamburg-Eidelstedt is emerging as a focal point for structural and drug research. The new "Volkspark-Labs" offers start-ups and SMEs a customized working environment, including coaching opportunities, in the immediate vicinity of the unique research facility DESY. The location offers excellent direct connections to the A7 highway, the local transportation system and Hamburg airport. The anchor tenant European ScreeningPort (ESP) offers a range of synergies and benefits, including lower costs based on the joint use of functional space.



### FACTS

- Rental space between 20 sq m and 2,850 sq m in total
- Tailored to each tenant's needs with flexible rental periods
- Fully equipped state-of-the-art lab space
- Support for start-ups and advice on funding

### BENEFITS AND SERVICES

- Open access lab: Access to operational molecular and cellular biology labs for application support, training and demonstrations
- Visiting scientist program: This enables researchers from external laboratories to access European ScreeningPort's infrastructure and expertise
- On-site coaching: Provided by more experienced life science and sales experts
- Grants: Integration of young companies into research consortiums and assumption of administrative tasks
- Start-up support: The cluster manager Norgenta and regional private equity firms offer their assistance

**Further information:** Susanne Bühler, EHP Erste Hanseatische Projektmanagement GmbH, Phone: +49-40-413-306-810, [buehler@ehpgmbh.de](mailto:buehler@ehpgmbh.de)



# Consistent Performance

**Eppendorf's new design supports the company's brand strategy**

on historically and that we have strengthened throughout the years – what we call the Eppendorf spirit. These values are already the focus of our day-to-day activities,” explains Florian Defren, Eppendorf’s Global Brand Manager, “but the new brand design gives them a more contemporary appearance and enhances public perception of them.”

The global relaunch is already underway, and will ensure that perception of the brand becomes more homogenous around the world. In the future, the Eppendorf logo, which was not changed, will be more prominently displayed in communication to the customer. Other stylistic elements of the company’s appearance were revised more extensively. There is a new emphasis on the use of light blue, which will play a strong role in Eppendorf’s self-presentation in the future. It represents fresh ideas and lightness, but also stands for science and innovation. **bp**

**Further information:** <http://corporate.eppendorf.com>

■ **NOVEL IMMUNOTHERAPIES**

## High Five for Innovation

The US patent on Provecs Medical’s technology marks a milestone in the company’s five-year history

■ **In 2012 Provecs Medical GmbH** looks back on five years since starting up from a research group at the University Medical Center Hamburg-Eppendorf to establishing a recognized specialist in the field of novel immunotherapies for cancer and infectious diseases. The latest important milestone is the granting of a patent by the United States Patent and Trademark Office covering the technology around Provecs Medical’s product Immunalon.

With a team of four employees the company has established a pipeline of product candidates with Immunalon as the most advanced therapeutic developed for treatment of liver and urinary bladder cancers. “It takes much effort, time and sometimes luck to achieve positioning of a new class of drugs in the pharma universe and eventually bringing innovation to the patient”, says Dr. Frank Schnieders, founder and CEO at Provecs. Starting in Hamburg, instead of moving to other renowned biotech hubs, has opened a number of opportunities, such as financial support by the Hamburg Innovation and network alliances provided by Life Science Nord and its cluster management Norgenta. Supported by seed and growth investments plus the experience of the High-Tech Gründerfonds and private investors, Provecs Medical looks forward to continuing its way bound for growth and value creation. **bp**

**Further information:** [www.provecs.com](http://www.provecs.com)

■ **BRAND RELAUNCH**

Eppendorf has overhauled its brand design. The new look reflects the company’s values better and offers a foundation for meeting future challenges

■ **Eppendorf, the life sciences company headquartered in Hamburg**, premiered this new look at Achema 2012, appearing with its revamped image for the first time in a public forum. The new design was created to support the Eppendorf brand strategy. “We based the new brand design on the values our brand has relied

■ **BETA CELL REPLICATION**

## A Game-changing Alliance

CureBeta, a collaboration between Evotec and Harvard University, enters strategic alliance with Janssen Pharmaceuticals

■ **Evotec AG has licensed** to Janssen Pharmaceuticals a portfolio of small molecules and biologics designed to trigger the regeneration of insulin-producing beta cells. The candidates were identified by scientists in the Harvard University laboratory of Douglas Melton, and further analyzed in collaboration with scientists from Evotec, as part of the CureBeta program. “Together, we have established a new model of collaboration between academia and industry that has proven highly effective in accelerating innovative scientific development. Janssen Pharmaceuticals perfectly complements this effort, bringing in world-leading pharmaceutical development expertise as well as the necessary resources to execute on our mission to produce

first-class therapeutics designed to restore beta cell mass and function,” commented Dr. Cord Dohrmann, CSO of Evotec.

The CureBeta initiative was established by Harvard University and Evotec in 2011 to leverage the expertise in industry and academia to identify and develop disease-state modifying therapeutic targets. “The advantage here is that Evotec was able to close the gap between an academic research asset and a ‘pharma-grade’ product candidate,” explained Evotec CEO Werner Lanthaler.

The agreement starts with an upfront payment of eight million US dollars to be shared by Harvard and Evotec. **bp**

**Further information:** [www.evotec.com](http://www.evotec.com)



## Biocat Award 2012

Experts again present product opportunities and innovative environmentally friendly processes

■ **At the 6th International Congress on Biocatalysis (biocat2012)**, which was held from September 2 to 6, biologists, biochemists, chemists and engineers from academia and industry examined the opportunities for new products and innovative environmentally friendly processes. This year, some 360 experts from 19 nations traveled to the Hamburg University of Technology (TUHH). The Chairman, Professor Garabed Antranikian, who is President of the TUHH and of the board of IBN e.V., initiated the congress in 2002. Since then, biocat – which is held every two years – has established itself as a prestigious international forum. A highlight of the event is the Biocat Award granted to scientists, persons and representatives from industry for outstanding research. This is one of the most important awards in the field of biotechnology.

The winners of the Biocat Award 2012 are Professor Wolfgang Kroutil (University of Graz) (category: scientific research), Professor Jeffrey Moore (Merck, USA) (category: industrial research) and Professor Pierre Monsan (France) (category: lifetime achievement).

The 40-year-old Wolfgang Kroutil, Associate Professor at the Institute for Chemistry at the University of Graz, and his team discovered how enzymes found in nature can be made to produce plastic building blocks for polyamides.

“The days when scientists carried out experiments in isolation are long gone. Nowadays, we all take a look at what other colleagues are doing and practice cross-networking,” says Kroutil, who is well aware of the benefits of interdisciplinary collaboration.

Garabed Antranikian invites those who are interested to attend the 7th International Congress on Biocatalysis – biocat2014 from August 31 to September 4, 2014. **bp**

Further information: [www.ibnord.de](http://www.ibnord.de)

### MOLECULAR DIAGNOSTIC TEST SOLUTIONS

## Tropical Diagnostics in the Far East

By entering into a globally unique cooperation agreement and opening a branch in Malaysia, the Hamburg company Altona Diagnostic Technologies GmbH is broadening its expertise in the field of tropical medicine

■ **In the fight against tropical diseases**, the diagnostics expert has entered into a public-private partnership with the Bernhard Nocht Institute for Tropical Medicine. Both partners are working to develop new test kits for various tropical diseases. The basis for their work is the development of a comprehensive reference sample bank in which samples of tropical pathogens from all over the world are recorded. Altona Diag-

nostics provides its expertise in the molecular biological detection of pathogens, based on DNA/RNA analysis. In 2003, this know-how was the precondition for the development of a test which helped contain the SARS pandemic that started in Asia and spread all over the world.

As a result of the connections to Asia that arose at that time, the Hamburg company is opening a branch in Kuala Lumpur, Malaysia. The company, ADT Biotech Sdn Bhd, aims to expand significantly in the next two years, ultimately making Kuala Lumpur its research and development center.

What drove the company to pick Malaysia as its regional hub were the country's scientific achievements and its unique collaboration opportunities with local institutions. The company will seek to develop strong ties with regional health institutions in the field of diagnostics.

In order to broaden its test portfolio, Altona Diagnostics will launch new test kits for West Nile virus and malaria caused by plasmodium species. In addition, within the next six months CE marking will be affixed to more test kits, which can currently only be used for research purposes. **bp**

Further information: [www.altona-diagnostics.com](http://www.altona-diagnostics.com)

### PERSONALIZED ONCOLOGY

## The Molecular Fingerprint

Indivumed GmbH is expanding its portfolio with research products and GCP-compliant services

■ **Indivumed has launched** an initiative to provide its services in compliance with Good Clinical Practice (GCP) standards – a project that will be completed during the first half of 2013. Founded in 2002, Indivumed maintains the world's leading tumor database and high-quality biobank for the development of new cancer diagnostics and therapies.

With subsidiaries in Baltimore and Washington D.C., USA, the biotec company is offering the largest collection of comparable, high-content and clinically annotated cancer biospecimens that contain molecular patterns in vivo. Striving to realize the concept of personalized healthcare, Indivumed has been addressing addi-

tional important demands in translational research, and has since developed into an integrated oncology company.

The company uniquely combines a pre-analytical infrastructure enabling access to highly standardized human biospecimens with an analytical infrastructure conducting high-quality and proprietary analytical services to determine the molecular identity of human specimens. The analysis of biospecimens can lead to the identification of new biomarkers and drug targets, to novel companion diagnostic products guiding treatment decisions and to defining the right treatment for every patient's unique biology. **bp**

Further information: [www.indivumed.com](http://www.indivumed.com)

## IMPORTANT EVENTS

UP TO JANUARY 2013

### NOVEMBER

#### November 11, 12:00–7:00 p.m. ECCP – European Cancer Cluster Partnering 2012

European Cancer Cluster Partnering is an oncology-focused B2B platform for biotech, pharma, business development and licensing companies. This year, the ECCP will be held in Germany for the first time. The organizer has deliberately chosen Hamburg, the host city for this year's BIO-Europe conference, as the venue. The oncology meeting will take place as a satellite event on the day before BIO-Europe starts. [www.ecc-partnering.com](http://www.ecc-partnering.com)

**Venue: Hamburg Chamber of Commerce**

#### November 12–14, all day BIO-Europe 2012

Europe's largest conference for the global biotechnology industry. The event's key feature is the partnering system, in which attendees get to know potential partners in fixed-duration one-to-one meetings. During the three-day conference, the approx. 3,000 attendees from 40 countries will conduct about 15,000 such talks. Host Sponsor Life Science Nord will again be represented with a major regional presentation at the conference.

More information: [www.ebdgroup.com/bioeurope/index.php](http://www.ebdgroup.com/bioeurope/index.php)

**Venue: Congress Center Hamburg (CCH)**

#### November 14–17, all day MEDICA 2012

Currently the world's largest and leading international trade fair for the medical technology industry. Exhibitors present the entire spectrum of new products, services and processes aimed at enhancing efficiency and quality in outpatient and inpatient care. In conjunction with North German Life Science Agency Norgenta, the Business Development and Technology Transfer Corporation of Schleswig-Holstein (WTSH) offers North German firms an opportunity to present themselves to a broad range of trade visitors at the North German joint booth. [www.medica.de](http://www.medica.de)

Further information: Christine Homann, [homann@wtsh.de](mailto:homann@wtsh.de), phone: +49-431-6666-825, [www.wtsh.de](http://www.wtsh.de)

**Venue: Messe Düsseldorf**

#### November 20–23, all day ScanBalt Forum

The 11th ScanBalt Forum is organized by the Baltic Institute of Finland and Tampere University of Technology, Department of Biomedical Engineering and BioMediTech. For diverse organizations from business and industry to research and public policy, the annual ScanBalt Forum provides an invaluable platform for collaboration and international networking, fostering the innovation and competitiveness of the region. [www.scanbalt.org](http://www.scanbalt.org)

**Venue: Tampere Hall, Tampere**

#### November 24–25, all day Workshop business model generation for tech-oriented start-ups

Start-up founders and teams develop viable business models with experienced coaches on the basis of their technology-oriented business idea. More information: [www.seedfonds-sh.de](http://www.seedfonds-sh.de)

**Venue: Wissenschaftszentrum, Kiel**

#### November 28, 4:00–7:30 p.m. Congress for Telemedicine and Medical Technology in the Future

Since 2005, a series of events have been held, focusing on various aspects of current trends and future prospects. The organizers aim to provide a joint offering rather than address just the medical or business communities.

[www.medcomm-sh.de/telemedizin2012](http://www.medcomm-sh.de/telemedizin2012)

**Venue: Media Docks, Lübeck**

#### November 29 and 30, all day Understanding China better (modules I and II)

Companies that operate in China or are planning to do so need employees with intercultural skills. Participants' awareness of the special features of Chinese culture is raised, and they learn how to deal with Chinese people to achieve more success in business. The two modules are based on each other.

**Venue: IHK Kiel**

### DECEMBER

#### December 03–07, all day ZDRAVOOKHRANENIYE 2012

ZDRAVOOKHRANENIYE is the most important exhibition for the medical and healthcare sectors in Russia. As an overall event, it covers the complete field of medical technology and consumables in healthcare provision. A national German delegation will take part in ZDRAVOOKHRANENIYE. As part of this, the Business Development and Technology Transfer Corporation of Schleswig-Holstein (WTSH) will organize a group from Schleswig-Holstein. There will also be a program offering you opportunities to make contacts.

[www.zdravo-expo.ru/en/](http://www.zdravo-expo.ru/en/)

Further information: Christine Homann, [homann@wtsh.de](mailto:homann@wtsh.de), phone: +49-431-6666-825, [www.wtsh.de](http://www.wtsh.de)

**Venue: Moscow, Russia**

#### December 18, 9:00–7:00 p.m. Students life science conference in Kiel

A conference for life science students, graduates and doctoral students. Innovative research projects and work will be presented in sessions focusing on the Life Sciences and prizes will be awarded. In addition, the industrial exhibition accompanying the conference will give young life science specialists the opportunity to network with potential employers. The best talks and posters will be selected by a jury and prizes will be awarded.

[www.life-science-nord.net](http://www.life-science-nord.net)

**Wissenschaftszentrum Kiel**

### JANUARY 2013

#### January 28–31, 2013, all day Arab Health

Arab Health is the world's longest-running healthcare exhibition and congress, taking place every January in Dubai. With the Middle East healthcare industry worth an estimated 80 billion US dollars per year, Arab Health is truly "at the heart of global healthcare". [www.arabhealthonline.com](http://www.arabhealthonline.com)

**Venue: Dubai**

## JOINING FORCES FOR SUCCESS: WE WANT YOUR INPUT!

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# Welcome to BIO-Europe®

The life science company Eppendorf traditionally has close ties with Hamburg.

Eppendorf's products are mainly used in academic and industrial research laboratories, for example by companies working in the pharmaceutical, biotech, chemical and food industries.

But they are also used in laboratories that deal with clinical or environmental analysis, forensics and industrial process analysis, production and quality assurance. Eppendorf has approximately 2,600 employees in 24 countries worldwide.

[www.eppendorf.com](http://www.eppendorf.com)

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