



Workshop 2

Starting up a biotech company: the founder's perspective

Sunday, March 15th – Thursday March 19th
 Munich & Fischbachau/Hammer

Participants

1. Auxiliadora Aguilera-Romero
2. Thomas Antoine
3. Davide Betoldo
4. Birol Cabukusta
5. Augustinus Galih
6. Albert Gatta
7. Amrita Jain
8. Nicolas Lebesgue
9. Marton Megyeri
10. Fay Prifti
11. Stefano Minguzzi
12. Catherin Goh

List of Companies

- Metabion, <http://www.metabion.com/home/index.php>
(oligonucleotide primer provider, product company, >> 20 years of successful business)
- Sirion <http://www.sirion-biotech.com>
(custom made cell lines and viral vectors)
- Evotec (former Kinaxo) <http://www.evotec.com>
(Proteomics, fee for service, successful exit)
- Dynamic biosensors <http://www.dynamic-biosensors.com>
(instrument manufacturer and provider - molecular interaction, GO BIO Grant, Start Up)
- 4SC Discovery <http://www.4sc-discovery.com>
(med.- chemistry, fee for service, drug discovery, spin out of 4SC)
- CRELUX <http://www.crelux.com>
(drug discovery, X-ray crystallography, biophysical screening)
- Chromotec <http://www.chromotek.com>
(Camel antibodies, product company)
- siTOOLS <http://www.sitoolsbiotech.com>
(RNAi products, young start up, founded Oct 2013)



List of speakers

Dr. Andreas Jenne, CEO, Blackfield: *The founders perspective*

Dr. Jenne is an entrepreneur with more than 10 years' management experience in the biotech industry. Following takeover of his most recent company Kinaxo in 2011, he served as Executive Vice President for Evotec's biomarker business. Dr. Jenne received his doctoral degree in chemistry from the Ludwig Maximilian University, Munich, in 1998. He subsequently worked as a biochemist at the Gene Center in Munich, and later as a visiting scientist with Prof. Jack Szostak at the Massachusetts General Hospital in Boston, MA, USA.

Dr. Stefan Hannus, managing director, Intana Bioscience: *Pitching: a story in 10 chapters*

Dr. Frank Becker, managing director, Intana Bioscience: *Pitfalls, mishaps and failures*

Dr. Bernhard Wimmer MBA, Sagana Blotech Consulting: *Business ideas, Business Models*

Dr. Bernhard Wimmer is founder of Sagana Biotech Consulting. Consulting emphasis is on coaching of company foundation processes, building up biotechnology companies, transactions, business development and especially strategic and corporate development. He is also co-founder of Trianata Immunotherapies GmbH, which was acquired by Medigene AG in January 2014. He works since April 2014 among several others mandates for Medigene AG as Consultant Strategic and Corporate Development Immunotherapies.

Previously Bernhard was Investment Director at BioM AG Munich Biotech Development and has 14 years of experience in foundation, building, strategic development and financing of companies in the biotech sector. While with BioM AG, Bernhard was responsible for the management of the whole investment portfolio, started 15 companies, consulted more than 40 teams at foundation and closed more than 80 financing rounds with a volume of more than € 500 million. Bernhard holds a PhD in Molecular Biology from the Technical University Munich and a Master of Business Administration (MBA) from the Open University Business School (OUBS), Milton Keynes near London (UK).

Michael Kring, Dipl. Kfm.: *Financing and funding of Biotech start ups*

Michael Kring is founder and managing director of High Tech Corporate Services and has 15 years of experience as interim CFO of companies in the biotech sector and has supported and consulted more than 30 start up enterprises in strategic financing questions.

Dr. Dirk Buehler, European Patent Attorney, Maiwald Patentanwalts GmbH: *The present invention relates to...*

Dirk Bühler studied biochemistry at the Free University Berlin, the University of California at Berkeley and the Ruprecht-Karls-Universität Heidelberg, graduating in 1998. He subsequently carried out research at the Max-Planck-Institut für Biochemie in Martinsried, Munich and obtained his doctorate 2001 with a thesis in the fields of molecular medicine and cellular biochemistry. Dirk Bühler passed the German patent bar examination in 2004 and is also admitted to practise as a European patent attorney at the European Patent Office. He is a qualified European trademark and design attorney admitted to practise before the European Community Trademark Office (OHIM).

Dirk Bühler joined the Munich office of Maiwald Patentanwalts GmbH in 2001 and has been one of its partners and managing directors since 2007.

Dirk Bühler is a member of the Biochemistry and Molecular Biology Society. He has received scholarships from the "Studienstiftung des Deutschen Volkes" (German National Merit Foundation) and the "Boehringer Ingelheim Foundation for Basic Research in Biomedicine". He has lectured in patent law at the Management Center Innsbruck. Dirk Bühler speaks German and English. His main areas of activity are patent prosecution, oppositions, nullity and infringement actions and provision of freedom-to-operate and validity opinions in the field of chemistry, biochemistry, biotechnology and pharmaceuticals.



Dr. Michael Hannus, CEO, siTOOLS Biotech: *Title to be announced*

Prof. Dr. Uwe Jakob, Coaching of investor pitches

Uwe Jacob is Co-founder and the first CEO of SpectraMab. Previously he founded the biotech consulting company Westend-Innovation UG. He is also one of the Co-founders of SuppreMol GmbH where he has been CSO between 2002 and 2008 and Chief Development Officer between July 2008 and July 2009. In parallel Prof. Jacob is teaching biochemistry at the Gene Center, Munich. Before working with SuppreMol he was assistant Professor at the Ludwig Maximilians University of Munich and a group leader at the Max Planck Institute of Biochemistry. Uwe Jacob studied biochemistry at the Medizinische Hochschule Hannover and the University of Southern California. He finalized his PhD thesis in X-ray crystallography in the department of Prof. Huber at the Max Planck Institute of Biochemistry. Afterwards Uwe Jacob continued his career as a post doctoral scientist at Roche Pharmaceuticals where he also finished his habilitation program.

Dr. Joseph Unger MBA, siTOOLS Biotech

and

Dr. Manal Chatila, Intana Bioscience: *Market Analysis, Business Development and Sales*

Manal Chatila is heading the business development efforts with Intana Bioscience, since March 2014. Previously, she worked as a consultant for IMSCG, a consulting company specializing in pharma and biotech. Manal earned her doctoral degree while carrying out her research at the Max Planck Institute for Biochemistry near Munich.



Programm

Sunday, March 15th

7:00 pm Meeting and Welcome Dinner downtown Munich – details to be announced

Monday, March 16th

9:00 am Meeting at BioM,
 Address: Bio^M Biotech Cluster Development GmbH
 Am Klopferspitz 19a
 IZB-West
 D-82152 Martinsried

10.00 am Welcome note and introduction to BioM Munich Biotech Cluster
 Company visits (I – IV)

1:00 pm Lunch break

2:00 pm Company visits (V - VIII)

5:00 pm meeting at BioM and transfer to alpine retreat by train.

7:30 pm Arrival, Dinner
 Hagnbergstr. 15, 83730 Fischbachau / Hammer.
 Coordinates: N: 47°42.232' E: 011°56.396'

9:00 pm lecture 1: Andreas Jenne

Tuesday, March 17th

9:00 am Pitches by teams A, B and C

10:00 am Lecture 2: Stefan & Michi Hannus *Pitching: a story in 10 chapters*

11:00 am lecture 3: Michi Hannus, Frank Becker: *market survey*

12:00 am Lunch Break

1:00 pm Pitch refinement and improvement (Fellow Teams)

2:00 pm

3:00 pm Lecture 4: Michael Kring: *Financing and Funding*

4:00 pm Lecture 5: Manal Chatila & Josef Unger: *Business development and Sales*

5:00 pm Discussion rounds with Speakers

6:00 pm Pitch refinement and improvement (Fellow Teams)

7:00 pm BBQ

Wednesday, March 18th

10.00 am Lecture 6: Bernhard Wimmer & Stefan Hannus *Business ideas and Business models*

11:00 am Lecture 7: Dr. Dirk Bühler *Patent Strategies & working as patent attorney*

1:00 pm Lunch Break

2:00 pm Pitch refinement and improvement (Fellow Teams)

3:00 pm Pitch Training for fellow teams with Prof. Dr. Uwe Jakob

5:00 pm Fellows presentation with Jury

7:00 pm Lecture 8: Frank Becker: *Pitfalls, mishaps and failures*

8:00 pm Dinner, discussion with speakers

End of meeting

Thursday, March 19th

Return to Munich by train according to flight schedule of fellows



Locations

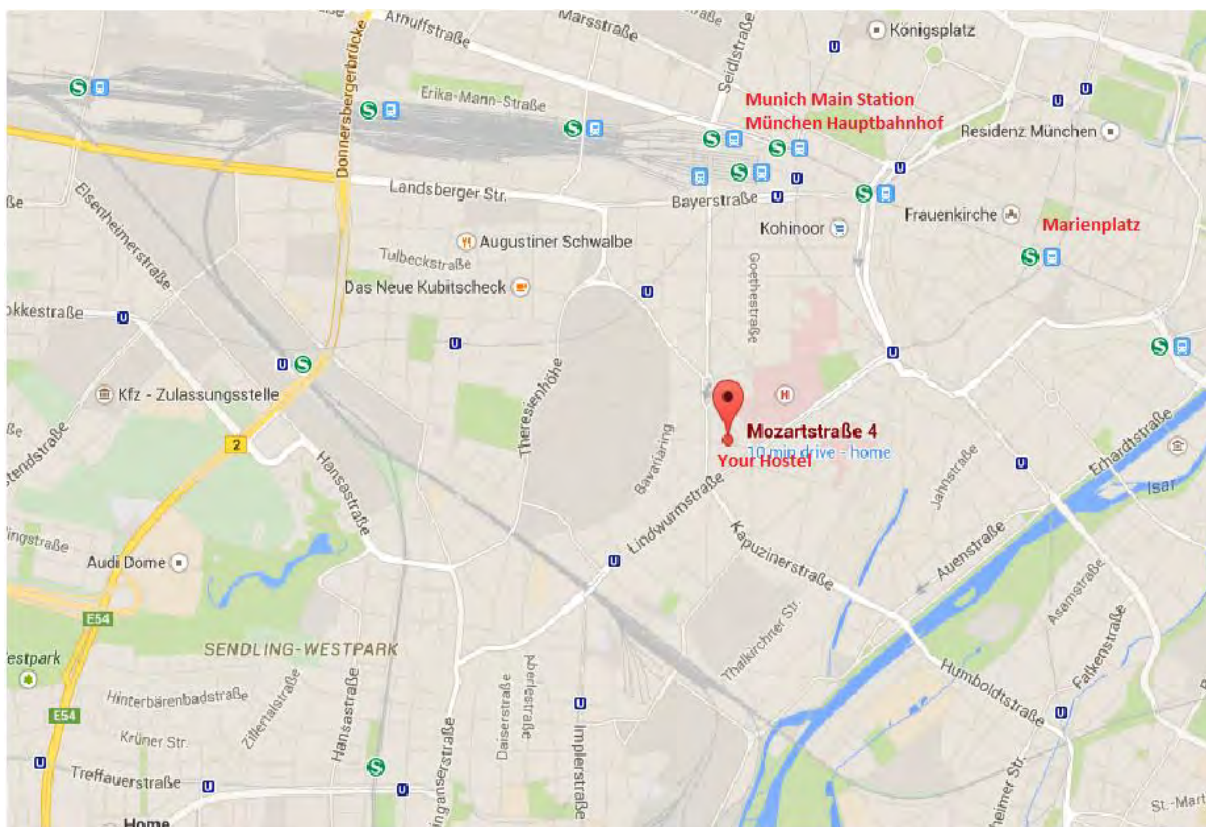
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Fax: +49 89 / 55 87 97-97
cityhostel@smart-stay.de
www.smart-stay.de

Getting there:

<http://munichcity.smart-stay.de/en/anreise-abreise/mit-offentlichen-verkehrsmitteln/>

<http://munichcity.smart-stay.de/en/anreise-abreise/mit-dem-flugzeug/>



Transfer to Haus Hammer

Bayrische Oberland Bahn (BOB)

<http://www.bayerischeoberlandbahn.de/uploads/bob/documents/194/fahrplan-munchen-bayrischzell-gultig-14-12-2014-12-12-2015.pdf>

Retreat

Haus Hammer

Hagnbergstr. 15, 83730 Fischbachau / Hammer.

Coordinates: N: 47°42.232' E: 011°56.396'

<http://www.davplus.de/selbstversorgerhuetten/haus-hammer/anreise>

