

SUR PRIS INGLY INGE NIOUS

Business Forum Life Science

Herods Hotel | Tel Aviv | Israel

September 07th, 2015 | 3.00pm

www.advantageaustria.org/il



Company Name

Amaco Ing. Vonach Ltd.



Contact

Mr. Christoph Lajda

T +43-699-18881288 (mobile)

E amaco@amaco.at

W www.amaco.at

Location Lustenau, Austria

1

AMACO is an Austrian provider of printing & coding solutions operating in more than 85 countries worldwide. The core business since 1982 is to **supply custom-made printing and coding systems for primary packages of medical disposable devices**. Solving customer's market oriented printing needs. Full surface fix and variable product & production related data requirements are printed in-line during the packaging process. Easy handling and outstanding print quality combined with flexibility and efficiency are huge cost saving factors in the packaging process. The printers are installed on intermittent or continuous running packaging machines. Besides various printing systems, we offer a wide range of accessories and services, amongst more than 30 years of experience in the field.

Looking for Medical Device Manufacturers

In Israel we cooperate with the company Multivac B.P.S. Ltd. / 38777 Hadera - when new packaging lines are offered to a MDM – Medical Device Manufacturer – together with the suitable in-line printing solution.

On the other hand we are looking for Medical Device Manufacturers (MDMs) who already have their packaging line and wish to optimize their packaging & printing process in order to follow new market or cost reduction requirements. Thus all kinds of MDM's are of potential interest to us for cooperation. Most of our customers produce syringes, needles, I.V. sets, filters, nutrition devices, blood collection – blood filtering sets, gauzes, wound care devices, catheters, urine bags, surgical or implant products, operation textile & tool kits etc. all products that are packed in a sterile blister or pouch. A very big field is covered by our flexographic, thermal transfer or fully digital printing solutions for the Medical industry as well as all needed know-how and accessories.

The logo for besurence features the word "besurence" in a lowercase, sans-serif font. A blue water droplet is positioned above the letter 'e'.

Company Name

Besurence
by AME International Ltd.

Contact

Ms. Katrin Kampschulte
T +43-1-5035979
E k.kampschulte@besurence.com
W www.besurence.com

Location Vienna, Austria

Based in Vienna, Besurence is a leader in **manufacturing, marketing and selling of CE certified in vitro diagnostic test kits** for both, home- (OTC) and professional use. Our products vary from pregnancy tests to gluten intolerance tests or tuberculosis tests and are used to detect or diagnose critical medical conditions, allergies or fertility issues within 10 minutes only (www.besurence.com).

We **are looking for a regional exclusive distribution partner** with strong access to the local pharmacy, drugstore and/or clinical market.

Company Name

LISA Vienna – Life Science Austria



Contact

Mr. Jürgen Fuchs

T +43-664-8144372 (mobile)

E fuchs@lisavienna.at

W www.LISAVienna.at

Location Vienna, Austria

LISAVienna is the joint **life science platform** operated by Austria Wirtschaftsservice and the Vienna Business Agency. On behalf of the Austrian Federal Ministry of Science, Research and Economy and the city of Vienna, it contributes to the advancement of life sciences in Vienna.

LISAVienna supports innovative biotech, pharmaceutical and medical technology companies in Vienna that develop and market new products, services and processes. The platform links these companies with development partners and key customers. As a central knowledge carrier, LISAVienna provides input for decisions to advance the life sciences in Vienna.

3

LISAVienna is your central contact partner for the areas of biotechnology, pharmaceuticals & medical technology in the city of Vienna. This is the place to receive free and comprehensive advice on establishing or locating a company in Vienna, funding opportunities, potential cooperation partners and infrastructure. Subject-specific seminars, networking offers and participation in international trade fairs complete our range of services.



Company Name

Austin BFP Pock + Partners Ltd.

Contact

Mr. Paul Fattinger

T +43-1-311262697

E Paul.Fattinger@austin-bfp.at

W www.austin.at

Location Vienna, Austria

AUSTIN | BFP is a dynamic Austrian consultancy firm specializing in business development. Within this segment, we **focus on the strategic development and growth of companies and organizations in the technology and knowledge based sectors, with a special emphasis on life sciences.**

Since 1998 we have worked with over 400 companies and organizations, large and small, public and private. As an Austrian consultancy firm with a multilingual team and member of GGI Geneva Group International – one of the world's leading organizations of independent law, accounting, audit & consulting firms – we look after clients all over the world from our bases in Vienna and Graz, Austria.

Our interdisciplinary team possesses a wide range of skills from business, tax and legal to technology and offers support in:

- **Financing and Financial Management**
- **Public Funding Management**
- **Technology Positioning and Market Analysis**
- **Research & Innovation Management and Technology Transfer**
- **Strategic and Organizational Development**

Looking for scientific and business cooperation with companies, academia, government offices

Every major development project starts with a vision. Whether you're realizing a new business idea, pursuing a new path in research and development, planning a substantial investment or opening up new business fields, markets or sites, we will provide the support and advice you need to make your vision a reality. The focus of our consulting activities is business development. As we see it, this consists of the following key components: precise and comprehensive analyses and evaluations, the development of a clear strategy, the creation of a sustainable and resilient organization and comprehensive financial planning, financing and funding.

Our skill in transforming our expertise and experience into optimum solutions makes us the strategic partner of choice. We offer only high-quality, individual, customized consulting services, providing long-term sustainable solutions. This generates stable client relationships and provides the basis for successful long-term cooperation.



The Technopol Program of Lower Austria is co-financed by the European Regional Development Fund (ERDF) and the province of Lower Austria.

Company Name

Technopol

Contact

Ms. Verena Ossmann

T +43-664-6126948 (mobile)

E v.ossmann@ecoplus.at

W www.ecoplus.at

Location Krems, Austria

We advise and accompany in all matters regarding **business settlement and expansion**, regional support and internationalization, intercompany cooperation and sector-specific networks. We enable better access to education and R&D facilities. We connect business and politics, education and research, companies and public administration, investors and international projects.

Topics that are of special interest include:

- **Biotechnology (cell culture, oncology, tissue replacement)**
- **Tribology (friction, wear and application of lubricants in medicine)**
- **Sensor technology (concepts and methods for integrated and smart sensors in medicine)**
- **Medical technology**

**Company Name**

Gernot Schmerlaib Consulting

Contact

Mr. Gernot Schmerlaib

T +43-676-9337696 (mobile)

E office@schmerlaib-consult.com

W www.schmerlaib-consult.com

Location Wolfsberg, Austria

As an international business consulting company we support young companies in the life science and medical device area. We assist these companies to enter new markets, increase their number of customers and support their fund raising activities. Our customers are from Austria, Germany and Switzerland. We would like to cooperate with international companies in Israel which have a special focus in the life science and medical device area.

Looking for VCs in life science, contract research organizations and hospitals

We would like to get in contact with:

- Venture capital and private equity companies which have their investment focus in the life science and medical device sector
- Potential clients of the pharmaceutical sector, contract research organizations and hospitals



Company Name

Hookipa Biotech Plc.

Contact

Ms. Katherine Cohen

T +43-676-846674300 (mobile)

E kcohen@hookipabiotech.com

W www.hookipabiotech.com

Location Vienna, Austria

7

Hookipa Biotech AG is **developing a new class of innovative immunotherapeutics and vaccines** based on its proprietary Vaxwave® technology. The Vaxwave® technology is a novel immunotherapy platform using a replication-defective viral vector for the prevention and treatment of cancer and infectious diseases. The platform is one of the most promising new technologies for next generation immunotherapy & vaccines due to its ability to stimulate both potent B-cell and CD8+ T-cell immune responses. Vaxwave® has been validated in various disease models. Unlike other vectors, Vaxwave® based immunotherapy can be applied repeatedly to boost the immune system. The Company is developing a lead product candidate HB101, a vaccine for immunization against cytomegalovirus (CMV) and also in the process of industrializing the Vaxwave® technology and building a robust product pipeline in the area of immuno-oncology and infectious diseases.

Hookipa has raised a total of € 27 million in equity finance from internationally renowned venture capital investors including Sofinnova Partners, Forbion Capital Partners, Boehringer Ingelheim Venture Fund, Takeda Ventures and BioMedPartners

Looking for investment and partners

- Introduce Hookipa to the Pharma/vaccine companies in Israel
- Meet potential partners who are interested in collaboration with Hookipa on a best-in-class viral vector vaccine platform
- Meet potential investors who are interested in investing in Hookipa, and join in the group of top international VCs as the investors of this innovative vaccine company
- Understand Israel's regulatory pathway for vaccine clinical trials and regulatory approval



Company Name

Medical University of Vienna

Contact

Ms. Claudia Ernst-Ballaun

T +43-1-4016025203

E claudia.ernst-ballaun@meduniwien.ac.at

W www.meduniwien.at

Location Vienna, Austria

Medical University Vienna (MUV) is located in close vicinity to Europe's largest hospital (Vienna General Hospital), whose medical staff it sources. MUV is the employer of more than 5,300 staff members (including 3,500 researchers) and more than 1,500 doctors. It is Europe's largest school of medicine with more than 7,300 enrolled students. The Technology Transfer Office (MUV-TTO) is responsible for protecting MedUni Vienna's intellectual property and commercializing research findings.

The Office registers employee inventions (~50/year), manages patents and licensing, and acts as an interface between scientists at MUV and business.

MUV is committed to disseminating research findings as effectively as possible, in the interests of society and of medical progress.

8

The Medical University of Vienna is **looking for pharmaceutical companies, companies for medical devices and IT companies to partner with.**

MUV technologies:

- Heart Disease: prevention and treatment of heart failure
- Treatment for pollen or food allergy
- Eye vaccine: needle free vaccination
- Next generation HPV vaccine
- Passive immunotherapy
- Oncology: tumour targeting of EGFR-inhibitors; New use of Imatinib, Nilotinib
- Intelligent cooling system for dental or bone surgery
- Research Tool: prestained molecular weight marker; Functional selection of antibodies
- IT: computerized device for processing image data; medication safety-code



Company Name

Scarletred Holding Ltd.

Contact

Mr. Harald Schnidar

T +43-664-88506246 (mobile)

E harald.schnidar@scarletred.at

W www.scarletred.at

Location Vienna, Austria

SCARLETRED Holding GmbH is an **emerging MedTech Startup** harbored in Vienna, which focuses on innovative technologies in the field of biomedical engineering and medical information technology. Our interdisciplinary R&D team integrates leading international experts to create novel products for highly demanded applications in the digital analysis and therapeutic treatment of skin diseases.

Yet product development is enabled by private equity and aws PreSeed grant (€200k) but a first financing round is projected in Q4-2015. The company **aims on attracting substantial SEED FUNDING** to enable fast global product commercialization for SCR001 and an early exit for SCR201

9

PRODUCT AND R&D PIPELINE

SCR001: Our lead medical device product Scarletred@vision is first in kind. The patented system integrates a novel imaging **technology, enabling remote monitoring and objective analysis of cutaneous drug effects and diseases** in preclinical and clinical phase I-III trials. Complemented with our Scarletred@SkinMarker it facilitates a high level of standardization and GCP compliant applications. The system supports maximizing individual trial resources and efficiently reduces clinical research time and opportunity costs. Fully mobile, it can be easily scaled to a global use level and significantly increases the competitiveness of our international business partners and the chance to be first on drug market. The product is GCP compliant and supplied to interested parties via beta testing LICENSE.

SCR201: Our acquired **skin drug project**, recombinant human Superoxide Dismutase (rhSOD), is already developed up to clinical phase I/II. The biologics represents nature's most efficient antioxidant and is projected for phase II testing in Epidermolysis bullosa (EB), a pediatric orphan disease. Affected patients, so called butterfly children, suffer from a fragile skin and chronically inflamed skin wounds. SCARLETRED aims on co-developing the high potential skin drug together with international partners and to subsequently OUT-LICENSE it immediately after gaining positive phase II data.



Company Name

S2 Science Solutions Ltd.

Contact

Ms. Petra Schlösser

T +43-699-13039628 (mobile)

E ps@2sciencesolutions.com

W www.s2sciencesolutions.com

Location Vienna, Austria

S2 ScienceSolutions Ltd. is an owner-managed contract research organization (CRO) based in Vienna.

The owners of S2 ScienceSolutions are looking back to more than 20 years of experience in the pharmaceutical, biotechnology and medical device industry. Thanks to a slim corporate structure the personal commitment of our employees results in an objective and customer oriented work environment.

S2 Science Solutions provides following **services to the pharmaceutical, biotechnology and medical device industry.**

Europe

- Management of clinical trials in all phases
- Strategic and operational feasibility
- Quality assessments and audits in clinical trials

Worldwide

- Training in clinical trials (e.g. ICH GCP, Project management, SOP/QM creation)
- Consultancy services in CRO`s establishment (planning, set-up and QA)
- Organizational consultancy of clinical operations
- Quality assessments, oversight visits and audits

Additional Services offered in Europe

- Launches and sales
- Liaison agency for biotech start-ups and investors

Looking for

1. First group is **small to midsize biotech companies** or even **start up** biotech companies who are looking for a European based CRO for managing their clinical trials in EU. Contact person would be the head of research & Development, CEO, Head of Clinical operations or also a CEO or COO who can decide for new vendors
2. We are looking for other **CROs** who are looking for cooperation partners in EU. Here the same persons CEO or head of Clin. Ops.
3. Third group is biotech or small pharma who wants to bring their product to Austria and we can help to find an **affiliate or partner in Austria.**



Company Name

The Siesta Group Schlafanalyse Ltd.

Contact

Mr. Georg Dorffner

T +43-664-4223987 (mobile)

E geord.dorffner@thesiestagroup.com

W www.thesiestagroup.com

Location Vienna, Austria

The Siesta Group is a comprehensive service provider supporting the measurement of brain activity and sleep in clinical trials and research. This encompasses, among others, high quality services concerning electroencephalography (EEG) and polysomnography (PSG). EEG is a valuable biomarker, objectively measuring a drug's or other treatment's efficacy in terms of where, when and how it acts in the brain. Therefore, the Siesta Group primarily targets pharmaceutical companies and contract research organizations (CROs) that perform research on CNS-active drugs, especially in early phase (I and II) as well as preclinical. Additional markets are academic research and the medical device industry.

Our services include

- study protocol consultation
- investigator site selection
- investigator site training
- centralized data scoring and analysis
- data quality control
- EEG and PSG device rentals
-

The Siesta Group provides a technological platform for measuring brain activity and sleep in clinical trials and research. State-of-the-art as well as innovative signal processing software is at the core of this platform. The company has developed the Somnolyzer 24x7 ® system, the world's most efficient automated analysis system for sleep profiles based on polysomnography (biosignals measured in the sleep lab). For the diagnostic market, the software is now owned and marketed by Philips Respironics. The Siesta Group employs Somnolyzer in clinical trials for utmost reliability in sleep measurement.

We are looking for pharmaceutical or biotech companies working on CNS-active compounds, who are planning to go into preclinical, or early or late clinical trials, for which biomarkers of brain activity or sleep might provide valuable information or even form an integral part of the trial.



Company Name

University of Natural Resources and Applied Life Sciences, Vienna

Contact

Mr. Bernhard Koch

T +43-664-8453966 (mobile)

E bernhard.koch@boku.ac.at

W www.boku.ac.at

Location Vienna, Austria

Founded in 1872, the University of Natural Resources and Applied Life Sciences, known too by its acronym "BOKU", now comprises 15 departments and four service centers in Vienna, as well as a number of experimental centers around Vienna.

Research at a high level is both backbone and guideline for future development at BOKU. BOKU's scientists are particularly active and successful in competitive project tenders (nation-ally as well as in European and international programs). Performing not only excellent basic research but moving along the innovation chain towards applied research also makes BOKU a strong partner for the industry.

Areas of Competence in Teaching and Research:

- Soil and land ecosystems
- Water, atmosphere, and environment
- Habitat and landscape
- Renewable resources and resource-oriented technologies
- Biotechnology
- Nanosciences and nanotechnology
- Resources and social dynamics

As head of Technology transfer at the University I would like to **meet technology transfer managers of universities, research institutes** on the one hand to talk about themes regarding the transfer between Science and Business, e.g. in the form of cooperation projects and on the other hand to discuss project ideas and financing options with business partners.

Our university has a leading role in the following networks:

- Wissenstransferzentrum Ost | <http://www.wtz-ost.at>
- CASEE | <http://www.ica-ls.com/casee/>
- Danube Rectors Conference | <http://www.d-r-c.org>
- ISEKI Food Association | https://www.iseki-food.net/ifa_member



Company Name

Vienna University of Technology

Contact

Ms. Angelika Valenta

T +43-664-605884538

E angelika.valenta@tuwien.ac.at

W www.rt.tuwien.ac.at

Location Vienna, Austria

For nearly 200 years, TUW - Vienna University of Technology has been a place of research, teaching and learning in the service of progress. TUW is among the most successful technical universities in Europe. Our mission is "technology for people". Through our research we "develop scientific excellence", through our teaching we "enhance comprehensive competence".

TUW is a member of the regional knowledge transfer center WTZ Ost

(<http://www.wtz.ac.at/wissenstransferzentrum-english/>)

and the specialist knowledge transfer center in the life sciences field (www.wings4innovation.at), both with the aim **of intensifying the knowledge transfer from science to business and society.**

13

Patent licensing and sale, search for **cooperation partners and access to networks** with regard to the following topics:

- Synthetic lignans targeting cardiovascular diseases
- Cardiogenesis inducing synthetic small molecules
- Production of valuable materials from waste streams by using halophilic microorganisms
- Plant protection agent
- Aliphatic Thermoplastic Urethane-Elastomers for the Fabrication of Electrospun, Biodegradable, Vascular Grafts
- Biosynthesis of N-Acetylneuraminic acid (NeuNAc, NANA) from the renewable resource chitin using *Trichoderma reesei* as whole-cell biocatalyst
- Ultrasonically supported ATR Spectroscopy of Suspensions
- Photopolymerizable biopolymers for rapid prototyping of cellular bone replacement materials
- Identification of physiologic states of hydrogentrophic methanogenic cultures by using a combined analytic strategy
- Fatigue tests of stents by ultrasonic wave
- A magnetic field gradient quantification with Lorentz forced MEMS sensors promoting the development of advanced MRI (magnetic resonance imaging) equipment with enhanced resolution.
- Highly efficient miniature magnetic coupling with increased torque transmission capacity for use e.g. in medical products



Company Name

Virusure Research and Development

Contact

Mr. Ralf Klein

T +49-174-3191173 (mobile)

E ralf_klein@virusure.com

W www.virusure.com

Location Vienna, Austria

Virusure GmbH is a privately owned GMP/GLP certified biotech company based in Vienna specializing in the **virus and prion safety testing of biopharmaceutical products**. We offer client focused contract testing services with expertise ensuring to meet all relevant pathogen safety testing requirements from authorities worldwide. Both our in vivo and in vitro testing facilities operate under a state of the art risk based quality management system. Virusure GmbH is a privately owned GMP/GLP certified biotech company based in Vienna specializing in the virus and prion safety testing of biopharmaceutical products. We offer client focused contract testing services with expertise ensuring to meet all relevant pathogen safety testing requirements from authorities worldwide. Both our in vivo and in vitro testing facilities operate under a state of the art risk based quality management system.

14

The services offered by Virusure include: Virus- and Prion Removal Studies, Cell Banking and Cell Line Characterization, PCR Tests, Potency Testing, Vaccine Testing, Tumorigenicity and Oncogenicity Studies. All studies are in compliance with GMP or GLP.

Virusure is **looking for potential clients in the Biotech Industry in Israel working with Antibody Drugs, Vaccines, Blood Products and Medical Products or Medical Devices from animal source**. We offer a wide service in the area of pathogen safety testing (Virus and Prion Testing) as well as expert reports and consultancy in these areas. In addition we are looking for a potential agent familiar with the biotech industry in Israel and selling already services or products to these clients.



Company Name

wings4innovation Life Science WTZ

Contact

Mr. Oliver Szolar

T +43-664-8459742 (mobile)

E szolar@w4i.org

W www.w4i.org

Location Vienna, Austria

wings4innovation is the initiative of 17 Austrian academic research institutions that aims at establishing **an independent Translational Research Centre | TRC** in the field of Life Sciences in Austria to transfer breakthrough basic research into commercially valuable assets.

The main focus of this new organization will lie in early stage development of innovative small molecule and biologic drug candidates for human diseases with a high medical need. Once it is fully operative, the TRC intends to become the one-stop-shop for Life Sciences innovation in the region.

15

Our current objective is to **establish early contacts with potential collaborators and customers to exchange expectations and ideas on how to best integrate industry partners capabilities** and needs into the set-up of such an initiative.



A service offered by
the City of Vienna

Company Name

Vienna Business Agency

Contact

Ms. Sabine Ohler

E ohler@vba.at

W www.viennabusinessagency.at

Location Vienna, Austria

Vienna Business Agency – **For your successful start in Vienna**

Building on 30 years of experience, we are the first point of contact for all investors and entrepreneurs wishing to launch a subsidiary in Vienna. Being part of the City of Vienna, our services are free of charge for you.

We support you personally and comprehensively when settling in Vienna. Our team speaks your language! From the first day on, our team is at your side – dealing with all questions concerning Vienna as a business location.

- Comprehensive information regarding Vienna as a business location
- Facilitation of contacts and support with city and government agencies, banks, national and international chambers in Vienna and other local service centers
- Support with issues related to residential, commercial or tax law
- Information on funding for your business
- Assistance with site selection (overview of offices, properties, business parks and clusters in Vienna)
- Help with recruitment

Furthermore, the Expat Center Vienna was founded in order to ensure a smooth start in both your working life and your personal life in your new hometown. In numerous languages, our team provides expatriates – international specialists and executives – and their families with individual and customized support and advice on all issues of daily life.



Company Name

Vienna Chamber of Commerce and Industry

Contact

Ms. Gabriele Führer

T +43-1-514500

E gabriele.fuehrer@wkw.at

W www.wkw.at

Location Vienna, Austria

The Vienna Chamber of Commerce and Industry is the **legal representative of the entire Viennese business community**. In order to participate in the decision-making process of economic policies effectively, membership is compulsory. This means that practically every business undertaking belongs by law to the Chamber of Commerce.

The Vienna Chamber of Commerce is organized in seven divisions:

- Commerce
- Crafts and Trade
- Industry
- Information and Consulting
- Banking and Insurance
- Tourism and Leisure Time Industries
- Transport and Communication

Special issues and requests of our member companies are handled by specialized departments such as

- Department for International Business - International trade, export and import matters, subsidies, market exploration, issuance and certification of export documents, etc.
- Department for Legal, Trade and Environmental Policy - Service and representation of interests in business law and the environment, plant approvals, competition law, etc.
- Social Policy Department - Collective bargaining, representation before the labor and social security court, health insurance, labor law, etc.
- Economic Policy Department - Economic policy, statistics, innovations, subsidizations, etc.
- Department for City Planning and Transportation Policy - Urban development, infrastructure, transportation, etc.
- Department for Education Policy - Contact point for apprenticeship programs, training measures, schools, etc.

With **the founding service and the first start shop**, the Vienna Chamber of Commerce helps to set up a business. This means a decisive starting advantage for prospective young entrepreneurs because the services of the Vienna Chamber of Commerce are available to them even before founding of the company.



INFORMATION

ADVANTAGE AUSTRIA Tel-Aviv
Austrian Embassy – Commercial Section
Annette Morris
25, Hamered St. Tel-Aviv, Israel
T +972 516 86 85
F +972 516 86 80
E telaviv@advantageaustria.org
W advantageaustria.org/il