

BioEconomy (BIOE)

Introduction

Module: From Research to Market
Master of Science in Biotechnology
(BPD & BST)
Dr. Julia Schüler

Aim: Understand a company report



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2013 – “String of pearls” strategy

The year 2013 has paved the way for a reassessment of PAION AG. The license agreements in South Korea, Russia and Turkey were important steps to continue the “String of pearls” strategy in which we selectively **out-license** Remimazolam in regional markets. In addition to the completed technology transfer with Yichang in March 2013 an exclusive **license agreement** for Remimazolam was signed with Hana Pharm for South Korea and with R-Pharm for Russia / CIS in October 2013. In November 2013 R-Pharm and PAION have expanded their license agreement to add Turkey. We have received in each case an **upfront payment** of EUR 1 million and agreed on **milestone payments** and **royalties**.

Business Model

Strategic focus to become a specialist in anaesthesia and intensive care

Issues to be addressed in BIOE

- ▶ What are major issues in the industry? Get a sense
- ▶ What are challenges for biotech and pharma companies?
- ▶ What are MBAs thinking and talking about?
- ▶ How to read a company report?
- ▶ How to analyze a company?

BIOE Agenda

- ▶ Introduction
 - ▶ Drug development (business perspective) **Lect1**
 - ▶ Pharma Overview, Challenges & Trends **Lect2**

- ▶  - a biotech company and our teaching case
 - ▶ Annual & Financial Report: financial statements, accounting **Lect 3**
 - ▶ Financing: debt, equity (VC & IPO), capital & stock markets **Lect 4**
 - ▶ Biotech capital markets & financing **Lect 5**
 - ▶ Biotech dealmaking & transactions **Lect 6**
 - ▶ Business Concepts / Basics
 - ▶ Business Model & Strategy **Lect 7**
 - ▶ Analysis frameworks & tools **Lect 8**

- ▶ Company Analysis (teaching case summary; example for exam) **Lect 9**

- ▶ Exam **Lect 10 & 11**

BIOE Exam

- Oral presentation: company analysis
- Group of 3-4 students to analyse & present one company
- You should divide the presentation, e.g. everyone should take over a part
- Approx. 25 - 30 min. including questions (about 22 – 30 slides)
- File on your own laptop, stick, CD or by email
- Questions: j.schueler@hs-mannheim.de

Epigenomics (D) – Molecular Diagnostics

epigenomics



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ABOUT EPIGENOMICS

[Corporate Facts](#)
[Corporate Strategy](#)
[Management](#)
[Supervisory Board](#)
[Quality Management](#)



Who we are

We are a molecular diagnostics company developing and commercializing a pipeline of proprietary products for the screening and diagnosis of cancer.






Our products enable doctors to diagnose cancer earlier and more accurately, leading to improved outcomes for patients.

Our lead product, Epi proColon[®], is a blood-based test for the early detection of colorectal cancer, which is currently marketed in Europe and is in development for the U.S.A.

Our technology and products have been validated through multiple partnerships with leading global diagnostic companies and testing laboratories.

We are an international company with operations in Europe and the U.S.A.

Evolve (CH) – Fine chemicals from yeast

 evolve	<h2 style="color: #E67E22;">We see things a little different</h2> <p>Nature, notably food, contains a treasure trove of ingredients that can improve health, wellness and nutrition.</p> <p>But, most of these ingredients have "issues". The plant or animal that makes the ingredient is too rare, too hard to grow, or does not make enough of it. Hence the ingredient is not available at the right quality, or the right price, for most of us.</p> <p>By combining modern genetics with traditional brewing, we remove these issues. We take every-day baker's yeast and give it the same ability to make the ingredient as the original plant or animal. Now we can make the ingredient as if it was bread or beer. The better quality, lower price and improved sustainability means far more of us can enjoy the ingredient and its benefits.</p> <p>Welcome to Evolve</p> <div style="background-color: #F0F0F0; padding: 10px;"> <p>LATEST NEWS</p> <p>10. Mar Ajinomoto project moves into the next phase triggering a milestone payment to Evolve</p> <p style="text-align: right;">Full list of Press Releases</p> </div>	<div style="border: 1px solid black; padding: 5px;"> <p>EVE EXPLAINS EVOLVE</p>  </div> <div style="border: 1px solid black; padding: 5px;"> <p>MISSION</p>  </div> <div style="border: 1px solid black; padding: 5px;"> <p>PRODUCTS</p>  </div> <div style="border: 1px solid black; padding: 5px;"> <p>JOB OPPORTUNITIES</p>  </div>
<p>WHO WE ARE</p>		
<p>PRODUCTS</p>		
<p>TECHNOLOGY</p>		
<p>INVESTORS</p>		
<p>MEDIA</p>		
<p>JOIN US</p>		
<p>CONTACT DETAILS</p>		
<p>UPCOMING EVENTS</p>		
<p>Publication Evolve 2014 financial results at 7AM CET</p>		

Galapagos (B) – Novel targets



Research & Development

Pipeline

Alliances

Business Development

Approach

Clinical trials

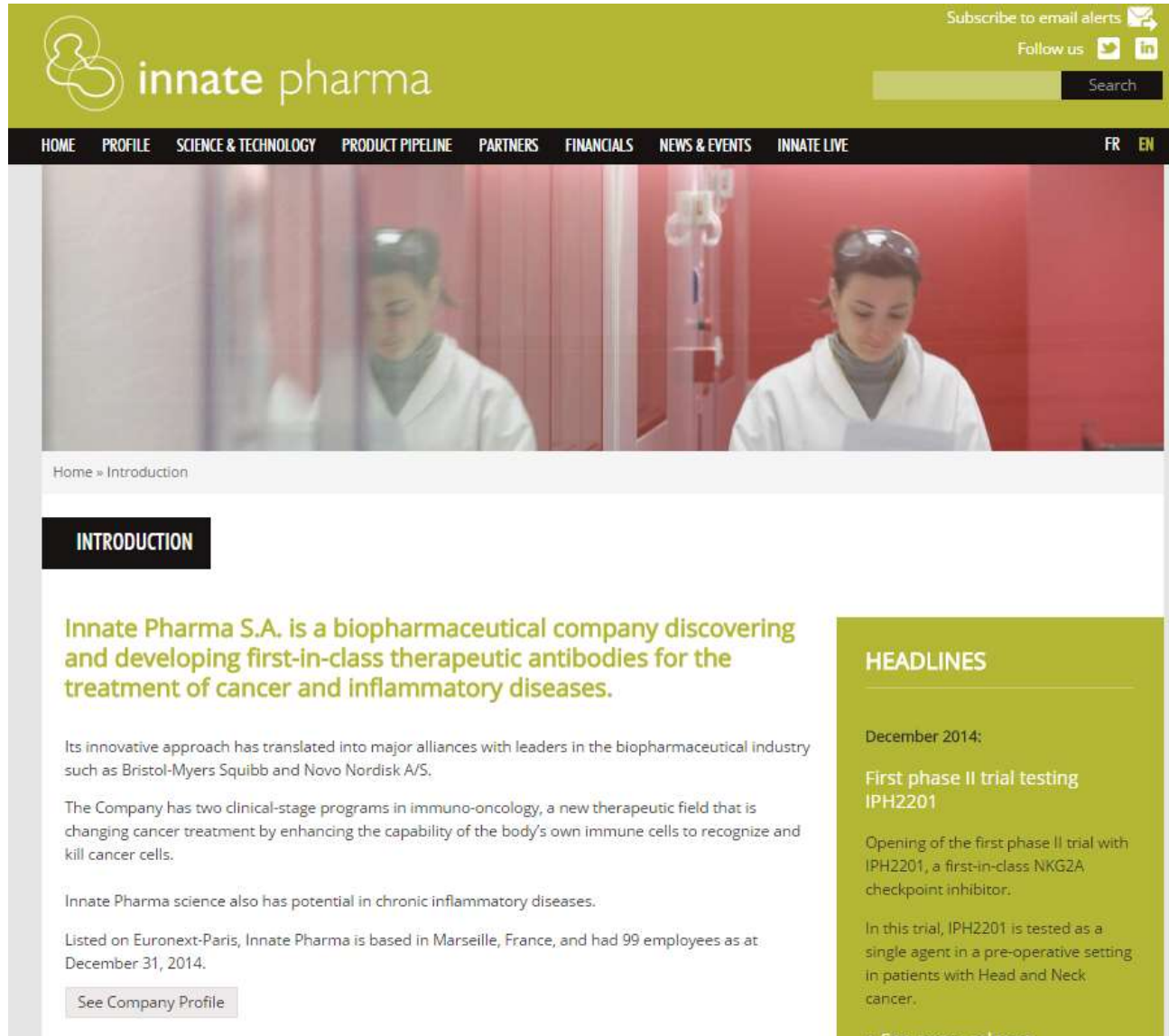
Approach

Galapagos has discovered drug targets (starting points for the development of novel drugs) using cells from patients for more than fifteen diseases. These targets form the basis of drug discovery programs aimed at identifying small molecules or antibodies that alter the activity of these proteins, thereby potentially changing the course of the disease. By studying the disease process and key points of intervention, it is our goal to develop new drugs that stop the disease rather than just treat the symptoms.


[Download target discovery guide](#)



In 2008, Galapagos began to pursue drug discovery and development in orphan diseases – diseases of high medical need, not commonly pursued by pharmaceutical companies. Cystic fibrosis (CF) is the first orphan disease in which Galapagos plans to discover, develop and launch disease-modifying medicines. In September 2013, Galapagos and AbbVie signed a collaborative agreement by which both companies will fund and contribute science toward discovering novel small molecule therapies for the largest mutations in CF. [Click here \(link to CF page\)](#) for more information on our CF programs.

Innate Pharma (F) - Immunotherapy



The screenshot shows the Innate Pharma website homepage. At the top, there is a green header with the Innate Pharma logo and name. To the right of the logo, there are links for "Subscribe to email alerts" and "Follow us" with social media icons for Twitter and LinkedIn. Below the header is a navigation menu with links for HOME, PROFILE, SCIENCE & TECHNOLOGY, PRODUCT PIPELINE, PARTNERS, FINANCIALS, NEWS & EVENTS, and INNATE LIVE. There are also language options for FR and EN. The main content area features a large image of two scientists in white lab coats working in a laboratory. Below the image, there is a breadcrumb trail "Home » Introduction" and a section titled "INTRODUCTION". The introduction text describes Innate Pharma S.A. as a biopharmaceutical company discovering and developing first-in-class therapeutic antibodies for the treatment of cancer and inflammatory diseases. It mentions major alliances with Bristol-Myers Squibb and Novo Nordisk A/S, and notes that the company has two clinical-stage programs in immuno-oncology. A "See Company Profile" button is located at the bottom of the introduction section. On the right side of the page, there is a "HEADLINES" section with a date "December 2014:" and a headline "First phase II trial testing IPH2201". The headline text describes the opening of the first phase II trial with IPH2201, a first-in-class NKG2A checkpoint inhibitor, and mentions that it is tested as a single agent in a pre-operative setting in patients with Head and Neck cancer. A "See press release" link is partially visible at the bottom of the headlines section.

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Home » Introduction

INTRODUCTION

Innate Pharma S.A. is a biopharmaceutical company discovering and developing first-in-class therapeutic antibodies for the treatment of cancer and inflammatory diseases.

Its innovative approach has translated into major alliances with leaders in the biopharmaceutical industry such as Bristol-Myers Squibb and Novo Nordisk A/S.

The Company has two clinical-stage programs in immuno-oncology, a new therapeutic field that is changing cancer treatment by enhancing the capability of the body's own immune cells to recognize and kill cancer cells.

Innate Pharma science also has potential in chronic inflammatory diseases.

Listed on Euronext-Paris, Innate Pharma is based in Marseille, France, and had 99 employees as at December 31, 2014.

[See Company Profile](#)

HEADLINES

December 2014:

First phase II trial testing IPH2201

Opening of the first phase II trial with IPH2201, a first-in-class NKG2A checkpoint inhibitor.

In this trial, IPH2201 is tested as a single agent in a pre-operative setting in patients with Head and Neck cancer.

[See press release](#)

Metabolic Explorer (F) – Green Chemistry



metabolic explorer
Providing a sustainable green solution to industrial players who want to produce differently

About us | **Green chemistry** | **Chemicals industry** | **Innovation** | **Investor Relations** | **News & Events**

news

- . 02/19/2015
METabolic Explorer : fourth quarter 2014 turnover >> [more](#)
- . 02/04/2015
New shares issuance >> [more](#)

More information
Glossary page

Today Petrochemicals
Fossil resources, reserves running out

- Extraction
A few geographical zones (crude oil, gas)
- Transport (pipelines, tankers)
- Hydrocarbon cracking
- Separation by distillation
- Chemical reactions
- Generation of chemical intermediates
- Bulk chemicals used in the manufacture of

Tomorrow Green chemistry
Biobased, renewable and sustainable resources

- Collection of raw materials
Many different geographical zones (glucose, starch, hemicellulose, etc.)
- flexible/accessible Industrial solutions
- Industrial fermentation
High-performance microorganisms transform the feedstock into the target compound
- Bulk chemicals used in the manufacture of

Mologen (D) - Immunotherapy

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MOLOGEN AG



COMPANY TECHNOLOGY PRODUCTS INVESTOR RELATIONS / PRESS CAREER PATIENTS

Strategy
Executive Board
Supervisory Board
Medical & Scientific Expert Board
Memberships in Organizations

Home // Company

MOLOGEN AG at a glance

MOLOGEN AG is a biotechnology company specializing in the research and clinical development of innovative drugs in the fields of oncology and infectious diseases.

Our most important developments to date are the DNA immunomodulator MGN1703, which we are currently subjecting to clinical trials in the treatment of colorectal cancer and small-cell lung cancer. Furthermore our cell-based cancer therapy MGN1601 for the treatment of renal cancer, which is also a highly promising product, is currently undergoing clinical development as well.

The basis for our innovative drugs comes from our own MIDGE® and dSLIM® platform technologies and our own allogeneic tumor cell line. Our products all operate in accordance with the same principle of action: They enable a patient's immune system to fight the disease or pathogen itself. Our drugs, without exception, demonstrate excellent tolerability.

MOLOGEN AG was founded in 1998 and was one of the first biotechnology companies in Germany to be listed on the stock exchange immediately after its foundation. MOLOGEN AG shares (ISIN DE0006637200) are listed in the Prime Standard on the Frankfurt Stock Exchange.

Press

1400.18	1.1%
812.34	-0.21
982.32	-0.17
771.53	-3.15

Investor Relations

Qiagen (D) – Molecular Diagnostics



News: Innovative mobile apps — now for iOS and Android devices ▶ Find your app



Innovative sample and assay technologies
▶ Catalog, shop, A-Z



Scientific expertise and technical resources
▶ Protocols, webinars, literature, tools



Diagnostics that care
▶ HPV testing, pathogen detection, healthcare



Solutions and applications for your lab
▶ From cancer research to food safety testing

Zealand Pharma (DK) – peptide drugs



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ABOUT ZEALAND

PIPELINE

R&D

PARTNERING

INVESTORS

CAREERS



Purpose, Mission and Values

Board of Directors and Executive Management

History

ABOUT ZEALAND

Zealand Pharma A/S (“Zealand”) (Nasdaq Copenhagen: ZEAL) is a biotechnology company based in Copenhagen, Denmark. Zealand has leading expertise in the discovery, design and development of novel peptide medicines and in-house competences also in clinical trial design and management with a therapeutic focus on metabolic diseases and acute care indications. The company is advancing a proprietary pipeline of novel medicines alongside a partnered product and development portfolio.

Zealand’s first invented medicine, lixisenatide (a once-daily prandial GLP-1 agonist) is marketed globally (ex-US) by Sanofi as Lyxumia® for the treatment of Type 2 diabetes. Sanofi also has the product in Phase III development as a single-injection combination with Lantus® (LixiLan) under a global license agreement. US regulatory filing of Lyxumia® is planned for summer 2015 and of LixiLan as early as end 2015.

Zealand proprietary pipeline includes danegaptide (prevention of ischemic reperfusion injury) and ZP4207 (a stable glucagon product to treat severe hypoglycemia) as well as several preclinical peptide therapeutics. Partnering represents an important component of strategy to leverage in-house expertise, share development risk in large clinical trials, provide funding and commercialize the company’s products. Zealand currently has global license agreements and