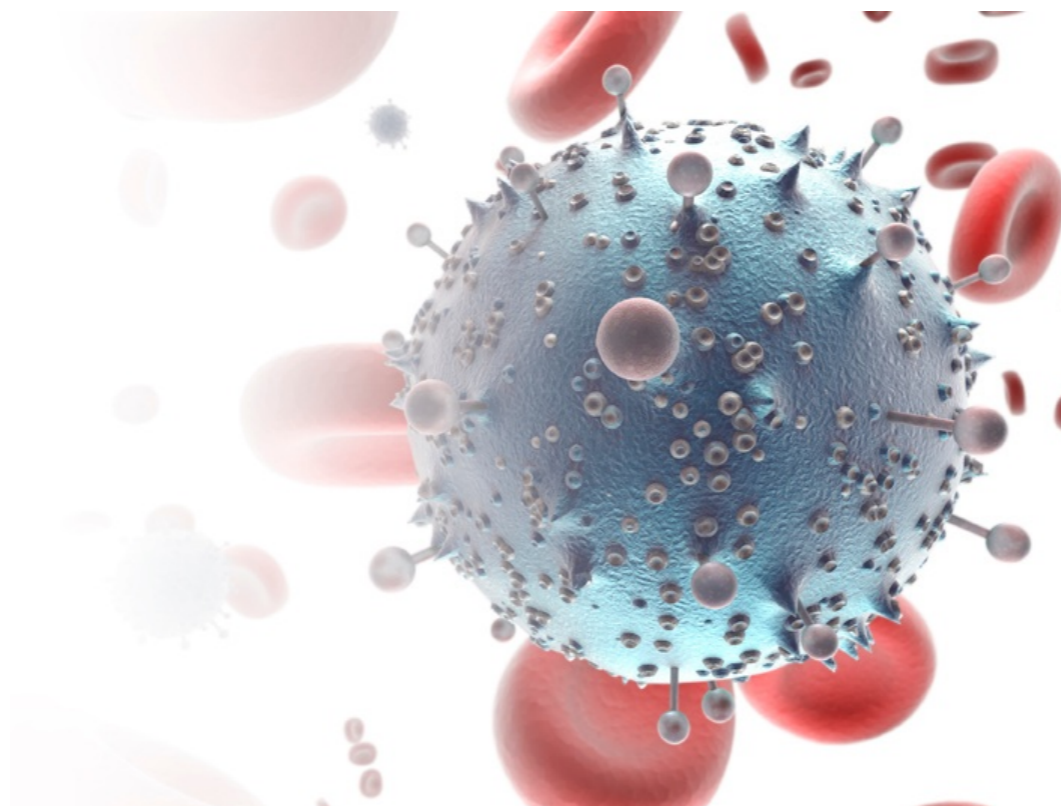


DECEMBER, 11 | OEGSTGEEST

# Dutch Life Sciences & Health Conference 2012



ORGANISED BY IVENTUS.NL

# Welcome



**Dr. Leon A. Mur**  
**Business Development Director Iventus**

As the business development director of Iventus, I have been involved as a member of the programme committee. From the beginning I have enjoyed collaborating with a

number of representatives from the Dutch Life Sciences sector on setting up the conference programme. I am looking forward to this meeting and to hear about all the new technologies and developments in the life sciences sector and the inspiring start-up companies.



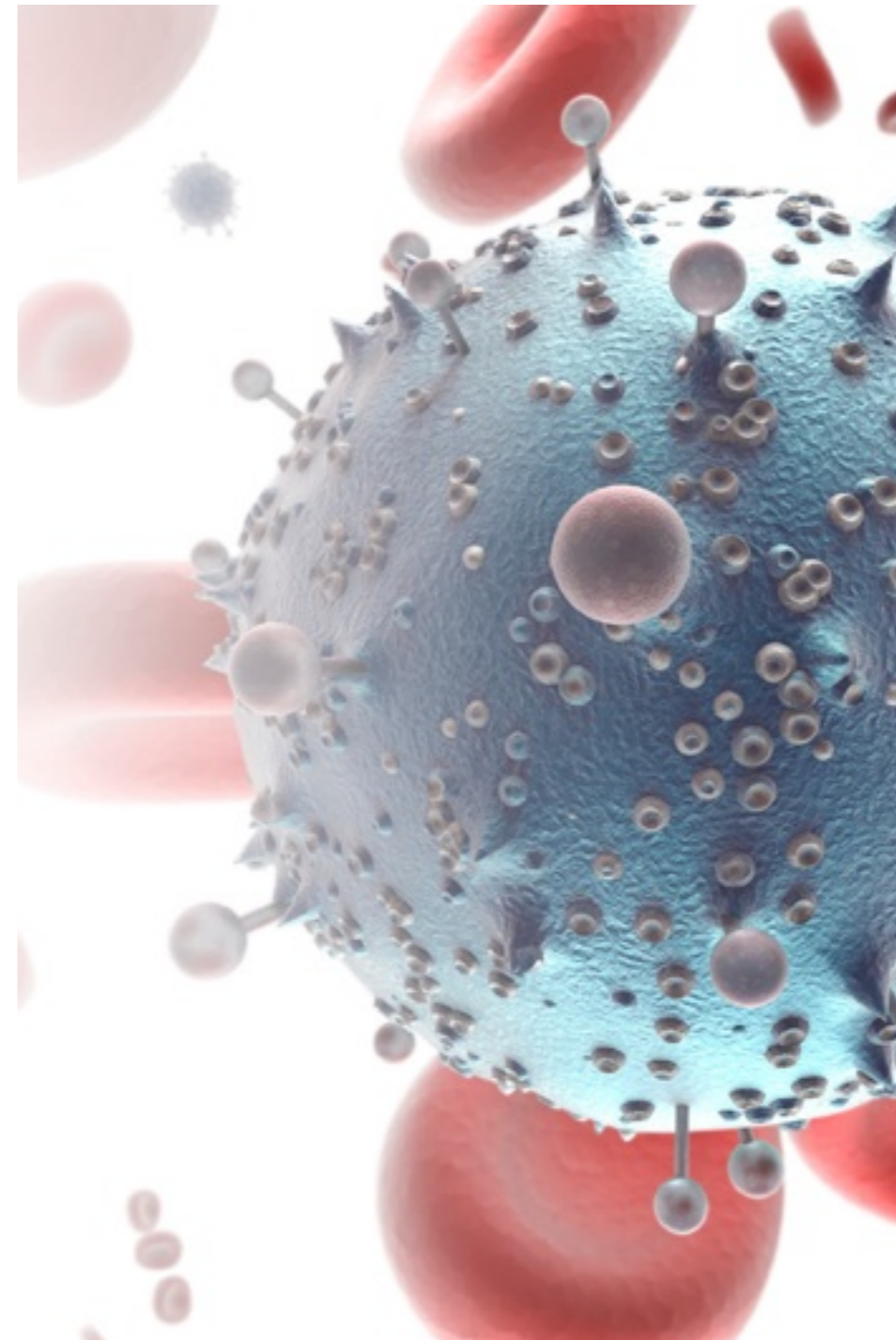
**Miranda de Regt**  
**Managing Partner Iventus**

I am very honoured to welcome you to our 8th Dutch Life Sciences & Health conference. My team and I are delighted to have you here in

Oegstgeest as our guest. As Managing Partner of Iventus I am responsible for all the practical ins and outs of this conference, such as all the promotional activities, contacts with our speakers, all the arrangements to make their stay as pleasant as possible, scripts, the registration of participants, etcetera.

In case you have any questions during your stay, please do not hesitate to contact me.

[miranda.de.reg@iventus.nl](mailto:miranda.de.reg@iventus.nl), +31 (0)71 890 0285.



## Trends & Developments in Life Sciences



Within the last 10-15 years, the Dutch life sciences sector has become one of the most research-intensive sectors with a great potential for delivering innovative products now and in the future. A specialised sector of research-intensive SMEs in the Dutch biotech industry focuses on the discovery and development of innovative biopharmaceutical medicines, diagnostics and medical devices for human healthcare. The European biopharmaceutical sector faces a huge challenge concerning access to finance, the regulatory approvals for biologics and the biologics that are still largely protected from generics.

It is our great pleasure to welcome you to the 8th Dutch Life Sciences & Health Conference. During this conference-day, these developments are being addressed

by industry experts, entrepreneurs and venture capitalists. The programme consists of an investors forum, a plenary session with speakers from the Dutch Life Sciences Industry, workshops, the Venture Challenge award ceremony, networking possibilities and an information market.

### On behalf of the organising committee:

- Harrold van Barlingen, PhD, Managing Director Thuja Capital
- Arwin van der Linden, Partner PwC
- Sandra Migchielsen, PhD, Life Sciences Clustermanager Amsterdamse Innovatie Motor
- Dr. Leon Mur, Business Development Director Iventus
- Paula van Rossum, Project Manager Life Sciences Utrecht Science Park
- Ellen Smit, Account Manager Leiden Bio Science Park
- Ir. Alie Tigchelhoff MBA, Director Pivot Park LSCO
- Jan Wisse, Director Niaba

# Programme

'Trends and Developments in Life Sciences'

**08:00 – 09:00 Investors forum breakfast – part 1**  
*hosted by Pivot Park LSCO and PwC*

**09:00 – 09:30 Registration**

**09:30 – 11:30 Plenary programme**

Welcome by chairman Jan Douwe Kroeske

Plenary presentations and discussions with

- Rudy Dekeyser PhD, Managing Partner LSP Health Economics Fund
- Drs. Ing. Ard Tijsterman, CEO Biosana Pty Ltd and
- Henri Termeer, Former CEO Genzyme

Presentation winners NGI Venture Challenge Award, Fall 2011 & Spring 2012

- Harald Eistetter PhD, Co-founder/MD RHECADIS GmbH
- Dr. Rosalie Luiten, Head Laboratory Experimental Dermatology AMC, University of Amsterdam

Announcement winner NGI Venture Challenge 2012

**11:30 – 12:30 Investors forum lunch – part 2**  
*hosted by Pivot Park LSCO and PwC*

**11:30 – 13:00 Lunch and networking**

**13:00 – 14:30 Workshops**

**Workshop A: From IP to IPO: legal success factors, do's and don'ts**

Presentations by

- Mr. Carina van den Brink, Founding Partner Axon Lawyers
- Drs. Patrick Theune, Director Capital Markets PwC
- Ir. Jeroen Voorham, Founder MAXAM Medical

**13:00 – 14:30** **Workshop B: Business modelling**  
*hosted by Immuno Valley*  
Chair: Anne Portwich PhD, Partner LSP

Presentations by

- Michel Briejer PhD, Partner Thuja Capital
- Dr. Bart van Steen, COO Pharma Plexus Holland BV
- Prof. Dr. Jan Raaijmakers, Vice President Scientific Collaborations Europe of GlaxoSmithKline Europe

**Workshop C: Market authorisation: successes and failures**

*hosted by Quintiles*  
Chair: Valérie Codrons PhD, Manager Global Regulatory Affairs Quintiles

Presentations by

- Hans Preusting PhD, MBA, VP Business Development uniQure B.V.
- Bart van den Berg Msc, Managing Director DiagnOptics

**14:30 – 15:15** **Break**

**15:15 – 15:45** **Continue plenary programme**

Presentation by  
Dr. Jeroen Rovers, Ceronco Biosciences - Winner Investors forum 2011

Announcement Winner Investors forum 2012




















**15:45 – 16:15** **Presentation about an update from the sector by**  
Dr. Rob van Leen MBA, Chief Innovation Officer DSM N.V.

**16:15 – 16:30** **Plenary closure by chair**

**16:30 – 18:00** **Drinks and bites**  
*hosted by City of Leiden, City of Oegstgeest and Leiden Bio Science Park*

# Speakers

*Tap on picture  
to view profile.*

			 <p><b>B. (Bart) van den Berg Msc</b> <b>DiagnOptics</b> <b>Managing Director</b> Speaker workshop Market authorisation: successes and failures Bart van den Berg (1965) holds an MSc in Business Economics from Tilburg University. He worked as a consultant before he founded two pharmaceutical contract-manufacturing companies. Together with Alfred Nijkerk he founded VenGen in 2001. Since then, he has co-founded several life science start ups. In 2004 Bart joined the VenGen venture DiagnOptics as Managing Director. Since then, DiagnOptics realized a few financing rounds, obtained several grants and introduced their first products to a number of markets.</p>
			
			
			
			
			

# Participants

*\*Everything possible has been done to guarantee the correctness of the ordered information. Although this information has been collected with great care, the correct functioning can be guaranteed in no way whatsoever.*

3D-PharmXchange - NL - dr. François van Och  
3D-PharmXchange - NL - dr. Inez de Greef - Partner  
3D-PharmXchange - NL - Joris Schuurmans MSc - Partner  
3v-LSI - NL - dr. Hein Coolen  
ABN AMRO Bank N.V. - NL - Frans van der Ende - Senior Relatiemanager  
ABN AMRO Bank N.V. - NL - Richard Nieuwenhuizen - Relatiemanager  
ActinoPharma Ltd. - UK - Jaap Kampinga - CEO  
Afforce Healthcare BV - NL - drs. Margot Amoureux - Senior Partner  
AgentschapNL - NL - Christine de Oliveira - Kredietadviseur  
AgentschapNL - NL - drs. Elisabeth Schless - Advisor  
AgentschapNL - NL - ir. Arnold Sneekes  
Aglaia BioMedical Ventures - NL - dr. Sanne Weijzen - Partner  
AIGHD - NL - dr. Remko van Leeuwen - Director Acquisition  
AKD - NL - Matthijs Ingen-Housz - advocaat/partner  
AMC - NL - Sanne Stembert  
AMC / UvA - NL - dr. Rosalie Luiten - Hoofd Laboratorium Experimentele Dermatologie  
AM-Pharma - NL - Erik van den Berg - CEO  
Amsterdam Innovation Motor (AIM) - NL - Anne de Graaf - Projectmanager  
Amsterdam Innovation Motor (AIM) - NL - dr. Quido Valent - Cluster manager Life Sciences  
Amsterdam Innovation Motor (AIM) - NL - Thijs Boutkan  
Arnold + Siedsma - NL - dr. Marcel van Kooij - European patent attorney  
Arnold + Siedsma - NL - drs. Alexander Faber - Director of Business Development

Arnold + Siedsma - NL - Janaart Kuster - patent attorney  
AsjesBisseling Belastingadviseurs BV - NL - drs. Arjan Bisseling - Tax Advisor  
Axon Lawyers - NL - Amina Diaz - lawyer  
Axon Lawyers - NL - Carine van den Brink - Founding Partner  
Axon Lawyers - NL - Karin Verzijden - lawyer  
BAC BV - NL - dr. Ingeborg van Gemeren - VP Business Development  
BAC BV - NL - dr. Laurens Sierkstra - CEO  
Berkvens Management & Investment BV - NL - Theo Berkvens Ph.D.  
Bioceros - NL - dr. Bram Bout - CEO  
BioConnection BV - NL - Alexander Willemse PhD - CEO  
BioConnection BV - NL - Maricke Padt MSc - Business Development Officer  
BioFarmind - NL - Aletha van der Donck - Office Manager  
BioFarmind - NL - Annemiek Verkamman - Directeur  
BioGeneration Ventures - NL - dr. Wil Hazenberg  
BioGeneration Ventures - NL - Edward van Wezel - managing partner  
BioNovion B.V. - NL - Prof.dr. Wiebe Olijve - Chief Executive Officer  
BioPoint Group - US - Jan van Heek  
Biosana Pty Ltd - AU - drs. ing. Ard Tijsterman - CEO  
BioTop Medical - NL - Annelies Heemskerk MSc -  
Project Manager Medical Devices & Quality Systems  
BioTop Medical - NL - Daniel Brodeur BSc - Manager  
BioXpert B.V. - NL - dr. Tineke Coenen - CEO  
BIRD Recruitment - NL - dr. Suzanne van Gerwen - General Manager  
Bomans Subsidieadvies - NL - ing. Rick Bomans - Subsidy Consultant

Buren van Velzen Guelen - NL - mr. Peter van Dijk - tax advisor  
Buren van Velzen Guelen - NL - Philip ter Burg - Attorney  
Ceronco Biosciences - NL - dr. Jeroen Rovers  
Chamber of Commerce - NL - Friso Hennings Backer - Coordinator Healthcare  
Chardon Pharma - NL - Prof.dr. Ard Peeters - CEO  
ChemConnection BV - NL - dr. Gerjan Kemperman - CEO  
City of Almere - NL - Anouk Veluwenkamp MSc - Senior Advisor  
Crossbeta Biosciences BV - NL - Guus Scheefhals - CEO  
Crosslinks - NL - Ronald Nanninga - CEO  
CSC - NL - Twan Weegels - Country Manager Benelux  
Deerns Nederland B.V. - NL - dr.ir. Buters  
Deerns Nederland B.V. - NL - ir. Cees van der Hek  
DHL - NL - Norman Mengels - Business Development  
DiagnOptics - NL - Bart van den Berg - Managing Director  
DiagnOptics Technologies B.V. - NL - Jasper Dijkstra - Operations Manager  
DSM N.V. - NL - dr. Rob van Leen - Chief Innovation Officer  
DSM Venturing B.V. - NL - Ian Freelance  
Eagle Rock Life Sciences - NL - Hans Pegt - Partner  
Echo Pharmaceuticals BV - NL - dr. Vanesa Fernandez - Managing Director  
EP&C - NL - Robbert-Jan de Lang Ph.D. - Dutch & European Patent Attorney  
Erasmus MC - NL - dr. Bernd van Buuren - Business Developer  
Eversheds Faasen - NL - mr. Tom van Wijngaarden - Partner Corporate  
FeyeCon Carbon Dioxide Technologies - NL - dr. May Young Lin - Project Leader  
FlexGen - NL - Hans van Rosendael - CFO



Foundation Imagine Life Sciences - NL - Lotte van den Berg MSc - Project Manager

Fujifilm Manufacturing B.V. - NL - dr. ir. Mariette Geltink - New Business Development officer

Future Diagnostics - NL - dr. Mike Martens - Managing Director

Gemeente Leiden - NL - Jessica Hilhorst - Accountmanager

Gemeente Oegstgeest - NL - Allard Stroo - projectleider ruimtelijke projecten

Gemeente Oegstgeest - NL - Laura Platte-Weiland - beleidsmedewerker economische zaken

Genzyme Europe B.V. - NL - Maud Creemers - Head of Market Access and Public Affairs EMEA

Genzyme Europe B.V. - NL - Robin Kenselaar MSc - Head of Genzyme EMEA

Genzyme Nederland - NL - Bert de Jong MD - General Manager

GlaxoSmithKline Europe - NL - Prof. dr. Jan Raaijmakers - Vice president Scientific Collaborations Europe

HAL Allergy - NL - dr. Dirk-Jan Opstelten - R&D Director

HALIX - NL - Alex Huybens -

Harbour Fields Executive Search - NL - Jeroen Ruitenbeek - Managing Partner

Health Innovations - NL - Dick Sietses

Hezelburcht - NL - dr. Coos van Laar - Manager Life Sciences

Immuno Valley - NL - Arno Vermeulen - managing director

Immuno Valley - NL - Steeghs Liana PhD - Deputy Director

Immuno Valley - NL - Vogels Mijke Phd - Accountmanager

Industriebank LIOF - NL - Sjoerd Boomsma - Senior Project Manager Life Sciences

InnatOss Laboratories - NL - dr. Anja Garritsen - CEO

InnatOss Laboratories - NL - Marlisa Meijerink

InnoTact Consulting BV - NL - dr. Maarten van Dongen - Managing Partner

Interface BIOMaterials - NL - prof. dr. ir. Leo Koole - CSO

Invest Utrecht - NL - Jan Zuidema - Head of Invest Utrecht

IPecunia Patents BV - NL - drs. Irma Scheltus - Senior Patent Attorney

ISA Pharmaceuticals - NL - Gerard Platenburg

JP Bioconsult - NL - dr. Jan Pen - General Manager

Kadans Biofacilities B.V. - NL - dr. Jeff Gielen - Director

Kadans Nederland BV - NL - Walter Ising MRE MRICS - Director

Kamer van Koophandel Den Haag - NL - drs. Bastiaan de Roo - Kantoor directeur

L&P - NL - Carl Lens - Managing Partner

Lavoisier BV - NL - ir. Paul Bromberg

Lead Pharma - NL - dr. Ad van Gorp - CEO

Lead Pharma - NL - dr. Arthur Oubrie - Chief Scientific Officer

Leiden Bio Science Park foundation - NL - drs. Ellen Smit - account manager

Leiden Bio Science Park foundation - NL - Hermine Klein

Leiden Bio Science Park foundation - NL - Nettie Buitelaar - Managing director

Leiden University - NL - dr. Harmen Jousma - Programme Director Science Based Business

LioniX BV - NL - Henk Leeuwis - Executive Vice-President

LSP - NL - dr. Anne Portwich - Partner

LSP Health Economics Fund - NL - Rudy Dekeyser - Managing Partner

LUMC - NL - Prof. Gert-Jan van Ommen - Professor emiritus

LURIS - NL - dr. Gerben Zondag - Business Developer

LURIS - NL - Ruud Schuurman - Business Developer

Madam Therapeutics - NL - dr. Michel de Baar - Chief Business Officer  
MaTeSa Consultancy - NL - Bram van Rossum - Directeur  
Matrix Innovation Center - NL - Raymond Hogerwerf - accountmanager  
MAXAM Medical - NL - ir. Jeroen Voorham - Founder  
Medical Delta - NL - ir. Puck-Anouk van de Bovenkamp -  
account manager innovation  
Medical Delta - NL - Lonneke Baas MSc. - innovation accountmanager  
MedSciences Capital - NL - Otto Postma - Senior Investment Manager  
Mercachem - NL - ir. Jan Schultz - Director Business Development  
Merck Serono Ventures - CH - Roel Bulthuis - Head of Merck Serono Ventures  
Merus BV - NL - Shelley Margetson - CFO  
Metisz BV - NL - ing. Ton van Opzeeland - Technical Director  
Middenduin Life Sciences - NL - Marlies Laros MSc -  
Senior Life Sciences Consultant  
Middenduin - NL - Mathijs Kruk MSc - Junior Life Sciences Consultant  
Middenduin Life Sciences - NL - Ivo Timmermans - Partner  
Mimetas - NL - dr. ir. Paul Vulto - CTO  
Mimetas - NL - dr. Jos Joore - CBO  
MyLife Technologies B.V. - NL - Pieter Jan Vos - CEO  
myTomorrows.com - NL - Erdem Yavuz - CFO  
myTomorrows.com - NL - dr. Govert Schouten - COO  
Nano Fiber Matrices B.V. - NL - dr. Menno de Jong - CSO  
Nano Fiber Matrices BV - NL - Edwin Schwander - CEO  
Nano-I-Drops - DE - dr. Sven Schnichels  
Nano-I-drops - DE - prof.dr. Martin Spitzer

Nano-I-Drops - NL - Jan Willem de Vries MSc  
Nano-I-drops - NL - prof. dr. Andreas Herrmann  
NautaDutilh N.V. - NL - mr. Bas van Hunnik MSc - Lawyer  
NautaDutilh N.V. - NL - mr. Christiaan de Brauw - Partner  
NBIC - NL - dr. Rob Hooft - CTO  
Nederlandsch Octrooibureau - NL - dr. Mirna Atallah - Patent Attorney  
Nederlandsch Octrooibureau - NL - dr. Peter ten Haaft - Patent Attorney  
Netherlands Foreign Investment Agency - NL - Lowri van der Linden -  
Senior Project Manager  
Netherlands Genomics Initiative - NL - dr.ir. Chrétien Herben -  
Valorisation Manager  
Netherlands Genomics Initiative - NL - Jiske Krommendijk - Valorisation  
Coordinator  
Netherlands Proteomics Centre - NL - drs. Adinda Woelderink -  
Valorisation manager  
Nextstep Pharma BV - NL - Hubert Pellikaan - DGA  
Niaba - NL - Annika van Rosmalen  
Niaba - NL - Irma Vijn  
Niaba - NL - Jan Wisse  
NIZO food research - NL - dr. Koos Oosterhaven - Business Manager  
NIOZ - NL - MSc Catarina Ferreira da Silva - Postdoc fellow  
NKI-AVL - NL - dr. Koen Verhoef - manager TTO  
npk design bv - NL - ir. Marlies van Dullemen - senior designer  
NTRC - NL - dr. Rogier Buijsman - Head of Chemistry  
NutriLeads - NL - dr. Ruud Albers - Founding director  
NV BOM - NL - mr. Ria Hein - programm manager

OctoPlus - NL - Anton Mat - Business Director  
OctoPlus - NL - Gerben Moolhuizen - Chief Business Officer  
Office for Science & Technology - US - Martijn Nuijten - Officer  
okklo life sciences BV - NL - dr. Daniel Zollinger - co-founder  
Participatiemaatschappij Oost Nederland NV - NL - Viktor Mattousch  
PHA - Philipp Hess Associates - NL - dr. Philipp Hess - Managing Partner PHA / Partner io  
PharmaCytics - NL - dr. Gerrit Veeneman - Research Director  
Pharma Holland Consultancy - NL - dr. Felix Debets - Consultant  
Pharma Plexus - NL - dr. ir. Marieke van den Bosch - BD  
Pharma Plexus Holland BV - NL - dr. Bart van Steen - COO  
PharmaCytics - NL - Han van 't Klooster - CEO  
Philips Research - NL - dr. Ralf Hoffmann  
Pivot Park - NL - dr. Margarita Camacho  
Pivot Park - NL - dr. Steven van Helden  
Pivot Park - NL - ir. Alie Tigchelhoff MBA - Managing Director  
Pivot Park - NL - Jacques van den Broek  
Pivot Park - NL - Jos Legierse  
Pivot Park - NL - prof. dr. Stan van Boeckel  
Pivot Park - NL - Toon van der Doelen  
PNO Consultants - NL - Hielke van Rijn MSc - Consultant  
PNO Consultants - NL - Patricia Maas MSc - Consultant  
PRA - NL - drs. Arnoud Huisman - VP EDS  
Press - NL - dr. Wim Huppés - journalist

PricewaterhouseCoopers Accountants N.V. - NL - Martine Bond Msc RA - Assistant Manager  
Prime Life Science - NL - dr. Markwin Velders - Managing Director  
ProFibrix - NL - dr. Jaap Koopman - CSO  
ProFibrix - NL - Martijn Meijer  
Prosensa - NL - dr. Lucy Peltenburg - Director R&D Operations  
Prosensa - NL - Hans Schikan PharmD - CEO  
ProteoNic B.V. - NL - dr. Frank Pieper - CEO  
ProteoNic B.V. - NL - Victor Schut - CBO  
Prothix - NL - René Verdonk Arts, MBA - CEO  
PwC - NL - Arwin van der Linden - Partner Life Sciences  
PwC - NL - Britta Schaffmeister MSc - Senior Advisor  
PwC - NL - mr. Duko van den Elshout -  
PwC - NL - drs. Patrick Theune - Director Capital Markets  
PwC - NL - Peter Paul Hoek - Senior Manager Life Sciences  
QPS NL - NL - Koos Koops - President & GM  
Quintiles - BE - Valérie Codrons - Manager Global Regulatory Affairs  
Quintiles BV - NL - Henk Kamsteeg - Dir.Clin Ops and General Manager  
Quintiles BV - NL - Roelf Zondag - Dir.Clin Ops  
Regiegroep life sciences & health - NL - dr. Jorg Janssen MA  
Regiegroep life sciences & health - NL - Hélène Engelkamp  
Regiegroep life sciences & health - NL - Prof.dr. Eduard Klasen  
Rescop B.V. - NL - Coert van Rhijn - Sales Manager  
RHECADIS GmbH - DE - Harald Eistetter - Co-founder / Managing Director

Rijksuniversiteit Groningen - NL - dr. Fabrizia Fusetti  
Roland Berger Strategy Consultants - NL - Benno van Dongen - Partner  
SBGG - NL - Frits Wijbenga  
SBGG - NL - Hans Hektor  
SBGG - NL - Semme Moolenaar  
Schuttelaar & Partners - NL - dr. Remco de Vrueth - Senior Advisor  
Signifix BV - NL - Eliane Schutte - Sr.Partner  
Signifix BV - NL - Jeroen Pieper - Sr. Consultant  
SMS-oncology - NL - dr. Raymond Hoffmans - Director Consultancy  
SMS-oncology - NL - Erik Leferink - Business Director  
Somantix - NL - dr. Laurens van der Flier - Project Manager  
Stichting mibiton - NL - Kees Recourt PhD - investment manager  
Stichting Research Cardio - NL - drs. Vincent van Driel - cardioloog  
Swüste Farma Consult - NL - Frank Swüste - CEO  
SynAffix - NL - Peter van de Sande - CEO  
SynCo Bio Partners - NL - Djamel Deken M.Sc. - Business Development Manager  
SynCo Bio Partners - NL - ing. Kim Hovenkamp - Business Development Manager  
Taipei Representative Office in the EU and Belgium - BE -  
dr. Tung-Tse Tseng - Director  
Technology Foundation STW - NL - dr. Ellen Feddes - program officer  
Thuja Capital - NL - Michel Briejer - Partner  
Thuja Capital Management - NL - dr. Harrold van Barlingen - Managing Partner  
TI Pharma - NL - dr. Fred Dijcks - Section coördinator LSH  
TI Pharma - NL - Jon de Vlieger PhD - Strategy & Business Development

T.I.B. Development - NL - dr. Wouter Spek -  
TNC Bio BV - NL - Diederik Klaassen - managing partner  
TNO, Healthy Living - NL - dr. Peter van Dijken - Director of Innovation  
TNO/HU - NL - dr. Cyrille Krul - Businessline manager/lector  
to-BBB - NL - Willem van Weperen - CEO  
to-BBB technologies BV - NL - dr. Pieter Gaillard - CSO  
to-BBB technologies BV - NL - Sijme Zeilemaker - Business Development Associate  
TropIQ Health Sciences - NL - dr. Koen Dechering - CEO  
UbiQ - NL - Alfred Nijkerk - CEO  
UMC St Radboud, SMB BV - NL - dr. John Schalken - Program director  
uniQure B.V. - NL - Hans Preusting - Vice President Business Development  
Universiteit Utrecht Holding - NL - dr. ir. Joukje Siebenga -  
Technology Transfer Officer  
U-Protein Express BV - NL - dr. Martin Hessing - CEO  
US - Henri Termeer  
Utrecht Holdings - NL - dr. Bas Nagelkerken - Technology Transfer Officer  
Utrecht Life Sciences - NL - dr. Freek van Muiswinkel - managing director  
Utrecht Science Park - NL - dr. Friso Smit  
VenGen - NL - Jaap Blaak - Venture Partner  
Vereenigde - NL - Tamara Elmore - European Patent Attorney & U.S. Patent Agent  
Vereenigde Octrooibureau N.V. - NL - Frits Michiels PhD  
Vereenigde Octrooibureaux N.V. - NL - dr. Mark Einerhand -  
Patent Attorney/Partner  
VitalneXt - NL - dr. Rein Strijker - CEO  
Wageningen UR - NL - Jan Meiling - Technology Transfer Manager

West-Holland Foreign Investment Agency - NL - drs. Wim Rutgers -  
Int. Business Advisor

World Courier - NL - Erik Hoddenbach - Sales representative

World Courier Holland B.V. - NL - Marc Schaefers - Sales Manager

Xendo BV - NL - Andre van de Sande MBA, MSM

Xendo BV - NL - dr. Marc Klinkhamer

Xendo BV - NL - ir. Iedo Beeksma

ZonMw - NL - Jacqueline Selhorst

Zwiers Regulatory Consultancy BV - NL - drs. Alex Zwiers - CEO

## DUTCH LIFE SCIENCES & HEALTH CONFERENCE 2012



*hosted by: Pivot Park LSCO and PwC*

The Investors Forum is an exciting opportunity for those companies looking for equity capital and/or partnerships with companies and institutes across the life science value chain, from biotech, med tech and pharma companies to financiers and universities. The forum offers excellent opportunities to present your company or university to all major Dutch life sciences investors and discuss your business strategy, technology direction and capital raising plan.

Participate in the Investors Forum and grab your chance to meet with interesting partners, to initiate strategic alliances or to tap into the international financing networks.

### **Participating investors**

The Investors Forum enables you to evaluate new investment opportunities and to meet with the management of the most promising life sciences companies including start-ups and established ventures. After the forum there will be ample opportunity to further discuss future collaborations in one-on-one meetings.

### **Presenting companies**

The forum offers excellent opportunities to present your company to all major Dutch life sciences investors and discuss your business strategy, technology direction and capital raising plan. Prior to the event, companies will be invited to participate in a number of dry run presentations. The steering committee will provide feedback and give advice. The winner of the Investors Forum will be rewarded a partnering ticket with a total value of 2,500,- EUR. Upon registration you will be contacted with further details. Companies not seeking equity capital but looking for strategic partnerships and/or offering licensing opportunities have the possibility to give a short business presentation.

### **General information and registration**

The Investors Forum is open to representatives from pharma and biotech companies (manufacturing, service providers and research & development), investors and technology transfer departments from Universities. Participation will be reviewed by the programme committee and is on a first-come, first served basis and may be sold out.

During the conference the forum will be held in two sessions:

- breakfast session (08:00 - 09:00)
- lunch session (11:30 - 12:30)

[Profiles investors >>](#)

[Profiles presenting companies >>](#)

## Profiles investors

Tap on logo to view profile.

**AGLAIA**  
BIOMEDICAL VENTURES

**AXON**  
science based lawyers

 **Berkvens Management & Investment BV**  
INDEPENDENT BUSINESS CONSULTANT, INVESTOR AND  
INTERIM MANAGER TO THE BIOTECH INDUSTRY

**AGLAIA**  
BIOMEDICAL VENTURES

**AGlaia BioMedical Ventures**  
Mark Krul, Karl Rothweiler, Sanne Weijzen

*Company profile*  
Aglaia identifies groundbreaking opportunities in cancer research and, in close partnerships with investors and entrepreneurs, takes these opportunities to the next phase of technical and commercial development. In its commitment to create and build biomedical companies in the field of oncology, Aglaia does not only provide the financial means but also takes an active role in strategic and operational processes. Aglaia Biomedical Ventures B.V. currently has two investment funds under management: Aglaia Oncology Fund B.V. and Aglaia Oncology Seed Fund B.V.

**Contact details:**  
Address Prof. Bronkhorstlaan 10-92, 3723 MB Bilthoven,  
The Netherlands  
Tel number +31 (0)30 2296090  
E-mail info@aglaia-biomedical.com  
Website www.aglaia-biomedical.com

**BIODEVELOPMENT** VENTURES

 **Health Innovations**

**LIOF**

**LSP**  
Life Sciences Partners

**Merck Serono**  
Living science, transforming lives

**Oakes Lyman**



**ppm oost**

 **THUJA CAPITAL**  
healthcare investors

**UTRECHT HOLDINGS**

**VenGen**  
hands-on investors and  
management in life sciences

## Profiles presenting companies



•ActinoPharma >>



•BioXpert >>



•INterface BIOMaterials >>



•Madam Thearapeutics >>

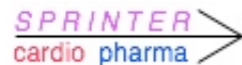


•Mimetas >>

**Nano Fiber Matrices** •Nano Fiber Matrices >>



•Prothix >>



•Sprinter Cardio Pharma >>



•SynAffix >>



•TNC >>



**Pitcher Job** Jaap Kampinga  
CEO

**Based in** London  
**Founded in** 2010  
**Employees** 2

### CV of the person pitching

Jaap Kampinga is a medical doctor, immunology research scientist, serial entrepreneur, and a managing director of Oakes, Lyman & Co Limited (OL ([www.oakeslyman.com](http://www.oakeslyman.com))). He became head of R&D and executive director of the public (LSE-listed) Cambridge based drug stabilization and delivery company, Quadrant Healthcare plc. (now part of Vectura Group) in 1994. In 2000, he co-founded the inflammatory disease company JARI Pharmaceuticals BV. In 2003, he joined OL and has been actively involved in the finding, building, advising, interim management, and financing of OL's portfolio of companies. He is a non-executive chairman of Xenikos BV (drug for graft-versus-host disease), non-executive director of CellCoTec Limited (medical device for damaged knee cartilage) and ActiveSignal Holding Limited (novel treatment for hypertension and psoriasis).

### Background (company)

Over the past century, the incidence of Chronic Inflammatory Diseases (CID) such as asthma, allergies, atherosclerosis, autoimmune diseases, and diabetes have exploded to near pandemic proportion in the developed world. CID are responsible for the vast majority of healthcare costs, and the medical community and large pharmaceutical companies are hungry for better and affordable drugs to treat and prevent these diseases. There is evidence showing that the root cause of CID is dysfunction of the immune system, largely caused by a lack of sufficient activity of a specific subset of immune cells, regulatory T lymphocytes (Tregs). Tregs have multiple immune-regulating functions, and when in insufficient supply, CID is usually the consequence.

Many scientists believe that the recent increase in CID is explained by the Hygiene Hypothesis and that during evolution the human immune system evolved and became dependent on man's continuous exposure to harmless soil bacteria (mostly Actinomycetales). During the last century, humans in industrialised regions moved from the land to the city very rapidly (in evolutionary terms), losing contact with these helpful bacteria and adapting a highly hygienic lifestyle. The abrupt withdrawal from soil contact has not given immune systems time to adapt. Consequently, immune systems can become unbalanced. Through regular contact by oral uptake, certain harmless Actinomycetales soil bacteria induce Tregs. Reduced exposure during recent times has caused lack of sufficient Treg activity,



explaining the dramatic increase of CID observed in the industrialised parts of the world.

Actino is developing an oral drug based on an intact, heat-killed, harmless soil bacterium from the Actinomycetales order, currently referred to as ACT-107. The company believes this will prove to be a platform therapy that among several other positive effects, significantly increases the production of Tregs allowing it to safely provide effective treatment for a wide range of CID, including Actino's selected targets: asthma, COPD (emphysema and chronic bronchitis), atherosclerosis (causing heart attacks and stroke), restenosis (re-narrowing of a blood vessel following treatment with a balloon-catheter), gum disease, and cold sores. Actino has rights on a large number of patented Actinomycetales.

Actino plans to take ACT-107 through two Phase IIa clinical trials in asthma, and provide evidence of efficacy for the five other CID in predictive animal models. This should form an excellent basis for a successful trade-sale, scheduled before the end of 2016.

#### **Technology**

Induction of increased Treg activity by oral administration of selected heat-killed Actinomycetales. This is a complete novel approach to prevent and treat CID and without side effects.

#### **Products**

ACT-107 and other selected heat-killed Actinomycetales

Recent Milestones (together with inventors of the technology at BioEos Ltd.)

- Developed GMP production method for ACT-107 and validated tests for measuring quantity, quality and potency
- Proof of ACT-107's efficacy in five animal CID models (metabolic syndrome, type II diabetes, restenosis, allergy, ulcerative colitis) and induction of Tregs
- Non-pharmaceutical product based on ACT-107 on market for treatment of skin allergy in horses
- Positive anecdotal clinical data for ACT-107 in a number of CID and safety data in thousands of animals
- Positive formal clinical data in a number of CID with a similar heat-killed Actinomycetales

#### **Plan to be financed (in milestones) for ACT-107 in present 6 million euro financing**

- Formal safety/tox studies
- Animal models for allergic asthma, virus induced asthma, and gum disease
- Phase I safety study in humans
- Improving the final oral drug format
- Scaling up GMP production

#### **Alliances**

- Several third parties for manufacture, drug formulation, assay development, animal studies, and mechanism of action research in and outside Europe
- Close relationship with BioEos Ltd (develops Actinomycetales for animal health care) and Immodulon Ltd (in two Phase II trials with injections of heat-killed M. obuense bacteria for cancer)

#### **Investors**

- Present investors are business angels and OLK Medical Fund

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**Pitcher** Tineke Coenen  
**Job** Managing Director

**Based in** Schaijk  
**Founded in** Lith on March 16th, 2012  
**Employees** 9 and 2 founders

#### CV of the person pitching

Tineke studied Microbiology, Biochemistry/Molecular Biology and Laboratory Animal Sciences. She became senior scientist at MSD (former Organon) in the field of auto immune diseases. Being involved with laboratory animals as experimental models for human diseases she realized that animal welfare is the start to improve quality related to in-vivo research. In 2000 she was appointed as the head of the animal facilities and achieved major improvements for housing conditions and experimental design. Tineke started in 2007 as independent consultant to support animal facility managers, animal welfare officers, veterinarians and scientist to improve quality of animal experimentation all over Europe. She is the chair of two important Animal Ethical Committee and vice-chair of a third to advise license holders if and how animal experimentation should be performed. In March this year she founded with Jan-Bas Prins the company BioXpert to be able to facilitate services in addition to the consultancy.

#### Background (company)

BioXpert is founded in March this year by Jan-Bas Prins and Tineke Coenen.

“We at BioXpert are experts in laboratory animal science and services to in vivo research in the life sciences. We are specialised in listening to your demands and translating them into a tailor made solution for you. We deliver quality work to achieve quality with the aim support all aspects of in-vivo Biomedical research. “

The head office is located on Landerd Campus in Schaijk, the former toxicology site of MSD (Organon). The animal facilities are now in use to offer full services using laboratory animals.

BioXpert is also managing the animal facilities in the Pivot park in Oss to serve scientist in the park.

#### Technology

- Colony management of complex transgenic rodents,
- cryopreservation of important strains,
- Rederivation of animals contaminated with pathogenic micro-organisms.
- Development and or improvement of animal models.

- Contract Research
- Performing micro-surgery to provide instrument animals “ready to use”.

#### Products

Consultancy, Services (see above)

#### Recent Milestones

- Improved the quality of courses for microsurgery in rodents (University in Portugal)
- Improved quality of some transgenic mice strains (Dutch University)
- Reduced number of surplus animals (Dutch University)
- Improved housing conditions for lab animals at a large breeding facility (commercial breeder)
- Managed to eradicate a very infectious Parvo virus in the animal facilities (Finland University)
- Improved the quality of a transgenic mouse strain by implementing a specific back cross and control for genetic drift (Dutch university)

#### Plan to be financed (in milestones)

- Private investment by founders
- Bank
- Discussing now a partnership with a third party

#### Alliances

- Delta Phenomics: phenotyping, behavioral studies
- Noray Bioinformatics: digital animal management system
- Nagtzaam accountants: business support
- Sonell: HRM support

#### Investors

- none

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## INterface BIOmaterials BV

**Pitcher** Prof. dr. ir. L.H. Koole  
**Job** CSO of INterface BIOmaterials BV

**Based in** Geleen,  
The Netherlands  
**Founded in** May, 2009  
**Employees** 3

### Short CV of the person pitching

Professor Leo H. Koole (1958) is a well-known researcher in the field of Biomaterials Science & Engineering. His scientific background is in synthetic organic and polymer chemistry. He has founded a research group on biomaterials science & engineering within the Faculty of Health, Medicine and Life Sciences in 1992. The group has expanded continuously since then, largely because of close collaborations with numerous clinicians in Maastricht and elsewhere. Prof. Koole has co-founded INterface BIOmaterials in 2008, together with dr. Y.B.J. Aldenhoff. The company is dedicated to the production of polymeric biomaterials. First, INterface BIOmaterials manufactured hydrophilic surface coatings with or without heparin embedded therein. Later, largely in view of the heparin crisis of 2009, the focus shifted towards embolization. We recognized an opportunity to develop and commercialize embolizing microspheres featuring intrinsic radiopacity (visibility by X-ray fluoroscopy, which is the routine imaging technique used during embolization). We established a quality management system (EN ISO 13485 : 2010) and we developed a new product: X-Spheres™, specifically for embolization of uterine fibroids. The product will be launched in the medical device market shortly.

Professor Koole is co-owner and CSO of INterface BIOmaterials, next to his professorship (Biomedical engineering/Biomaterials Science) at Maastricht University. He is married, and father of three children (18, 20, 24).

INterface BIOmaterials is a young high-tech company with expertise in biomedical materials (design, production, evaluation, clinical applications). The company is located on the Chemelot Campus (Innovative Materials, Life Sciences and Chemistry) in Geleen, The Netherlands.

### Background (company)

INterface BIOmaterials is focused on synthetic polymer materials for medical applications (biomaterials). The company already produces and sells several biomaterials. For example, these find applications as hydrophilic biocompatible surface coatings for medical devices. The company also produces substrates for use in coagulation analysis.

In 2010, INterface BIOmaterials has started to work on new biomaterials for catheter-based embolization. Embolization is a minimally invasive technique that is used to treat hypervascularized solid tumours, as well as uterine fibroids. Embolization is a rapidly gaining popularity. INterface BIOmaterials has set up a production facility for a new type of embolization particles (microspheres). These particles have the advantages that they are radiopaque. Consequently, the embolizing microspheres can be monitored, both during the embolization procedure and also afterwards. INterface BIOmaterials has established a quality management system for the design, development, manufacturing and distribution of embolization devices. The quality management system is in compliance with the requirements of EN ISO 13485 : 2010. INterface BIOmaterials has developed its first product, which is called: X-Spheres. The product is intended for use in the embolization of uterine fibroids. The CE certification of this new product is almost completed (December 2012). We also have identified a third party that will take responsibility for marketing and sales of the product X-Spheres (in Europe).

### Technology

INterface BIOmaterials' specific technological know-how is in the specific field of polymeric biomaterials: design, synthesis, materials characterization, in vitro testing (biocompatibility), in vitro testing (hemocompatibility), in vivo testing, production, upscaling of the production. Specific know how of biocompatible microspheres (for embolization), biocompatible hydrophilic surface coatings, hemocompatible materials, use of polymer biomaterials in strategies for controlled local drug release.

### Products

- X-Spheres™: a new device for catheter-based embolization of uterine fibroids.
- Biocompatible hydrophilic surface coatings for medical devices
- Chromogenic and fluorogenic substrates for coagulation analysis

### Recent Milestones

- Establishment of a quality management system for the design, development, manufacturing and distribution of embolization devices. The quality management system is in compliance with the requirements of EN ISO 13485 : 2010.
- Development of the product X-Spheres™: a new medical devices for embolization of uterine fibroids, that offers the unique advantage that the embolizing microspheres are radiopaque

**Plan to be financed (in milestones)**

INterface BIOMaterials recognizes that it is now possible to expand the indications for its products dramatically, by focusing not only on uterine fibroids, but also on malignant tumors (particularly liver tumors). The following milestones can be defined

- Development of porous embolizing microspheres (analogous to X-Spheres); filling of the pores with a cytostatic agent, which is to be released in situ (i.e. inside the tumor)
- Development of biodegradable embolizing microspheres with a cytostatic cargo. These particles first embolize the tumor, and then release the cytostatic agent in situ

**Alliances**

- Basic Pharma BV (neighbor on the Chemelot Campus in Geleen)
- Maastricht University Medical Centre
- Rembrandt Medical BV (Distribution)

**Investors**

- Prof. dr. ir. L.H. Koole
- Dr. Y.B.J. Aldenhoff

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**Pitcher** Michel de Baar  
**Job** Chief Business Officer

**Based in** Amsterdam  
**Founded in** March 2011  
**Employees** 2

#### Short CV of the person pitching

Michel P. de Baar, PhD, MBA is an independent business- and corporate development consultant for companies and knowledge institutions from various sizes, ranging from near virtual to >10,000 persons. I have build up my experience and expertise at companies like Primagen, OctoPlus, Avantium Pharma/Crystallics, Crossbeta Biosciences, Novartis, AMC, Bain & Company as well as various undisclosed organizations.

#### Background (company)

Madam is an acronym for Molecular Anti-infective Drugs from Amsterdam. We are a privately held research-based biotechnology company which develops and commercializes a proprietary new class of antibiotics, the cidins. Cidins have the potential to overcome the problem of rapid drug- resistance development. Our product pipeline is focused on products that address indications with an unmet medical need and where infection with drug-resistant bacteria plays an important role.

#### Technology

Madam Therapeutics has an exclusive license to a family of antimicrobial peptides that have been discovered and developed by a research team from the Leiden University Medical Center.

The peptides have a unique mechanism of action: they kill bacteria, bind to their harmful endotoxins, and they break down biofilms that bacteria use to shield themselves among others from antibiotics. The new agent has potential against many diseases in which bacteria play a role.

#### Products

The first product is a cidin (antimicrobial peptide) designated P60.4Ac or OP145 that is encapsulated in a biodegradable coating for biomaterials. The peptide is slowly released from the coating to prevent bacterial growth and the formation of biofilms on biomaterials after implantation.

The second product is a similar cidin (antimicrobial peptide) designated P10 that is used in a new topically applied product to treat bacterial infections that play a key role in the pathogenesis of atopic dermatitis (eczema) and other bacterial infections.

#### Recent Milestones

License agreement with LUMC for P10  
TI Pharma SME Partnership has been granted to Madam Therapeutics and partners

#### Plan to be financed (in milestones)

First product (coating with cidin) financed (until 2016), includes a first-in-men study

#### Second product (atopic dermatitis):

- Pre-clinical development largely financed (until H2-2014)
- GMP manufacturing, stability and release + clinical development (starts H1-2014): need for finance

#### Alliances

- BALI consortium (LUMC, AMC, AO Research, PolyPid, University Graz) – EU FP7 project
- IPAD consortium (LUMC, Aeon Astron, 3D-PharmXchange) – TI Pharma SME partnership

#### Investors

The founders are currently the only investors and share holders. In addition, the company has secured financing via the EU and TI Pharma.

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**Company** MIMETAS BV  
**Pitcher** Jos Joore and Paul Vulto  
**Job** BCO, CTO

**Based in** Leiden  
**Founded in** 7-11-2011  
**Employees** 3

#### CV of the person pitching

Paul Vulto - Chief Technology Officer. Paul brings over 12 years of international experience in microfluidics technology to the company. He is inventor on nine international patent applications and holds a cum laude PhD in microsystems engineering.

Jos Joore - Chief Business Officer. Jos is a biotech entrepreneur with a PhD in Biology and a cum laude Master in Business Marketing. He brings over 14 years of executive level bio-business experience to MIMETAS™.

#### Background (company)

MIMETAS™ is a Leiden-based microfluidics company focusing on high-throughput organ-on-a-chip systems for predictive toxicology testing and efficacy screening.

#### Products

MIMETAS™ develops and markets Organ-on-a-Chip solutions for the pharmaceutical industry. They serve as an early stage screening model to predict toxic side effects and drug efficacy. MIMETAS' core products, called OrganoPlates™, are microfluidics-based culture plates. OrganoPlates™ enable culturing and screening of a range of organ and tissue models that have a better predictive value than currently available approaches. OrganoPlates™ will be developed for liver, heart, kidney, cancer, lung and pancreas models. They are compatible with standard robot and readout equipment, making the technology suitable for high-throughput automation. OrganoPlates™ are based on a proprietary microfluidic liquid handling technique called Phaseguides™.

#### Technology

OrganoPlates™ employ a unique patented liquid handling technology, called Phaseguides™. Phaseguides™ enable a precise definition of cells in three dimensions for a better readout and quantification. The cells are contained in a gel, enabling a 3D tissue configuration, cell-cell interaction and an improved extracellular matrix. A continuous perfusion of media through the plate mimics blood flux and exchange of nutrients, oxygen and metabolites. The plates are versatile, supporting chemical gradients and co-culture conditions. In this manner complex tissue models can be implemented in a straightforward way. Phaseguides™ and OrganoPlate™ technology are protected by four international patent applications.

#### Recent Milestones

- A prototype of an OrganoPlate™ with 40 three-channel culture chambers and continuous perfusion
- Proof of principles for longevity, dose-response behaviour on 3D liver tissue, co-cultures of human fibroblasts and hepatocytes, primary cell material, kidney tissue, compatibility with stem-cell differentiation, compatibility with confocal and automated microscopes
- A second generation OrganoPlate™ with 96 culture chambers
- Small-scale production of OrganoPlates™ for development partners

#### Plan to be financed (in milestones)

- Optimised perfusion concept (2013)
- Translate current prototypes to injection moulded production line (2013)
- Product market introductions: 2014: HepaPlate™ (liver tox.), CarciPlate™ (cancer screening); 2015: PancrePlate™ (diabetes), CardioPlate™ (heart tox.), RenaPlate™ (kidney tox.); 2016: InvaPlate™ (invasion assays) PulmoPlate™ (respiratory diseases)

#### Alliances

- Collaboration with a local pharmaceutical company on an undisclosed topic involving 3D cell culture assays
- Collaborations with leading academic research groups covering a.o. cancer stem cells, brain tumor, kidney models
- Collaboration with a renowned CRO to validate certain toxicology applications
- Collaboration with a microtiter plate reseller and manufacturer for small scale production of OrganoPlates™
- Collaboration with injection moulding company on translating phaseguide™ technology to injection moulded prototypes

#### Investors

- Grants: Netherlands Metabolomics Center, STW Valorisation I and II, several EU grants submitted
- No equity-based investments as yet

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## Nano Fiber Matrices

**Pitcher** Edwin Schwander  
**Job** CEO

**Based in** Groningen  
**Founded in** April 2011  
**Employees** 5 fte.

### CV of the person pitching

Edwin Schwander (CEO): Edwin Schwander has spent more than 25 years in biotechnology-related industrial positions, approximately 20 years being directly involved with the marketing and sales of industrial disposables. He started as co-founder of MCA Development (currently IQ Corporation BV), but his career in industrial disposables began later, as application development engineer at Costar and Business Development Manager, Europe, for Corning after they acquired Costar. Subsequently, he held the position of full-time scientific consultant for industrial cell culture at Nunc A/S and, for the past 5 years, Market Development Manager, industrial disposables at ThermoFisher Scientific.

### Background (company)

Nano FM was founded in March 2011 as a spin-off from the Biomade Technology Foundation (part of the University of Groningen)

### Technology

Nano Fiber Matrices B.V. develops and markets self-assembling nanofiber technology creating synthetic matrices mimicking the natural extracellular matrix. This technology, being fully synthetic, addresses the concerns associated with medical products derived from natural ECM. Due to its resemblance to natural products, modular nature, and simplicity, the technology provides a unique platform for the development of a wide range of products requiring synthetic, bioactive matrices, while remaining cost-effective.

Nano-FM intends to develop a pipeline of medical products, while generating revenue from research reagents.

### Products

In the first year of its existence, Nano-FM has developed a number of matrix products for use as reagents in cell-based research. Nano-FM has started marketing its first research reagents and is beta testing several more. In addition, Nano-FM has established partnerships to work on specific medical applications.

### Recent Milestones

#### Plan to be financed (in milestones)

#### Alliances

- Multiple alliances, academic and industrial (undisclosed)

#### Investors

- RUG Holdings (www.holding.rug.nl)
- Hanzepoort (www.triadegroep.nl)
- BAT (www.batfund.nl)
- Gj Smid Fonds (www.gjsmidfonds.nl)

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# Prothix

protein therapeutics

**Pitcher** René Verdonk  
**Job** CEO

**Based in** Leiden  
**Founded in** June 2008  
**Employees** 3

## CV of the person pitching

René Verdonk studied medicine at University of Leiden, epidemiology at Free University Amsterdam, strategic marketing at the Academy for Management of University of Groningen and business administration at the Rotterdam School of Management of Erasmus University Rotterdam. He is also a Member of the Faculty of Pharmaceutical Medicine (MFPM) of the Royal Colleges of Physicians of the United Kingdom. He has held key management roles in a number of biotech and pharmaceutical companies. Initially, he acted as Assistant General Manager at AMR Pharm Holland B.V., a startup focusing on new oral contraceptive compounds development. Then he served as Head of Phase I Unit at the New Drug Development Office in Amsterdam, a branch of the European Organisation for Research and Treatment of Cancer committed to contract research and development of new anticancer compounds. Next, he joined Bayer B.V. first as Clinical Project Leader and later as Marketing Manager for diabetes products. From there he moved to a position at Bayer PLC in the UK, where he performed as European Business Strategist. Thereafter he joined Pharming N.V., and worked first as Director Product Portfolio Biotherapeutics and then Senior Director Product Development. Since its foundation in 2008 René acts as CEO for Prothix. Dr. Verdonk has ample experience in development of therapeutic proteins, relating to production technology and process, preclinical and clinical development, regulatory affairs, marketing and sales.

## Background (company)

Prothix is a new biopharmaceutical company focused on the development of protein therapeutics in the field of coagulation and inflammation. Product leads, discovered by the company or licensed in from academia, are selected based on medical need, potential markets and customer needs and meet a so-called niche-buster profile, i.e. they will be developed for niche indications to obtain clinical proof of concept, while having blockbuster promise for other indications. Prothix will add value to these leads by executing preclinical proof of concept and early development studies. Prothix actively seeks cooperation or strategic alliances with academic groups and with companies to profile product candidates in a way that optimizes their commercial value. The UMCU holding en UU holding have participated in the company in 2011. Prothix has been granted an overall agreement for exclusive license to UMCU IP on inflammatory and coagulation targets.

## Technology

Monoclonal antibodies  
Protein biochemistry

## Products

PRO-01: Anticoagulant with improved safety  
PRO-02: Inhibits complement-mediated inflammatory tissue damage  
PRO-03: Systemic drug that stops local bleeding  
PRO-04: Anti-inflammatory drug that inhibits bradykinin formation

## Recent Milestones

- Participation UMCU Holding and UU Holding 2011
- Eurostars Subsidy awarded 2012

## Plan to be financed (in milestones per product)

- Selection of lead mAb  
€ 600.000
- Humanized mAb available  
€ 400.000
- Process available (0,5g/L), POC in vivo  
€ 1.200.000
- IND/CTA submission  
€ 5.500.000
- Phase I/II study report  
€ 3.500.000

## Alliances

- University Hospital Utrecht
- Bioceros BV Utrecht
- Antitope Ltd United Kingdom

## Investors

- Founders
- UMCU and UU Holdings

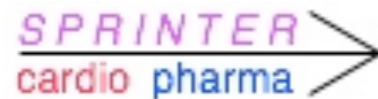
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**Pitcher** Hubert Pellikaan  
**Job** dga

**Based in** Utrecht  
**Founded in** 1-3-2011  
**Employees** 2

#### CV of the person pitching

MSc Pharmacy 1992

MBA innovation management 1995

TNO 1995-2000

Feyecon D&I 2000-2007: drug delivery applications of SC CO<sub>2</sub> technology"

Nextstep Pharma 2007- now: pharmaceutical formulation and product development

#### Background (companies)

Nextstep Pharma bv

- sustained release implants
- poorly soluble drug formulation
- modified release
- OTC product development

Van Driel bv

- cardiologist / electro cardiology
- development of new ablation equipment
- invention and development of new ablation procedures

#### Technology of SPRINTER (Nextstep Pharma bv& vanm Driel bv)

New pharmaceutical forms of existing drug compounds for cardiology applications based on medical need / pharmaceutical possibility

Fast track: IP position / formulation / in vivo kinetics / in man via "magistrale route" / patent application

#### Products

- Fast acting drug product for arrhythmic treatment

#### Recent Milestones

- in vivo pharmacokinetics ongoing
- in vivo biomarker response ongoing

#### Future Milestones:

- in man kinetics
- in man proof of principle
- patent application

#### Plan to be financed (in milestones)

- after in man kinetics and patent application
- end 2013

#### Alliances

- -

#### Investors

- -

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**Pitcher** Peter van de Sande  
**Job** CEO

**Based in** Nijmegen, The Netherlands  
**Founded in** 2010  
**Employees** 6

#### CV of the person pitching

Peter van de Sande, the current CEO of SynAffix, received an MSc degree in Chemical Engineering from Eindhoven University of Technology, an Executive MBA degree from Kellogg School of Management and a Master of Business Law (MBL) degree from Sydney University. Before joining SynAffix in 2011, he has held various positions within CPS Color ranging from Director Sales & Marketing APAC and Technical & Business Development Director APAC to Global Product Manager and Managing Director of the company's ANZ operations, including its Australian chemical manufacturing site. Peter is an experienced general manager within a global context, is equipped with entrepreneurial determination, and is a skillful business development executive with an aptitude for high-tech and emerging markets.

#### Background (company)

SynAffix is a Dutch life sciences company active in the field of targeted cancer therapies. The company's proprietary platform involves a technology toolbox, developed for improvement and tailoring of biopharmaceutical drugs, including parameters like stability, efficacy and/or blood circulation time. Technologically, the proteins are modified by a (generally applicable) combination of enzymatic and chemical transformations, based on two-stage strategy of (a) the introduction of a unique recognition tag and (b) functional modification through a mild and efficient metal-free click reaction. A particular opportunity of our approach lies in the development of drugs for targeted cancer therapy with significantly improved therapeutic window. In particular antibody-drug conjugates can be obtained with unprecedented homogeneity and full control of drug-antibody ratio (DAR). SynAffix is currently establishing its own proprietary product pipeline of targeted cancer therapies and is successfully pursuing licensing opportunities and co-development collaborations.

#### Technology

- Site-specific conjugation technology
- Metal-free click chemistry
- Glycan remodeling technology

#### Products

- Targeted cancer therapies (antibody-drug conjugates)
- PEGylated biopharmaceuticals
- Companion diagnostics
- In vivo imaging probes

#### Recent Milestones

- Commercial launch of proprietary site-specific conjugation platform in October 2012
- Collaboration with several leading biotech corporations in the field of ADCs started in 2012
- Collaboration with global top 15 pharmaceutical corporation started in Q4 2012

#### Plan to be financed (in milestones)

- Series A investment round open
- Anticipated break-even in year 2015 and > EUR 5 million free net cash flow p.a. within 5 years

#### Alliances

- Non-disclosed collaboration with leading biotech corporation in the field of ADCs
- Non-disclosed collaboration with global top 15 pharmaceutical corporation
- Sigma-Aldrich, a major NASDAQ listed life sciences company

#### Investors

- Privately held

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**Pitcher Job** Diederik Klaassen  
managing partner

**Based in** Eindhoven  
**Founded in** 2011  
**Employees** 4

**CV of the person pitching**

2010- now co-founder and managing partner TNC Bio BV (resp. for ops/finance/marcom/distrib)  
2008-2011 managing partner southparc - 2.0 marketing strategist  
2000-2008 managing partner quintilus - financial advisors  
1994-2000 country director and VP product marketing (IT)  
1986-1994 various sales & marketing functions in high tech

**Background (company)**

Founded after a 2 year preparation in 2011 with the inventor, a 1st round investor and quickly joined by a industry veteran. TNCBio has been set up to produce, market and distribute a fully defined and animal free medium supplement called XerumFree™. Due to the giant and fast growing market and the small budget an online strategy was followed, combined with world wide local distribution and direct large account approach. The target end users are: big pharma (vaccine producers, MAB producers, cell therapy developers), media houses and large research institutes.

**Technology**

XerumFree™ is a serum replacement for all cell culture practices that is chemically defined and thus avoids lot-to-lot variations. It has been developed taking into account what is missing in the existing basal cell culture media to sustain growth of all cell types, which is a nutritional approach at the cellular level. So far it has been proven to work with various mammalian cell lines, primary cells and stem cells.

**Products**

in GMP production  
- XerumFree™ XF201 - serum replacement (10x concentration)

in beta test:

- XerumFree™ XF202 - concentrated version (50x concentration)
- XerumFreeZ™ XFZ - cryo preservation medium

in alfa test:

- CHO-XF - adapted CHO-K1 cell line

**Recent Milestones**

	PRODUCTS		MARKETS
9-2011	beta production XF201	2012	400 samples sent out
6-2012	GMP production XF201	2012	200 sample requests via internet
8-2012	beta production XFZ	2012	10/15 of big pharma testing
10-2012	alfa production Xcho	2012	21 distributors appointed
11-2012	beta production XF202	2012	

**Plan to be financed (in milestones)**

- tbd

**Alliances**

- diverse institutes in Europe
- third party production company
- third party test and cell banking company

**Investors**

- one privat investor

**Contact details**

Smalle Haven 95  
5611 EH Eindhoven

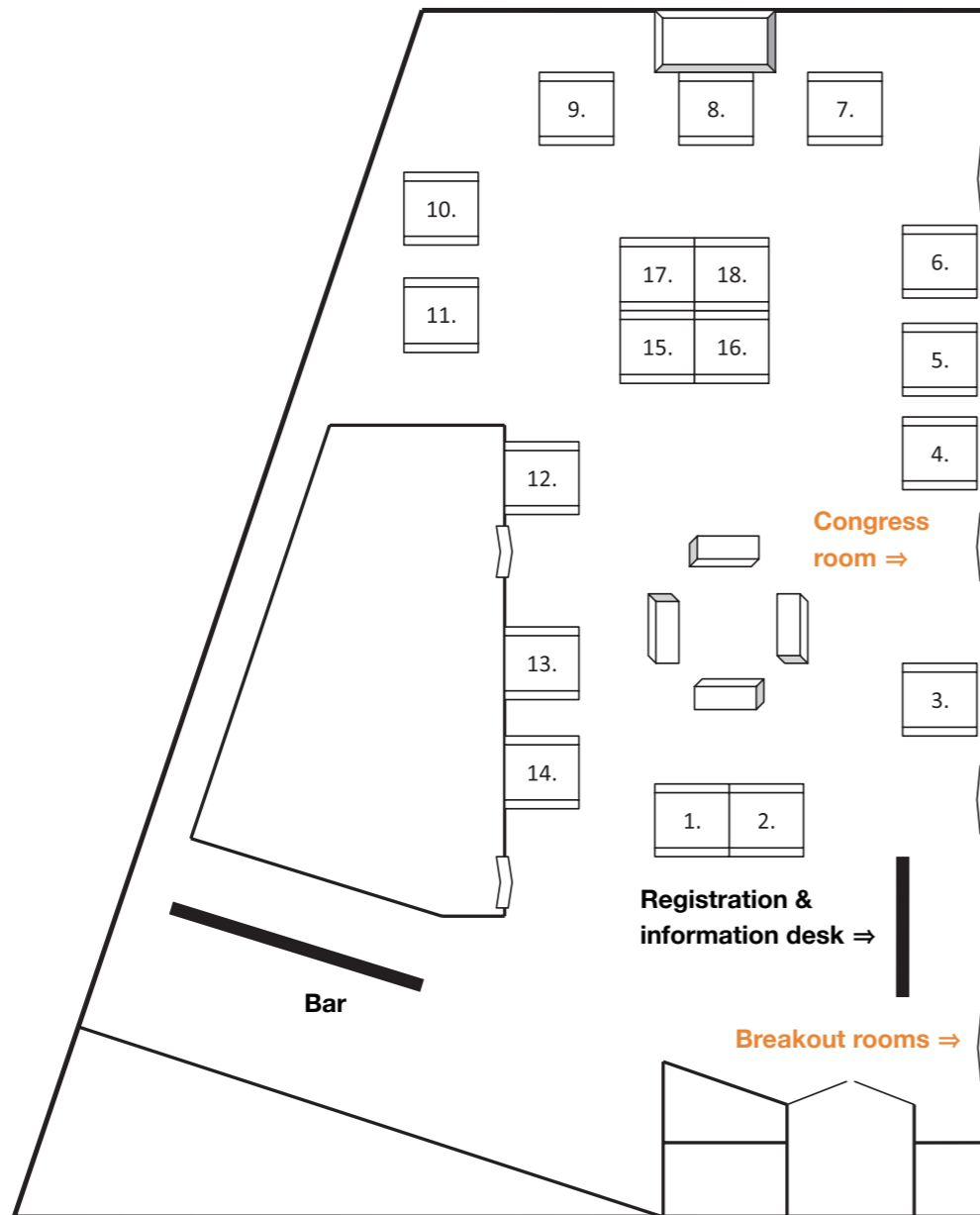
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# Exhibition



## Exhibitors

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[Arno Vermeulen >>](#)



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[Carine van den Brink >>](#)



[Jeroen Rovers >>](#)



**Drs. Ing. J.A. (Ard) Tijsterman**  
**Chief Executive Officer**  
**Biosana Pty Ltd**

*Could you tell us something about your background at Biosana?*

Biosana is a new company active in manufacturing and development of monoclonal antibodies (mAbs) with a future focus on mAb biosimilars. Biosimilars are more affordable generic versions of off patent biological medicines. Between 2013 and 2023 at least 30 mAbs will come off patent, including all the blockbusters such as remicade, avastin, rituxan, humira, herceptin, etcetera. These mAbs currently represent a market volume of more than 50 billion dollars thus creating an enormous potential growth for mAb biosimilars over the coming decade. Thanks to Biosana's unique new standard mAb manufacturing platform and the application of alternative clinical strategies Biosana can bring down the current mAb biosimilar development costs by a factor 3 and the cost of goods by at least a factor 5-10.

### ***What is the future of biosimilars?***

There is a lot of debate on how the biosimilar market will evolve but friend and foe all agree on the need for this new class of low cost drugs against life

threatening diseases. The ageing of the population, a fast growing middle class in the emerging economies and the almost uncontrollable growth rate of healthcare costs are the main drivers.

The number of cancer patients only is expected to grow by 70% before 2020. Governments have no choice but to reimburse lower priced alternatives for originator drugs once they become available and have proven to be safe and effective replacements. So the question is not if this market will evolve but how fast it will evolve. Much will be determined by the regulatory demands and pathways that are to become clear in the years to come.

### ***What topics are you going to discuss during your presentation?***

I will give an overview of biosimilar field and which factors will influence its development in a global perspective. There are already big differences between the EU and USA but the differences between the upcoming economies in Asia, South America and Russia could even be more determining.

Central questions will be: What will be the limiting factors? Think of quality of the product, similarity, clinical requirements, immunogenicity, availability of originator drug, regulatory uncertainty, interchangeability, reimbursement policies, pricing and patient acceptance. What will be the opportunities and who will be the dominating players?

These aspects and many more will be touched on during the presentation with the intention to finally give a personal view on what the future of biosimilars will look like. Biologic, meaning a long and costly approval process, or biogeneric, with a practical approval route of low cost products?

### ***When will you start developing the first biosimilars?***

The development process will begin once we have a sufficient number of investors. We hope this will be achieved within the coming three months so that we can establish our new mAb manufacturing platform before the end of 2013.



**A. (Arno) Vermeulen PhD**  
**Managing Director**  
**Immuno Valley**

## Business Modelling

### ***Can you tell us something about Immuno Valley?***

Immuno Valley is a business driven public-private consortium at the interface of human and animal health. Within Immuno Valley, scientific and business partners collaborate in order to translate R&D expertise into products that combat infectious diseases. Valorisation of collaborative research is one of our objectives. That's why we have organised the workshop 'Business Modelling'.

### ***Why is the life sciences sector in need of new business models?***

There are several factors that influence the return on investment for new medicines, like increased costs and regulatory restrictions. Due to the large consolidation in the last ten years, the business model for such companies to develop new products has changed from 'all-in-one' to

'partner' in collaborative R&D. Therefore innovation will be driven by creative biotech in close collaboration with academia and large pharma. For specific targets we need different finance models.

### ***Could you give an example of a successful public private partnership?***

One of the research programs, the Immuno Valley ALTANT program, is a perfect example: all stakeholders of the 'Golden Triangle' have joined forces to develop alternatives for antibiotics applicable in livestock farming. The results are promising and the program will run until 2016, when we expect to start clinical trials.

### ***What will you discuss in the workshop Business Modelling?***

The workshop Business Modelling is about the shift from classical models to new models for starting a profitable business in the health sector. Several entrepreneurs will explain which specific business models have been applied in the development of products and services. The different views put forward by the speakers will certainly result in a lively discussion in which the audience is very much invited to participate.



**H. (Hans) Preusting PhD, MBA**  
**Vice President Business**  
**Development uniQure B.V.**

## Market authorisation: successes and failures

***Very recently, a gene therapy of uniQure was the first therapy of its kind approved by the European Commission. Congratulations!***

Thank you very much, we are indeed very proud of this result. This gene therapy, named Glybera, was initially not approved by the EMA in October 2011. In general it can be said that for the final decision the European Commission always rejects a product after a non-approval recommendation by the EMA. In this case however, the European Commission did not unanimously resolve upon the rejection of the therapy. Glybera was one of the first gene therapies that the Commission had to evaluate, which made them decide to ask for more background information about this specific therapy, before making a final decision.

### ***How did uniQure eventually convince the European Commission to approve Glybera?***

Actually, the therapy and our data package have not changed. The main debatable issue for the European Commission was the question whether there was enough evidence on the efficacy of this therapy. As Glybera is meant to heal a rare metabolism disease, we had a limited group of patients at our disposal to test the therapy. The European Commission advised us to assess the effect of Glybera on the patients with the most severe complications using the data we obtained in our clinical studies. Accordingly, we've shown that the therapy can also significantly improve the condition of this group.

### ***What are you going to discuss in the workshop “market authorisation: successes and failures”?***

The main topic of the workshop is the process we've been through while getting Glybera authorized and the lessons we've learned. I think we have an interesting case here, because this is a unique step for a small biotech company like uniQure. One of the lessons we've learned is that as a medicine developer, you have to be a persistent go-getter. If you believe in your own argumentation, you can convince the regulators and European medicine agencies of your ideas and ambitions.



***What kind of new therapies can we expect from uniQure?***

Within nine months we expect to launch the new product. In addition, we have four other products ready for clinical testing. For uniQure, the approval of Glybera is very promising. Based on this technology, we can develop products for other diseases using the same platform technology. The approval of Glybera is also a breakthrough in the field of gene therapy in general. Other companies are very happy with the pioneer role we fulfilled



**Ir. A. (Alie) Tigchelhoff MBA**  
**Director of Pivot Park**

## Investors Forum

### ***Could you tell us something about your background at Pivot Park?***

Pivot Park, the former Life Sciences Park Oss, is a facility that offers workspaces to life sciences companies and an environment in which they can work together.

On December 4th, the crown prince has officially opened the new park. Our working method hasn't changed much, but we needed a new name to differentiate ourselves. Pivot Park acts as a pivot in the development of life sciences in the Netherlands.

### ***What is the role of start-ups in Pivot Park?***

I estimate that three fourth of the companies that are now located at Pivot Park are starting companies. One of our goals is to give start-ups a step up, for example to offer workshops

about communication. Furthermore, I have an extensive network, which enables me to help these young companies in getting connected to relevant parties. This is one of the reasons I have been asked to lead this investors forum.

### ***How is the field of the financing of life sciences developing?***

There are less national subsidies than a couple of years ago. Regional money, available for life sciences companies, is slightly growing. In my opinion, it doesn't matter where a company is located. The Netherlands is so small that we all take advantage of successful regions. Companies should not locate themselves where they benefit most from the available money, but where the chances for their development are best.

### ***You led the investors forum a couple of times before. Each time, a winner is selected. What can be said about these participants?***

The chance to launch a successful product has actually become bigger for the winners of the investors forum. For example, Virtual Proteins won a couple of years ago. Nowadays this company even has a branch abroad. Another winner, Maxim Medical, has been acquired by another company



**Mr. C. (Carine) van den Brink**  
**Founding Partner Axon Lawyers**

## From IP to IPO

### ***What was the main reason to start Axon Lawyers? Was there a specific need in the market for such a specialized law firm?***

Due to the large impact new medicines, medical devices and novel food have on human health, life sciences are heavily regulated. Legislation regarding life sciences is very complicated. Many leading law firms are not specialized in this area.

All partners at Axon Lawyers have substantial knowledge of the general and legal aspects of life sciences, which is of significant added value. Axon Lawyers advises on regulatory, intellectual property and corporate matters.

### ***What are you going to discuss in the workshop?***

We will focus on the major legal and financial obstacles that biotech companies come across, whereby PwC will address financial issues and I will address IP and regulatory hurdles. It is very important for new biotech companies to formulate a regulatory and IP strategy as soon as possible: which rules are relevant for the company and how should the company comply with them?

### ***Could you give an example of your daily work?***

Axon is often asked to assist at the start of a company. The founders of new biotech companies are most of the time connected to a university or an academic hospital. There are substantial negotiations involved in this process between knowledge institute and scientific

founder. Such negotiations often take a lot of time. Investors only want to invest when there is Proof of Concept.

To achieve such proof of concept most companies require government subsidies and grants. Unfortunately the government is cutting down such subsidies.



**Jeroen Rovers**  
**Ceronco**  
**Winner Investors Forum 2011**

**Biotech company Ceronco was awarded the prize for ‘Best Pitch’ at last years’ Dutch Life Sciences & Health Conference. During the ‘Investors Forum’ this start-up company and nine other young preselected biotech companies presented themselves to a forum of investors. Ceronco focuses on increasing the effectiveness of cancer treatments such as chemotherapy. In order for these drugs to be success-ful, it is important for them to reach the nucleus of the tumour cell. However, this is often problematic due to the tough cell membrane of tumour cells, and the drugs currently on the market are insufficiently effective in this regard. Ceronco’s technique aims to modulate this membrane to increase permeability and thus improve the absorption of these drugs.**

The standard of the presentations was exceptionally high last year. The jury chose Jeroen Rovers of Ceronco partly because of the potential of the platform technology for the development of other products. Rovers also managed to convince the jury with his clear, enthusiastic presentation and good scientific underpinning. The jury comprised well-established names from the sector, including two investors, a pharmacist and a lawyer.

### ***What did 2012 bring for you?***

Rovers: “This year Ceronco managed to obtain a NGI Pre-Seed Grant in collabo-ration with the Netherlands Cancer Institute (NKI), which allow us to proceed with the preparations for the clinical testing of our first product. It is exciting to see that this is in full swing and the company is able to make its first steps. In the mean time the excellent science done at the NKI (Dr Albert van Hell) and Erasmus MC (Dr Gerben Koning) is providing evidence of the potential application of the technology with other drugs, broadening the portfolio of compounds Ceronco is able to develop.

The main challenge we still face is to obtain sufficient funding to allow us to proceed to clinical testing of the technology. In the current economic climate it takes longer to find investors which are able and willing to support starting companies in the life sciences, but we are confident we will succeed in the months to come. Presenting Ceronco at this years’ BioEurope Spring in March, which was the price for ‘best pitch’ at last

years conference, helped us to introduce Ceronco to new partners and investors. I'm looking forward to see which companies will present them selves this year and wish them all the best for their pitch.



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## Immuno Valley

### **Immuno Valley: public-private partnership connects human and animal health**



*Immuno Valley is a business driven public-private consortium at the interface of human and animal health. Within Immuno Valley, 36 scientific and business partners collaborate in order to translate R&D expertise into products that combat infectious diseases.*

Immuno Valley monitors trends in research & development and matches scientific findings with business and funding opportunities. Partners combine their research & development expertise for the diagnosis, prevention and treatment of human and animal related infectious diseases. Within public-private partnerships, novel testing technologies, new vaccines, immuno-modulatory products, and novel therapies are being developed.

At VU Medical Center, a valued partner of Immuno Valley, Professor Paul Savelkoul works in partnership with AMC, Radboud University, Utrecht University and several Small and Medium sized Enterprises (SMEs) to develop personalized molecular diagnostics. Coming from a background in animal health, Savelkoul has investigated and developed testing tools for complex flora. “When someone becomes ill, we normally try to detect the bacteria or viruses which cause these illnesses. I want to map the entire, complex microbiological flora to learn about health and immunity in order to optimize treatment and eventually prevent illness”, he explains. For the purpose of developing a toolkit for mapping complex flora, Savelkoul, together with colleague and medical microbiologist Dries Budding, has founded two SMEs, Microbiome and IS Diagnostics.

This line of research and development illustrates the value of connecting human and animal health within the scope of public-private partnerships. “The knowledge and molecular applications are important for both human and animal health. Immuno Valley builds bridges between these two approaches



and offers new ways of looking at business opportunities”, Savelkoul says. “Public-private partnerships are the future”, Arno Vermeulen, managing director of Immuno Valley adds. “I have experienced how more and more pre-clinical developments come from collaborative programs. Building success-ful partnerships is therefore essential.”

### **Immuno Valley welcomes new partners**

Immuno Valley offers (new) partners several forms of partnership, aimed at reaching a mutually beneficial agreement and well defined project goals, while considering confidentiality.

For more information about partnership opportunities and partner benefits, please contact Mijke Vogels, Accountmanager, at +31 30 2531142 or visit

[www.immunovalley.nl](http://www.immunovalley.nl).



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## Amsterdam BioMed Cluster

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The Amsterdam BioMed Cluster is the unifying force in the region's life sciences. The Cluster stimulates entrepreneurship by exploiting synergy between knowledge institutions, businesses and government, and opens up the regional knowledge- and technology base to national and international partners interested in doing business with us. Whether it concerns lab space, partner search requests, company profiles, or specialized knowledge we are there to point you in the right direction.

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**I amsterdam.**



## Utrecht Science Park



**Utrecht Science Park, the beating heart of Europe's most competitive region**

*Utrecht Science Park is the linchpin in a network of knowledge-intensive companies and organisations in the Netherlands' Utrecht province. The strength of the park and its research is based on two focus areas in which it excels: Life Sciences and Sustainability.*

Thanks to its central location, the Utrecht Science Park (USP) is the beating heart of the Netherlands. It is home to a close, successful cooperation between Utrecht University, the University Medical Centre (UMC), the University of Applied Sciences, the City and the Province. And it's not just limited to the Netherlands, as the Utrecht region and the research it produces are known around the world.

The combined application of knowledge and expertise from the fields of biology, chemistry, pharmacy, physics, mathematics, healthcare, children's health, and veterinary medicine is unique to Utrecht. The resulting synergy is driving groundbreaking fundamental and patient-oriented research at the interface of disciplines. In combination with the corporate research centres and SMEs, this is leading to an increase in knowledge and to effective ways of addressing major societal problems. A special aspect of the Life Sciences research in Utrecht is the concentration of many important players in a relatively small area. The University Medical Centre Utrecht, the Wilhelmina Children's Hospital, the Faculty of Science, the only faculty of veterinary medicine in the Netherlands, Utrecht University of Applied Sciences, the Hubrecht Institute, Bioceros, Crossbeta Biosciences, Danone Innovation Centre (2013), Genmab, Merus Biopharmaceuticals, Pharma Plexus Holland, and another 20+ SMEs are all located within walking distance of one another. And, the Netherlands' National Institute for Public Health and the Environment (RIVM), the independent research institute TNO and GlaxoSmithKline are in the immediate vicinity as well.

The central role of Utrecht University, University Medical Centre Utrecht and Utrecht University of Applied Sciences provides a large, varied and dynamic student population. These young, well-trained individuals are an important and attractive future workforce for Life Sciences companies, research institutes and knowledge institutions.



## Utrecht Life Sciences

2011 saw the birth of Utrecht Life Sciences, an open innovation network in The Netherlands, which unites academic, public and industrial partners in the areas of education, research and innovation in the Life Sciences. Utrecht Life Sciences aims to facilitate new and existing partnerships in order to drive innovations in human and veterinary health care. It offers excellent knowledge and expertise in Medicine, Veterinary Medicine, Child Health, Chemistry, Biology, Pharmacy, Biomedical Sciences, Physics and Mathematics. The concentration of these disciplines in a single science park is unprecedented in Europe.

Utrecht Life Sciences has a focus on three research themes. This focus is based on the strengths and successes of the research and R&D and the shared interest of its partners.

### Public Health

- One Health
- Cardiovascular Disease
- Food & Health
- Translational Neuroscience

### Cancer

- Biology of Cancer Cells
- Personalized Cancer Care

### Regenerative Medicine & Stem Cells

- Biology of Stem Cells
- Regenerative Medicine



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### **Economic Board Utrecht gaat vernieuwing regionale economie aanjagen**

Meer samenwerking tussen overheid, bedrijven en kennisinstellingen in de regio Utrecht. Een extra impuls geven aan kennisintensieve diensten en de creatieve sector en innovatie stimuleren. Deze en andere doelstellingen gaat de Economic Board Utrecht (EBU) aanjagen. In dit nieuwe platform werken bedrijven, kennisinstellingen en overheden in de regio Utrecht samen om de regionale economie verder te ontwikkelen. Dat gebeurt onder meer via het netwerk Get Connected, waarvan de eerste bijeenkomst staat gepland op vrijdagmiddag 25 januari 2013.

De regio Utrecht heeft veel potentieel om nieuwe wegen te vinden voor business modellen en gelijktijdig maatschappelijke opgaven aan te pakken. De regio is



hofleverancier van hoogwaardige en kennisintensieve diensten. ICT, de creatieve sector en de sterk nationaal georiënteerde zakelijke dienstverlening kunnen oplossingen aandragen voor handel, industrie, logistiek, zorg en het openbaar bestuur. Deze kansen worden nog niet altijd goed benut. Potentiële samenwerkingspartners uit het bedrijfsleven, de kennisinstellingen, overheid en maatschappelijke organisaties kennen elkaar vaak niet. Afgelopen maanden is door honderden ondernemers en bestuurders uit de regio hard gewerkt aan de eerste contouren van een economische agenda, onder meer om de regio Utrecht beter op de kaart te zetten.

De Economic Board Utrecht wordt mede mogelijk gemaakt door: provincie Utrecht, gemeente Utrecht, gemeente Amersfoort, Bestuur Regio Utrecht, Kamers van Koophandel, Taskforce Innovatie Regio Utrecht, Universiteit Utrecht, UMC Utrecht, Hogeschool Utrecht, Hogeschool voor de Kunsten Utrecht, ROC Midden-Nederland en het Europees Fonds voor Regionale Ontwikkeling van de Europese Commissie.



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We offer over 30 years of experience in this sector, gained as attorney at law and in-house counsel. We are familiar with the needs of small and large companies, both privately and publicly funded.

The founders of Axon Lawyers, Carine van den Brink, Erik Vollebregt, and Karin Verzijden, look forward to get to know you.

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**Pivot Park**

### **Pivot Park: Plenty of Room to Start and Grow in Life Sciences**

*Pivot Park was founded as Life Sciences Park Oss, an initiative of pharmaceutical company MSD (known as Merck & Co in the US). The Park was launched in February 2012 and officially opened by His Royal Highness Prince Willem-Alexander of the Netherlands on 4 December 2012. The founders, MSD, the City of Oss, the province of North Brabant, Brabant Development Agency (BOM) and the Ministries of Economic Affairs, Agriculture and Innovation (EL & I) and Health, Welfare and Sports (VWS) have jointly financed the Park.*

Pivot Park is located at the very place that has been the heart of drug development and innovation in the Netherlands for almost ninety years. ‘Pivot’ means the center point around which other things are arranged. That is where the Park aims to be: at the very center of the dynamic world of life sciences. Building on the existing facilities, knowledge and expertise, a new chapter has been added to the already long and proud history of drug research in Oss.

Alie Tigchelhoff has been the director of the Park since its launch in February 2012. She summarizes Pivot Park’s mission as follows: “In an inspiring environment where collaboration and diversity are at the center, Pivot Park offers

new and existing life sciences companies opportunities to start, grow, inspire each other and to make a significant contribution to a healthy society.’

“Pivot Park offers unique state-of-the-art core facilities and the flexibility to deliver tailor-made solutions. This means that with each company that is a member of the life sciences community at Pivot Park, ambitions and possibilities are discussed. We have the means to meet their needs,” says Alie Tigchelhoff.

The new Park in Oss offers new opportunities, she says. “The focus on drug research and development and the facilities available make Pivot Park a valuable addition to existing parks in the Netherlands. It is a place for everyone who wants to do business in life sciences; existing and new businesses. The aim is to create a cluster of companies that will have an impact on the Dutch economy and innovation.’

Pivot Park is not just a business park. It is a community that breathes open innovation in an environment where one of the largest pharmaceutical companies in the world operates. Various universities and colleges are located at short distances. This unique place in the Netherlands combines history, expertise, capabilities and ambition into a hotspot where everyone with a passion for drug development will feel at home.

**For more information**

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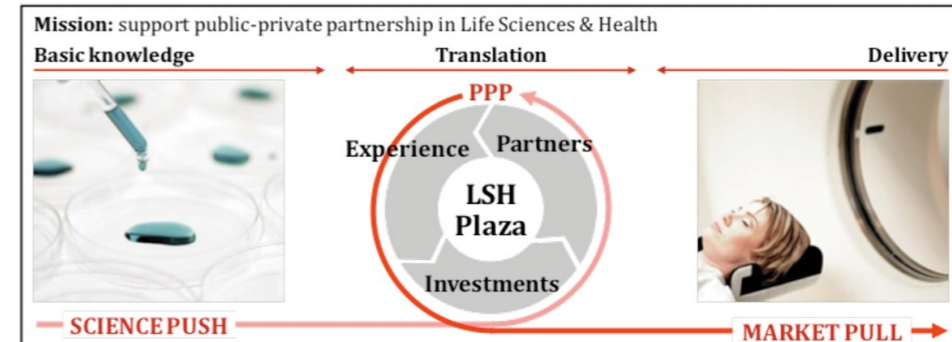
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- Professioneel netwerk

De BioBusiness Masterclass leidt ondernemers op die de economische kansen van de biotechnologie benutten en de groei van deze sector versterken.



www.niaba.nl

## The Regiegroep Life Sciences & Health



### Facilitating the sector: the Regiegroep Life Sciences & Health

*The Regiegroep Life Sciences & Health brings together public and private stakeholders in the Life Sciences & Health (LSH) sector: industry, research institutes and the government, as well as healthcare providers, health insurers, health foundations and financiers. The Regiegroep aims to guide the sector, provide continuity, and give substance to the dialogue and cooperation between stakeholders.*

The Regiegroep understands and appreciates the diversity in the LSH sector. This is reflected in the three roles it has defined for itself:

- A stimulating role towards for example branch organizations to join forces on dossiers like law & regulation and financing for companies.
- A directing role in the area of public-private partnerships which work on possible solutions for patients.



- An aligning role towards scientific organizations which are requested to comply with the topsector policy (e.g. NWO, ZonMw, KNAW, TNO, etc.)

More information can be found at [www.regiegroepsh.nl](http://www.regiegroepsh.nl).

### **Ambition of the sector: three objectives to guide the way**

Cancer, diabetes, dementia, cardiovascular diseases and other such illnesses impact hundreds of thousands of people in the Netherlands, and these numbers are set to increase.

Multiplying healthcare costs have surpassed GDP growth, and demand is such that the job market is struggling to keep up. If this growth continues unchecked, our healthcare system will collapse.

The Regiegroep believes that affordable, high-quality healthcare can only be realized by enabling people to manage their own health/disease and by keeping people out of hospitals and healthcare institutions as much as possible. To contribute to this aim, the ambition is detailed in three objectives:

1. **Maintain health, prevent health care** – keep people healthy and out of care situations;
2. **Maximize effect, minimize trauma** – if disease occurs, regain health as much and as fast as possible;

**3. Manage disease extramurally** – if disease and/or disability persists, enable patients to function in their home environments.

To achieve these objectives, the Regie-groep will build on the roadmaps of the LSH innovation contract. Public-private partnerships (PPPs) therein will be challenged to think about their contribution to the objectives. The Life Sciences & Health Plaza (LSH Plaza), an organization building upon the vast PPP expertise in the sector, will steer its activities along these objectives.

Mission of the LSH Plaza: support public-private partnerships  
The mission of the LSH Plaza is to support the establishment and success of a highly effectual and sustainable network of PPPs in the LSH sector to contribute to the ambition. The LSH Plaza aims to become the place where public and private parties can:

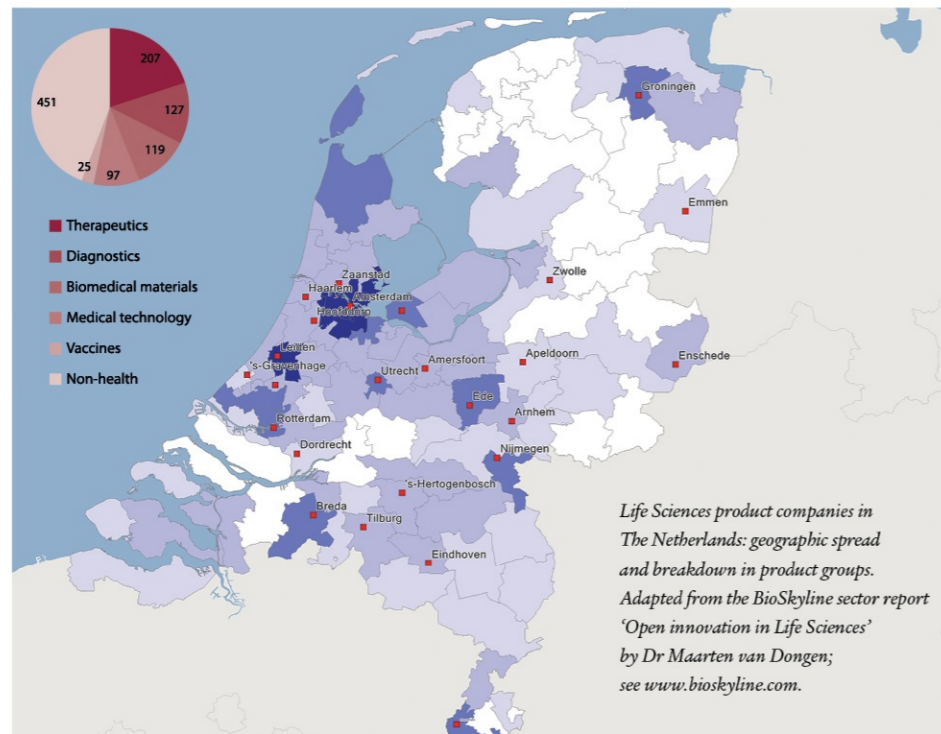
1. **Find partners** for innovation and accelerated delivery to the market;
2. **Obtain resources** for their PPPs and the LSH sector as a whole;
3. **Access experience** for the establishment and success of their PPPs.

The Plaza will be established for the long term; as an innovation infrastructure for and from the sector. It will be the primary organization to distribute financial resources for

PPPs from the national government, and the point of contact for the government and sector on PPPs.

Currently, the Dutch government invests only little in new PPPs. The 'TKI toeslag regeling' offers only a very limited incentive. Nevertheless, by bundling funds, a first 'LSH Impuls' call has been opened to stimulate partnerships between companies, health foundations and knowledge institutes.

For more information on this call, please visit [www.lshplaza.nl](http://www.lshplaza.nl).



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## lifesciences @work

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**I have an idea for a new business,** What should I do next?  
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Get coaching!

**I need to improve my business skills,** What are my options?  
-----  
Get training!

**I have a (draft) business plan,** How do I get my business started?  
-----  
Get financing!

**I have just started a company,** Where can I get answers to day-to-day issues?  
-----  
Get connected!

Find out how we can help you! [www.lifesciencesatwork.nl](http://www.lifesciencesatwork.nl)

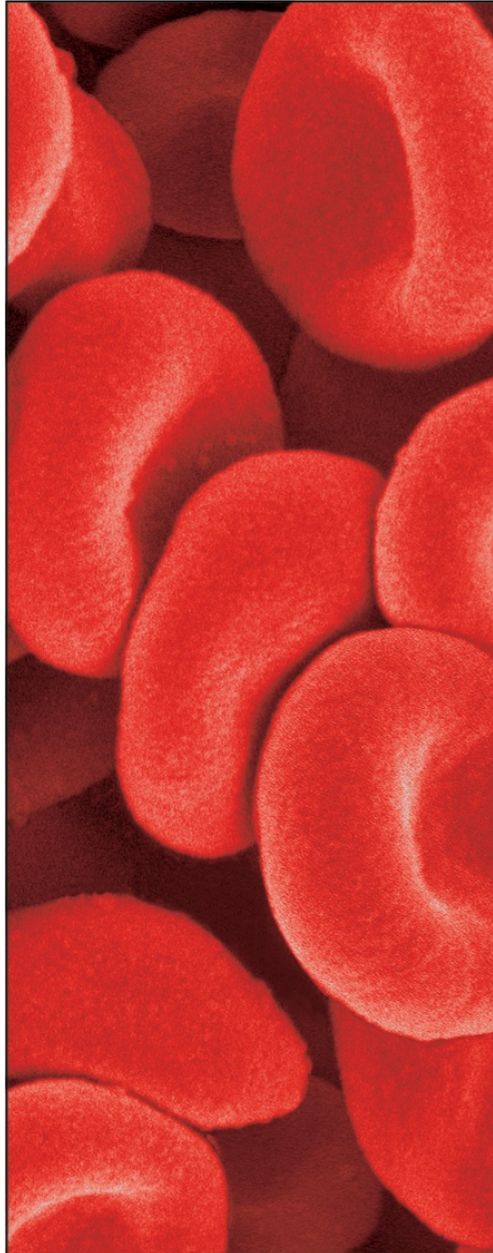
LifeSciences@work is facilitated by:



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## Leiden Bio Science Park



### Leiden Bio Science Park Key to discovery

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