



: editorial

Dear Readers,

Austria's first biotech start-up listed on the Vienna Stock Exchange in February 2005, and the strategic acquisition of an Austrian firm by a listed American biotech company attracted considerable attention internationally. Financing rounds in recent months for Biovertis and Fibrex represent further major successes, and four new start-ups are evidence of the accelerated pace of development. Vienna Region's ability to compete internationally is demonstrated conclusively by the arrival of Eucodis, originally founded in France and recently established in Vienna.

So that innovative scientific ideas can continue to become business successes, we help researchers in obtaining pre-seed capital and in participating in business plan competitions, and we provide comprehensive support during the transition to commercial implementation. We offer entrepreneurs who are starting up custom tailored consulting and financing services that take advantage of both regional and federal subsidies and support.

To cope with the increase in start-up and consultancy business in the Vienna Region, we are expanding our team. Michaela Fritz, previously in Business Development with Infineon Technologies AG, joined us at the beginning of the year as investment manager. Brigitte Tempelmaier has recently been recruited for communications. And in Tulln Claus Zeppelzauer is your new contact for green and grey biotechnology matters.

Our staff are there to help answer all your questions.

LISA VR will again be represented at Austria's stand at the BIO 2005 convention in Philadelphia. Take the opportunity to find out more about the Vienna Region and meet representatives of Austrian life sciences organisations.

Sonja Hammerschmid
Edeltraud Stiftingner
Executive Board

office@vienna.lifescienceaustria.at
T.: +43-1-50175-547

NEW DEVELOPMENTS IN THE VIENNA REGION



Since the late 1990s the Vienna Region has established itself as fertile soil for biotech start-ups. First-rate science and a dynamic business environment provide the basis for steady growth of the life sciences sector.

› Financing

In February 2005 Intercell became the first biotech company in Austria to take itself public on the Vienna Stock Exchange. Shortly thereafter the takeover of Igeneon by Aphton was officially confirmed. Aphton is Nasdaq-listed, and specialises in cancer therapy. These two success stories are described in the article on the next two pages.

In addition to the established firms, however, newer start-ups have also been making news: Biovertis closed a Series A financing round amounting to EUR 12 million with international investors, and Fibrex realised a further USD 10 million in a first financing round.

› Business plan competition Best of Biotech

The cross-border business plan competition BOB - Best of Biotech is taking place for the third time. The winners will be selected by an international jury in June and announced in the next issue of the Newsletter.

› New start-ups

Emcools AG, a company focusing on emergency hypothermia treatment of cardiac arrest patients, was formed in February 2005. There were additional new start-ups at the University of Veterinary Medicine: Innovaphyt GmbH, Mycosafe Diagnostics GmbH and Virusure GmbH.

› Infrastructure

Vienna Region's burgeoning biotech sector requires state of the art laboratory and office facilities. By the end of 2006 there will be an additional 8,500 m² of space available in the immediate vicinity of Allgemeines Krankenhaus, and in Tulln construction of a 2,500 m² technology business incubator near the inter-university Institute for Agrobiotechnology (IFA) has begun.

› Research

The programme GENome Research in Austria (GEN-AU) has entered phase II. Additional EUR 31 million are available for the next three years. The Vienna Science and Technology Fund is making another EUR 5 millions available as part of its 2005 call for proposals in the life sciences.



IGENEON - DEVELOPING IMMUNOTHERAPIES FOR THE TREATMENT OF CANCER

Igeneon AG is a biopharmaceutical company focused on the development of immunotherapy products for the treatment of cancer. Founded in 1999, the company has grown to a mature biopharmaceutical company.

Currently Igeneon has two product candidates in clinical development: The IGN101 active cancer vaccine is in a Phase II/III clinical trial in patients with non-small cell lung cancer, including 25 sites in more than 10 European countries. The IGN311 monoclonal antibody is in a Phase I trial.



Manfred Ruediger, CEO Igeneon

Recently, Igeneon joined forces with Aphton Corporation, Philadelphia (USA), a clinical stage biopharmaceutical company focused on developing targeted immunotherapies for cancer. This transaction has been completed in March 2005 and Igeneon today is a wholly-owned subsidiary of Aphton.

"The acquisition of Igeneon by Aphton is an important step for both companies," says Dr. Manfred Ruediger, Chief Executive Officer of

Igeneon. "We expect that the resulting organization will provide a unique opportunity to advance the pipeline we have developed at Igeneon and it will also enable us a global platform for our products."

"This acquisition is a key component of Aphton's strategy to create an innovative global oncology company," said Patrick Mooney, M.D., Chief Executive Officer of Aphton. "We believe the addition of Igeneon's people, products and research capabilities will provide us with the depth and experience to expand our current capacity and are a complement to Aphton's people and programs."

► www.igeneon.com



DANCE WITH LISA

AUSTRIA INVITES YOU
TO LEARN THE VIENNESE WALTZ

BIO 2005, AUSTRIAN PAVILION, BOOTH 313
TUESDAY, JUNE 21, 5 - 6.30 P. M.

Experience the elegance and perfection of Austrian biotechnology and learn to dance the waltz yourself or enjoy the wonderful music of Johann Strauß with a glass of typical Austrian wine!



INTERCELL - DEVELOPMENT OF VACCINES AGAINST INFECTIOUS DISEASES

Intercell was founded as a spin-off from the Campus Vienna Biocenter in 1998. The company's unique proposition is based on the combination of antigens and Immunizers (adjuvants) to create "smart vaccines", as well as on in-house GMP facilities. Intercell's technology has been endorsed by collaborative agreements with global pharmaceutical companies including Sanofi Aventis, Merck&Co., Inc. and Biological E. Ltd.

Intercell has a broad development pipeline with a prophylactic vaccine for Japanese Encephalitis, a therapeutic vaccine for Hepatitis C, and products focused on infectious diseases in the pre-clinical phase,



Alexander von Gabain, CEO Intercell

like S. pneumonia, Group A Streptococcus and travelers' diarrhea vaccines. Most advanced are the vaccines against Hepatitis C and Japanese Encephalitis. The urgent need to respond to epidemics also in the developing countries has recently been addressed by a symposium co-organised by

Intercell: "Novel Vaccines against Infectious Diseases - Developed Countries meet Developing Countries".

Intercell launched its IPO on February 14, 2005 and started trading with the ticker symbol "ICLL" in the Prime Market Segment of the Vienna Stock Exchange on February 28, 2005. Alexander von Gabain, CEO of Intercell, commented on the lis-

ting: "The IPO is an important milestone for Intercell. It is exciting to be part of a story that started with a vision at a University department six years ago and that has now developed into a fully integrated vaccine company with advanced products and partnerships with blue chips of the industry.

The proceeds of the offering will fund our prophylactic JEV vaccine up to its registration and they will enable us to further accelerate the development and commercialisation of our broad portfolio of vaccine candidates and technologies."

► www.intercell.com



WHO IS WHO?

LIFE SCIENCE AUSTRIA (LISA)
VIENNA REGION –
your partner for life sciences

LISA VR is the Vienna Region's central consultancy and coordination office for researchers and companies in the life sciences.

The LISA VR team offers

- › Help in setting up businesses and preparing business plans
- › Pre-seed and seed financing for new ventures
- › Access to investors through our international venture capital network
- › Access to regional and federal funding
- › Financing for patents and patent marketing

In addition to these core services, LISA VR focuses on developing linkages between key figures in the Austrian life sciences scene, on strengthening international contacts, cluster management and on educational and public awareness issues.

www.vienna.lifescienceaustria.at
office@vienna.lifescienceaustria.at

AUSTRIAN BIOTECH COMPANIES AT PHILADELPHIA'S BIO 2005

PLEASE COME AND SEE US AT AUSTRIA'S STAND (BOOTH 313)



Austrian organisations represented at BIO 2005 range from diagnostics specialists to companies engaged in vaccine development with products already in Phase III testing, from start-ups to exchange listed companies.

› **Austrianova** focuses on cancer therapy. Its principal product is used in treating cancer of the pancreas and has been granted orphan drug status by the European Medicines Agency (EMA). A multicenter Phase III trial is planned to begin in the summer of 2005.

› **Eucodis** uses its novel technology platform in the improvement or production of therapeutic proteins and industrial enzymes. The technologies involved are based on in vivo recombination and somatic hypermutation.

› **Greenhills Biotechnology's** expertise is in applying the latest virological discoveries in products combating infectious diseases and cancer. Its first two products, ELIVIR and ONCOFLU, are in the final stages of preclinical development.

› **Igeneon**, a 100% subsidiary of Aphon Corporation, focuses on the development of immunotherapeutic products for fighting cancer. Its most advanced product, IGN 101, is currently undergoing Phase II/III trials.

› **Intercell** is a specialist in vaccine development. Its two lead products, which target Japanese Encephalitis and Hepatitis C, are currently undergoing Phase II and Phase III trials. Intercell's shares listed on the Vienna Exchange in February 2005.

› **Oridis Biomed** maintains one of the world's largest tissue banks, which is used among other things for target validation. Its first product is used in the diagnosis of liver cancer.

› **Sanochemia Pharmazeutika AG** concentrates on diseases of the central nervous system. Its strengths are in the development and synthesis of drugs used against senile dementia and in the treatment of strokes and epilepsy.

The LISA VR Team will be happy to answer more specific questions at the stand during BIO 2005 - please e-mail us to arrange a date:

› office@vienna.lifescienceaustria.at