



## : editorial

Dear Readers,

*The philosophical reflection, that the whole can often be greater than the sum of its parts, is a valuable lesson we can learn from the world of business. Wherever scientific excellence, business expertise and the power of innovation come together for a common purpose, clusters arise whose overall performances far exceed the sum of their individual contributions.*

*The Vienna life science environment provides an outstanding case in point. A dynamic life sciences scene has sprung up in Vienna in recent years: since 1998, numerous companies have been founded, some of them have long left the start-up phase behind them. Many companies have successfully attracted venture capital and other forms of equity financing amounting to millions of euros. In 2002 the Vienna City Council's centre for innovation and technology (ZIT) and Austria Wirtschaftsservice GmbH (aws) founded the joint Life Science Austria Vienna Region (LISA VR) initiative to promote and secure the long-term future of the city as a life sciences location. LISA VR has made a vital contribution to the establishment and ongoing expansion of the cluster.*



For more information on the Vienna life science scene read on, or visit us at BioEurope in Düsseldorf (booth I3) on 6-8 November.

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## BOEHRINGER INGELHEIM EXPANDS VIENNA SITE

Opening of regional centre for Eastern Europe and new research building



On 6 July 2006 Boehringer Ingelheim opened its new biology research building, together with a new administration building, and a canteen. Total capital expenditure for the project was EUR 37 million. A new chemistry research building was inaugurated at the start of 2002, and in April 2005 the company doubled its biopharmaceuticals production capacity. Over the past five years the Vienna facility has grown enormously: over 400 new jobs have been created, and investment during the period totals more than EUR 170 million.

### ▶ Vienna is a centre for cancer research and biopharmaceuticals production

The Vienna location has been responsible for Boehringer Ingelheim Group's global cancer research activities since 2000. Annual expenditure of EUR 50 million is channelled into research on innovative agents that combine increased effectiveness with improved patient safety and tolerance. The Vienna facility also plays a key strategic role in the Group, as a competence centre for the production of biopharmaceutical medication. It manufactures

products chiefly for third party customers in Canada, Europe, Japan and the USA.

### ▶ Vienna Regional Center serves 30 countries in Central and Eastern Europe

Boehringer Ingelheim Austria has overall responsibility for a total of 30 countries in Central and Eastern Europe. The Regional Center's remit in these markets includes opening up the market for pharmaceuticals, conducting clinical studies, making available medical and scientific information and establishing a foothold for Boehringer Ingelheim products.

Klaus Stochl, country manager for Boehringer Ingelheim Austria, Central and Eastern Europe, highlights the importance of the Austrian location: "Investment in infrastructure aside, Boehringer Ingelheim spends about EUR 65 million on R&D each year. The money is used to fund research and development at the Regional Center Vienna and for fundamental research at the Institute for Molecular Pathology (IMP) at Vienna Biocenter."

▶ [www.boehringer-ingelheim.at](http://www.boehringer-ingelheim.at)  
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# SANOCHEMIA PHARMAZEUTIKA AG - THE SPECIALTY PHARMA COMPANY

*Sanochemia is a leading specialist in the development, production and sale of specialty pharmaceuticals.*

Sanochemia's strengths and expertise lie in the efficient management of complex pharmaceutical development projects from pre-clinical steps through to registration. Based in Austria, the company focuses on indications with high therapeutic demands, such as neuro-degeneration, pain and oncology in combination with urgent medical need and outstanding commercial prospects. In its 2004/2005 financial year, the company continued on its expansion course, reporting operating performance of 35 million. Sanochemia currently employs a

Representations in China and India are supporting efforts to secure regulatory approvals for this division's top-selling product, Scanlux, a diagnostic developed independently by Sanochemia.

## ▶ PRODUCTS AND PIPELINES

The active pharmaceutical ingredient galantamine, used worldwide in the treatment of dementia, will be the key to a wide range of additional therapeutic potential, which will be tapped in the near future.



**Josef Böckmann**, Chief Executive Officer, describes Sanochemia's mission: "In order to generate sustainable high profitability, we draw on our experience in clinical development, active pharmaceutical ingredients (APIs), synthesis and pharmaceutical production to tap complimentary business areas in niche markets with a high degree of therapeutic demand."

## ▶ STRATEGY FOR THE FUTURE

Further potential lies in the development of innovative drugs for particularly interesting segments of the pharmaceutical market. Its acquisition of a controlling interest in AlcaSynn has enabled Sanochemia to add to its potential a broad range of technologies and a robust development pipeline in the fields of pain management and central nervous system disorders. AlcaSynn Pharmaceuticals GmbH, an Austrian based spin-off of the University Innsbruck, is a pioneer in the area of morphinan chemistry and holds a promising molecular library of opiates. The high degree of potential inherent in this portfolio of future product candidates is safeguarded by awarded substance and synthesis patents. AlcaSynn is currently developing novel painkilling substances which are far more effective than morphine yet which have significantly fewer and less severe side effects. \*

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workforce of 180, the majority is based at its production facility in Neufeld, Austria.

Sanochemia Pharmazeutika AG Vienna, has been listed on the Frankfurt Stock Exchange since 1999 (ISIN: AT0000776307). A specialised division of the Sanochemia Group, Sanochemia Diagnostics International, engages in the manufacture and sale of radiological products. Sales offices are currently located in Germany, Switzerland, the UK and the US.

Clinical trials are currently investigating new indication areas, for example for the post operative delirium. Post operative delirium is primarily developed by older patients, who afflict consciousness disorders following the anaesthesia administered during hip replacement operations. Another new development is a gel-based formulation of the galantamine used in the treatment of diabetic neuropathy. This gel is applied to the relevant areas of skin, providing relief by delivering galantamine via liposomal carrier particles.



Frank Mattner, CSO Affiris

# AFFIRIS GMBH - A HOPE FOR ALZHEIMER PATIENTS

*What may seem like a dilemma - therapeutic vaccination against some of the human body's own proteins - is in fact an Affiris speciality.*

## ➤ ROGUE PROTEINS

The company's Mimotope platform technology is a cornerstone for the development of innovative peptide-based vaccines. These restrict an antibody immune response to very specific parts of any protein. In doing so, it enables Affiris to accurately eliminate specific human rogue proteins without causing a dangerous autoimmune reaction. Using this technology, Affiris is currently focussing on the development of vaccines for Alzheimer's disease and atherosclerosis.

The Alzheimer's vaccine targets beta-amyloid, the causative agent of the disease. This peptide is a truncated form of a protein located on nerve cells. Just three years after its foundation in 2003, Affiris has successfully demonstrated the efficacy of this vaccine. In several animal models, the size of Alzheimer's-causing beta-amyloid plaques

has been reduced by >60 percent and a phase I clinical trial will commence in 2006.

The evidence for the efficacy of the Mimotope technology has been so convincing that the company is already coordinating an international consortium that will develop vaccines against further peptides involved in the development of Alzheimer's (the MimoVax project). As a result, Affiris is pursuing several mutually beneficial approaches for this market, worth EUR 15 billion a year.

Affiris' pipeline project is a therapeutic vaccine for atherosclerosis. In this, the company's team is focussing on the enzyme CETP that converts the benevolent high density lipoprotein (HDL) to malevolent low density lipoprotein (LDL). Targeting this enzyme will enable the HDL/LDL ratio - the key factor in causing atherosclerosis - to be adjusted.

A further key to the company's future success is that production costs are taken into account in the early stages. As a result, all starting materials are industrially manufactured and hence offer considerable price advantages over alternative recombinant approaches.

## ➤ IMMEDIATE INVESTOR INTEREST

There are several reasons why Affiris attracted considerable interest from a wide range of investors. These include the innovative Mimotope technology, the focus on large markets, and the entrepreneurial approach adopted to optimize production costs. During its initial years, the company received a great deal of help in the form of advice and financial support from Prof. Max Birnstiel, a well-known entrepreneur and biotech expert. Funding was soon provided from the Austria Wirtschaftsservice (aws), the Zentrum für Innovation & Technologie (ZIT, Vienna) and the Austrian Forschungsförderungsgesellschaft (FFG). In March 2005, the German MIG Fonds invested EUR 8.5 million into the further development of Affiris' technologies. Recently (Oct. 2006), Affiris and international partners received EUR 2.4 million from the 6th EU Framework Programme in support of the MimoVax project.



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Headed by their founders, Walter Schmidt (CEO) and Frank Mattner (CSO), the company currently employs 20 members of staff at its facility in the Campus Vienna Biocenter, Austria. The Campus consists of several international biotech companies, university departments and research institutions. Affiris rents 600 m<sup>2</sup> of purpose-built lab space there and enjoys formal and informal discussions with experts from a broad-based biotech background. \*

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## 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
- › International marketing
- › Education
- › Networking

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.

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## OPENING OF THE LIFE SCIENCES CENTER VIENNA

*The Life Sciences Center Vienna of the Austrian Academy of Sciences (ÖAW) at the Campus Vienna Biocenter was opened on 23 May 2006.*



The building houses the two research institutes IMBA (Institute of Molecular Biotechnology) and GMI (Gregor Mendel Institute of Molecular Plant Biology) as well as the Vienna Open Lab.

On a gross floor space of around 20.000m<sup>2</sup>, the building houses laboratories, offices, guest rooms, an auditorium, seminar and discussion rooms. Special facilities include a 3D electron microscope and a pathogen free zone, growth chambers and green-houses. Around five-sevenths of the floor space is used by IMBA and the rest by GMI.

IMBA, directed by Josef Penninger, carries out basic biomedical research. Around 120 scientists, currently organized in seven groups, are working on matters of functional genetics, especially with regard to the causes of diseases.

GMI, directed by Dieter Schweizer, carries out basic research in the areas of cell and development biology and plant genetics.

Eight working groups with 50 researchers in total focus on the molecular mechanism of epigenetic phenomena.

Visitors explore the fascinating world of science and research in the "Vienna Open Lab" - a joint initiative by dialog<->gentech-nik and IMBA. This is the first bioscientific hands-on laboratory for the public in Austria. The Vienna Open Lab offers school classes and other interested guests the possibility to perform their own molecular biology experiments together with young scientists.



The new ÖAW building is located at Dr-Bohr-Gasse 3 in Vienna's third district. It is in the immediate vicinity of the Research Institute of Molecular Pathology (IMP) and the Max F. Perutz Laboratories of the University and the Medical University of Vienna.

- ▶ [www.imba.oeaw.ac.at](http://www.imba.oeaw.ac.at)
- ▶ [www.gmi.oeaw.ac.at](http://www.gmi.oeaw.ac.at)
- ▶ [www.viennaopenlab.at](http://www.viennaopenlab.at)