

Ein Unternehmen
der Life Science-Stiftung
zur Förderung von
Wissenschaft und Forschung



asceni  - on

Life Sciences into Business

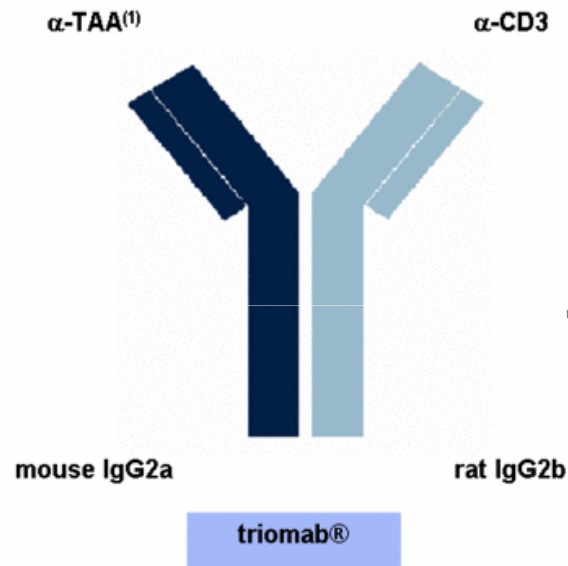
Successful Collaborations between Research and Industry

**From Bench to Bedside –
Technology Transfer and Health**

Dr. Christian Stein, Brussels, 3rd November 2009

Removab - from Bench

to Bedside



15 years



Malignant Ascites

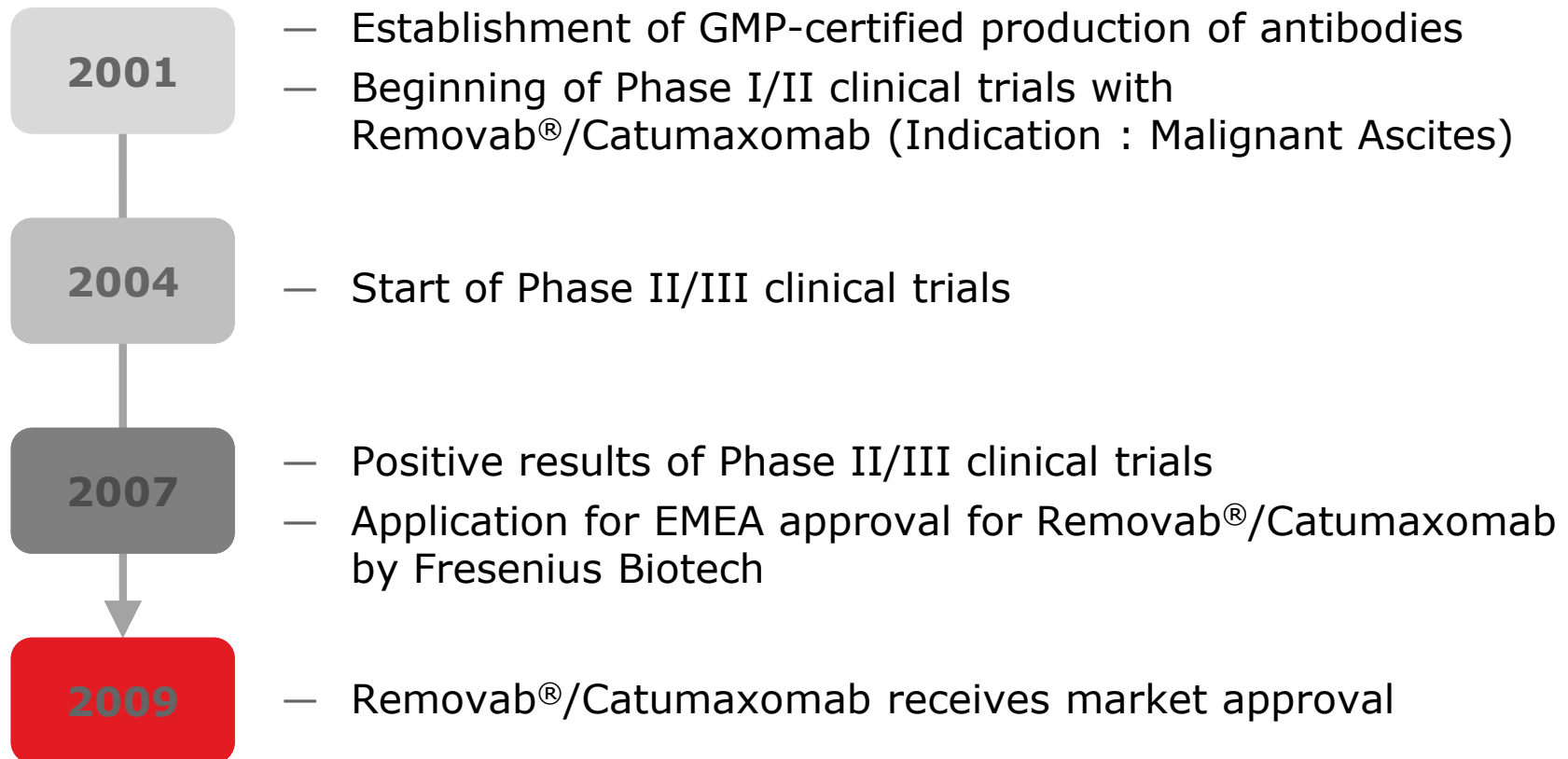
Removab - Overview

- Removab is a bispecific, trifunctional antibody for the treatment of cancer (tumor cells undergo apoptosis) since 2009
- Antibody in clinical phase II for three further indications

From the Invention ...



... to a Therapeutic Product



Creation of value for patients, inventors, spin-off and research institution

— License agreement

- Exclusive license of IP as requirement and basis for successful development within the spin-off Trion
- Annual minimum licensing fee for helmholtzZentrum münchen
- No milestones to save on cash in operations of spin-off
- licensing income for HelmholtzZentrum münchen (hmgu) until end of patent protection or product sales

— Equity agreement

- Ascenion took 10% equity in Trion Pharma GmbH
- Ascenion sold equity in several steps and passed on returns via foundation to hmgu
- hmgu received returns via Life Science Foundation to finance more research (several junior groups securely financed for about five years)

Key factors for success

- Excellent academic research
- Consistent IP strategy and portfolio management
 - Building up an international and broad IP protection
 - Solid protection of IP in key markets
 - IP portfolio covers not only Removab but the whole family of trispecific antibodies: valuable pipeline inside Trion
- Competent industry partner
- Minimum of mistakes over the whole time period from bench to bedside

Other Success Products from Helmholtz Association (Health)

- Ixempra (Anticancer therapy; Helmholtz Center for Infection)
- Watchhaler (Inhaler; Activaero: spin-off HelmholtzZentrum münchen)

Thank you for your attention



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