

# ANNUAL REPORT | 2009



Frankfurter Innovationszentrum  
Biotechnologie

The illustration on the title page shows the DNA double helix installed as a 6.5 meter high flat steel sculpture from the artist Norman Kehm for the opening of the FIZ extension. The sculpture symbolizes the link between entrepreneurship and research in the natural sciences in FIZ. The FIZ main entrance building is shown on the right.

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Ladies and gentlemen,

This Annual Report illustrates that FIZ has succeeded in offering exactly the structures for growth and innovation that the market demands. The entire building complex with its eleven originally planned modules went into full operation in 2009 following completion of the remaining six modules. The growth of the companies already residing in FIZ and the arrival of the award-winning start-up company bio.logis fills the facilities to capacity. So FIZ provides an excellent innovation environment for around 300 researchers and entrepreneurs.

The conference center, which opened at the beginning of the year, also perfectly complements the positive, dynamic development of FIZ. The FIZ ConferenceLab soon established itself as an ideal venue for high technology events.

Of course, the FIZ ConferenceLab was also perfectly suited for the FIZ Life Sciences Forum inaugural event initiated in 2009: Researchers, entrepreneurs and managers from small and medium-sized enterprises (SMEs) and industry engaged in intensive dialog about ways to successfully put innovation into practice. This concept of innovation is of elementary importance to us because the long-term competitiveness of companies is in jeopardy if innovation fails to meet viable market structures. The fact that the first event attracted participants far beyond the State of Hesse and the positive response from the guests encourages us to further develop the Forum.

Our experience in developing infrastructures for innovation and research has been confirmed in 2009. In order for ideas to be able to advance to market launch, innovation partners have to

come together and founding companies professionalize further. FIZ is the ideal environment for this. Foreign interest in our specialized knowledge is also taking off. We succeeded in acquiring two consulting projects – in Poland and Cuba – thus expanding the FIZ service spectrum.

The milestones attained would have been unthinkable but for the extraordinary dedication of the FIZ team. Facility management and controlling went hand-in-hand with cluster management, marketing, communication and the organization of numerous projects.

I would like to express my special thanks to the companies in FIZ and our business partners and shareholders for the trust they have placed in us. With their continuous and sustained development work, they have all contributed to the successful development of FIZ in 2009.

Ideas and change are the cornerstones of innovation and growth. Our daily work demonstrates that there is sufficient knowledge potential in the region and in the country to enable and accelerate innovation. I look forward to joining you in exploring effective ways to achieve these goals in the coming year.

With best regards,

A handwritten signature in blue ink, appearing to read 'Christian Garbe', written in a cursive style.

Dr. Christian Garbe  
Managing Director



Raphael Schlappa, Senior Project Manager; Susanne Gießelmann, Project Manager; Lilliffer Seiler, Team Assistant; Daniel Werk, Office Manager & Accounting; Dr. Christian Garbe, Managing Director; Carmen Schulz, Head of Public Affairs & Relationship Management; Dr. Helmut Menhart, Senior Manager



# FIZ – from the idea to its successful implementation

When the State of Hesse, the City of Frankfurt and the Frankfurt Chamber of Commerce and Industry set up FIZ in June 2002 it was an important step toward setting a new course for the region. It was intended to provide new impetus for the FrankfurtRheinMain research region, to counteract the migration of research capacity, and to invigorate the interface between research and industry.

## – the founding idea

The idea behind the project: to create a platform for young and established companies from the life sciences industry with its finger on the market pulse and to provide a tailored office and laboratory infrastructure. **A bold project.**

Frankfurt failed to profit from the funding awarded in 1996 from the BioRegio competition, and the capital market for young growth companies had collapsed. Another market-oriented solution had to be found in order to raise the profile of the FrankfurtRheinMain region in the high technology segment for medically related biotechnology – and this was to be FIZ.

## – the concept

A question raised daily in worldwide competition is how to combine experience, technology and knowledge to drive forward new ideas ready for market. In the heart of the FrankfurtRheinMain business metropolis, FIZ serves as a new point of identification for innovative small and medium-sized enterprises in the life sciences sector.

FIZ not only provides the infrastructure, but it is also the link between applied research and market access: **from brick to brain to business.**

Summer 2002, first signs of construction

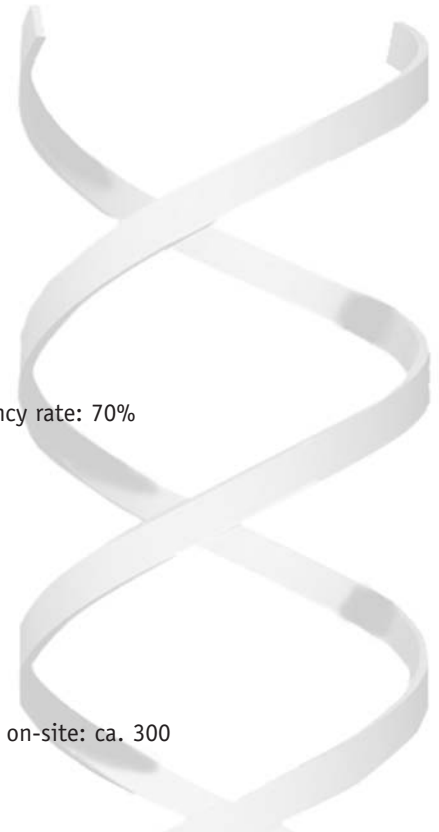


May 2003, laying the cornerstone for the 1<sup>st</sup> phase of construction



**Roland Koch, Prime Minister of the State of Hesse**

*“If we fail to develop our own specific visions and implementation concepts for creating new frameworks for innovation, we stand to miss out on realizing our future opportunities. Market-oriented innovation environments like FIZ motivate scientists, show them new development options and integrate them in both national and international innovation processes.”*



– the milestones

- **June 2002** Founding of FIZ Frankfurter Innovationszentrum Biotechnologie GmbH
- **December 2002** Groundbreaking for the 1<sup>st</sup> phase of construction
- **July 2004** Opening of the 1<sup>st</sup> building complex within budget and on schedule; Occupancy rate: 70%
- **January 2006** Full capacity of the 1<sup>st</sup> building complex
- **March 2006** Occupancy rate of 2<sup>nd</sup> phase of construction: 80%
- **February 2007** Selected as a landmark in the 'Land of Ideas' program
- **April 2007** Groundbreaking for the 2<sup>nd</sup> phase of construction
- **November 2008** Opening of the 2<sup>nd</sup> building complex within budget and on schedule
- **January 2009** Opening of the FIZ ConferenceLab
- **September 2009** FIZ Life Sciences Forum – inaugural event
- **December 2009** Full occupancy of 1<sup>st</sup> and 2<sup>nd</sup> building complexes; number of employees on-site: ca. 300



November 2008, opening ceremony for the 2<sup>nd</sup> building complex

March 2006, handover of keys to Merz Pharma

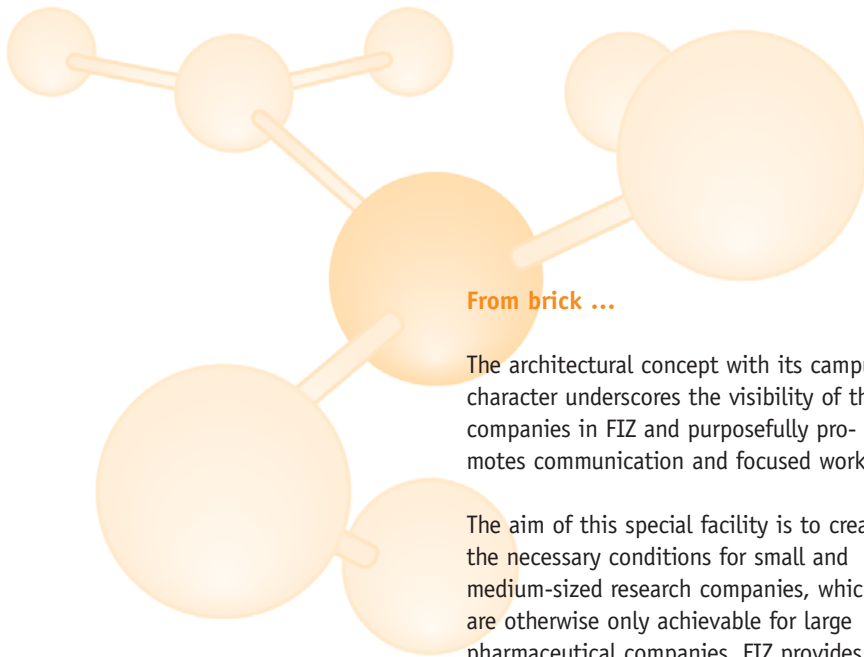


February 2007, selected as a landmark in the 'Land of Ideas' program



April 2007, groundbreaking for the 2<sup>nd</sup> phase of construction





**From brick ...**

The architectural concept with its campus character underscores the visibility of the companies in FIZ and purposefully promotes communication and focused work.

The aim of this special facility is to create the necessary conditions for small and medium-sized research companies, which are otherwise only achievable for large pharmaceutical companies. FIZ provides 15,000 m<sup>2</sup> of laboratory and office space to realize this aim. The modular construction ensures a high degree of individual utilization concepts and flexible layouts. Laboratories can be converted to clean rooms or S3 labs very quickly.

**... to brain ...**

As a means of raising the synergy potential between tenants, FIZ focuses on three defined indication areas: **inflammatory diseases, diseases of the central nervous system, and protein research**. This means: the researchers “speak a common language,” they have common interests, and research and service cooperations in close proximity are possible.

Another precondition for a stimulating environment is the range of maturity of the resident companies. The young firms profit from the experienced companies, and the established firms also benefit immensely from their small and flexible neighbors. A dynamic network evolves. The expansion of one company stimulates the growth of another.



**Petra Roth, Mayor of Frankfurt**

*“The attractiveness of an economic region is closely related to the quality of the knowledge infrastructure and forms the basis for qualified jobs. Hardly another region in Europe excels by virtue of its centrality, networking and research diversity quite like FrankfurtRheinMain. In pursuit of this goal, FIZ has progressively developed a facility and platform over recent years attracting young and established companies and researchers alike.”*

April 2008, topping out ceremony for the 2<sup>nd</sup> phase of construction



November 2008, opening ceremony for the 2<sup>nd</sup> building complex



... to business.

The FIZ strategy takes a clear line: identifying the needs and growth potential of the market and bridging interfaces for an effective innovative environment.

FIZ engages in international partnerships as a means of paving the way for its companies' globalization. The initial fruits of this cooperation include setting up a company and initiating international research projects in the Middle East.

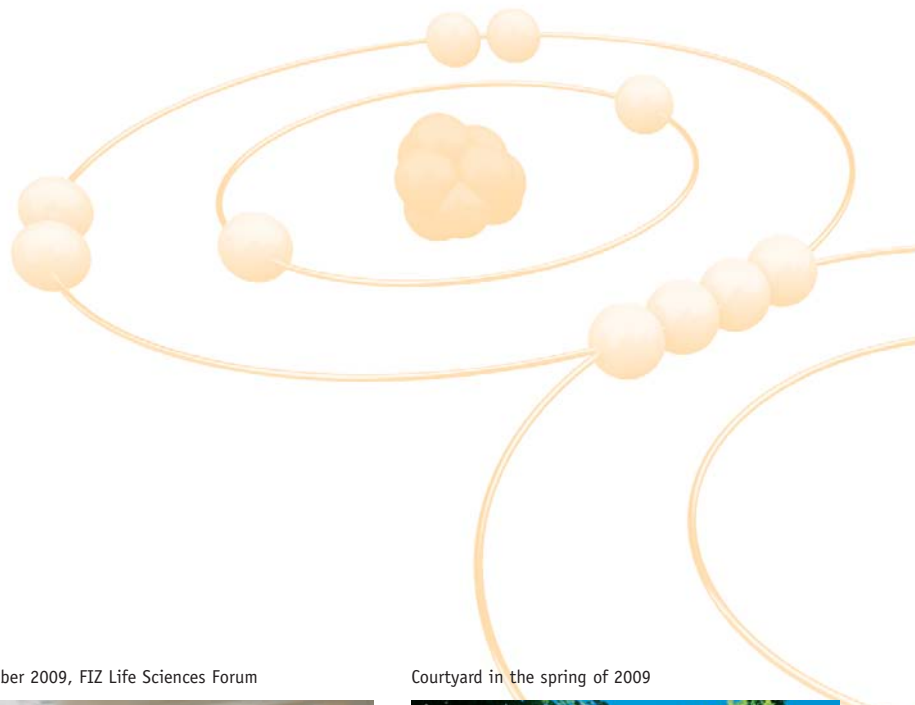
Through its platform events, FIZ actively promotes interaction between entrepreneurial initiatives, applied research, and commercial expertise. Because innovation emerges particularly at the interfaces between different disciplines, FIZ advances communication across industries. Especially biotechnology, as an interdisciplinary technology, opens up a multitude of innovation opportunities.

The experience and successful implementation of FIZ awakens interest not only within the life sciences industry. Following a European competition, the ministry of economics of the Wielkopolska region of Poland commissioned FIZ to advise on the conceptual orientation of a technology center planned as a public-private partnership model. The success of FIZ has attracted international enquiries to share its expertise gained in novel infrastructure concepts for innovative environments.



**Dr. Mathias Müller,**  
President of the Frankfurt Chamber of  
Commerce and Industry

*“Knowledge-intensive companies provide important impetus for innovation and growth. They promote innovation in industry and technology transfer. A disproportionately high number of knowledge-intensive service providers are represented in the FrankfurtRheinMain metropolitan region, especially small and medium-sized enterprises. FIZ is an important partner for them in identifying new fields of growth, not only in the life sciences sector.”*



November 2008, opening ceremony for the 2<sup>nd</sup> building complex



September 2009, FIZ Life Sciences Forum



Courtyard in the spring of 2009



# “Without market orientation an innovation center will not be successful in the long haul.”

**Innovation needs an environment that helps to put ideas into practice on the market. Managing Director, Dr. Christian Garbe, explains the contribution provided by FIZ.**



*What can innovation centers achieve that research companies can't?*

It's all a question of company size. We concentrate on small and medium-sized companies that not only find suitable facilities by moving into FIZ, but also networks and a high synergy potential. Red biotechnology is a global business. That's why FIZ supports its companies in initiating international projects and their entry into foreign markets. Companies also become more prominent on the market as part of an innovation center like FIZ.

*But don't other innovation centers offer that, too?*

But only a few are focused. In the beginning years of FIZ we specialized in selected indication areas, such as diseases of the CNS, inflammatory diseases and protein research. This way we attract researchers with similar interests. We also offer a very flexible research infrastructure, which is otherwise only practicable for large pharmaceutical companies. Within a short period of time we can set up clean rooms, S3 labs or facility conversions depending on the growth phase of the company.

*Dr. Garbe, you have been the Managing Director of FIZ from the very beginning. What did you underestimate in the set up, what went easier than expected?*

Following the collapse of the New Market, interest in an innovation center was almost non-existent. Many growth companies had their backs to the wall and were not looking for new space. We had to take a new approach and promote it. The implementation of the complex financing model between the public and private sectors turned out to be easier than I had anticipated. Political continuity proved extremely helpful here.

*And the location must surely be another important success factor ...*

Frankfurt and the State of Hesse are obviously locations with a long-established pharmaceutical and medical technology tradition. Also the proximity to the airport and the traffic intersections are infrastructure advantages, as well as excellent research centers on the doorstep. But that in itself is not enough. The goal has to be to position innovations in the market to create value. A knowledge society by itself is insufficient, because it lacks the necessary experience to commercially exploit knowledge.

*What works well in the RheinMain R&D region, and where is there room for improvement?*

FIZ forms an important part of an innovation strategy qualified in efficiency and marketability in the State of Hesse. This experience can be adopted in other innovation areas – both regionally and internationally. For example, we are currently advising an Eastern European country in establishing and financing research infrastructures and in the conceptual framework for key research areas. Political links and cooperation agreements also arise from the consultation, which help the FIZ companies initiate their foreign activities with and through the FIZ partners. We need to shift our thinking toward entrepreneurship in order to enhance the economic potential of our knowledge society. Communication between research, teaching and operational practice must be intensified and become an established training component.

*Does this mean that the new founders will not be coming from universities?*

I am often asked how many companies we have accommodated from universities. Many are perplexed when I answer “only one.” A general problem facing start-ups from a university is the frequently deep-rooted way of working and thinking of the scientists.

*What does that mean in real terms?*

Although the environment often brings forth an idea, the demands of the market are almost contrary to scientific work. Spin-offs are frequently subject to professional limitations. Market success is strongly dependent on strength across all links in the value creation chain. At FIZ we mainly come across two start-up models. First of all, employees with many

years of experience team up with similarly experienced partners from industry. Or an established company initiates or supports a start-up as a strategic investor. That is why it is so important that young researchers with a desire to set up a business are involved at an early stage in market-related structures and receive support from FIZ for their market success.

*What does this mean for FIZ?*

We want to avoid a monoculture. By mixing young and established companies, the young companies can learn to avoid mistakes. Established companies have the proximity to the market which the young growth companies in the life sciences field are usually lacking. Without market-orientation an innovation center will not be successful in the long haul. That is why a focus only on start-ups is too one-sided.

*“There are many types of innovation.*

*Value creation is achieved when various forms of innovation are combined.”*

*When does innovation succeed?*

There are many types of innovation that offer value creation. The development of new substances is certainly one of the hardest forms of innovation. Simply focusing on technical innovation and research is too narrow a view.

*... instead?*

The whole range of company processes can serve as sources for innovation. These include production and development procedures, logistics chains, services, customer management or forms of cooperation. Value creation is achieved when these forms of innovation are combined. These opportunities remain inaccessible for young innovators if they are not networked with operational knowledge and entrepreneurial expertise.

*So how long will FIZ stand as an innovation center solely for biotechnology?*

As a result of our broad-based innovation approach, FIZ cannot remain geared solely toward biotechnology. However, the focus is important as a starting point to establish dialog with innovators. Interestingly, the life sciences markets are currently diversifying. The trend toward preventive patient care means that the nutrition and lifestyle market is moving toward the pharmaceutical market. We are also seeing a trend toward personal genomics with its implications for personalized medicine.

*All the FIZ building modules are more or less at capacity. Where do things go from here?*

The district of Riedberg still offers a lot more space for expansion, which is now also being used for private project developers to generate office and laboratory space for life sciences companies. Our expertise is in demand here.



## Innovation with a high medical benefit

Patients' increasing sense of personal responsibility and diverse special therapies are set to characterize tomorrow's pharmaceutical and health markets. The pursuit of new solutions and the courage to innovate for over 100 years have provided the foundation for Merz Pharma Group's position today: an internationally successful, research-based company.

Merz concentrates on research and development of drugs for neurological and psychiatric diseases, such as Alzheimer's, Parkinson's disease and neuromuscular disorders, such as dystonias and spastic paralysis. Another key area is clinical and aesthetic dermatology.

Despite increasing internationalization, Merz has remained loyal to its Frankfurt home. The company headquarters in downtown Frankfurt were expanded and supplemented with a new research facility in FIZ. Since moving to FIZ in the spring of 2006, preclinical activities at FIZ have been continuously expanded. So that all Merz preclinical work can be conducted at FIZ, further capacity was taken over in mid 2009 and the biotechnology center was also expanded with an S3 laboratory. 120 Merz employees from research and development now work in FIZ. The strategic importance of the new research location was presented to all Merz employees at an open house in September.



**Dr. Martin Zügel,**  
Chairman of the Merz Management Board

*"As an independent pharmaceutical company with its own research and development, we concentrate on a field with high medical need and proven benefits. With targeted specialization in our core competencies and intensive collaboration with renowned experts, institutes and a global research network, we achieve the greatest possible efficiency for our research investments."*

### Groundbreaking research success in Alzheimer's therapy

Merz is among the world leaders in Alzheimer's research. With its unique glutamatergic mechanism of action and the broad indication range from moderate to severe Alzheimer's dementia, Memantine is Europe's only licensed NMDA-(N-methyl) antagonist. Although Alzheimer's dementia is still incurable, the substance Memantine can slow down the progression of the disease and help the patient maintain everyday competence, consequently keeping an important aspect of quality of life for longer. Merz has collected numerous awards for its groundbreaking research success, including the 22nd German Business Innovation Award in 2001.

The Merz Pharma Group currently employs a staff of 1,745 worldwide. In the 2008/2009 fiscal year the Healthcare Division generated sales of approximately 589.8 million euros (previous year: 546.5 million euros).



**Merz employee Axel Tardt, Section Head Pharmaceutical Analytics**

*"I'm most impressed with the creative atmosphere at FIZ and the immediate proximity to other innovative companies. The special architecture and the short distances help us look out beyond our own world."*



## Genetic information that matters

Many genetic variants have been known for decades. The analysis of these genetic variants and the knowledge derived from the analysis can help prevent diseases and save the costs that are associated with these diseases. Nevertheless, physicians, patients and other potential customers had inadequate access to these insights – until now. Based on many years of experience in this area and the conviction of closing this market gap, Prof. Dr. med. Daniela Steinberger founded bio.logis GmbH in August 2008. FIZ supported bio.logis from the very beginning, and in August 2009 bio.logis launched its operational activities at FIZ.

The biotech start-up specializes in genetic diagnostics and the production of genetic information. At FIZ, bio.logis is developing a communication platform that provides extensive genetic information combined with a range of high throughput analyses for individual use of genetic information.

### Personal genomics services (PGS)

Building on its expertise in diagnostic genetics, bio.logis will offer a new genetic information service – *personal genomics services* (PGS) – starting in 2010. An innovative IT concept for

management of complex biological and medical data has been developed in partnership with IBM. Via an internet portal, bio.logis will then also offer private customers access to medically relevant genetic examinations whose results can be used for individual and self-determined health decisions.

The special feature is that bio.logis is headed by physicians who fulfill both the national and international legal requirements and furthermore are licensed by the authorities for human genetic diagnostics and consultation. This makes bio.logis the first provider of *personal genomics services* (PGS) worldwide with medical competence and the authorization to inform customers on medically relevant results and possible forms of therapeutic intervention, to advise and also to issue medical reports for the physicians treating bio.logis customers.



**Prof. Dr. med. Daniela Steinberger,**  
Managing Director and Medical Director

*“Innovation in our field means making the knowledge about genetic information available to everybody, so this knowledge can be used by those who are interested, also for individual health decisions. Here the bio.logis team develops new paths of communication and mediation of sound medical information. Our aim is that the opportunities that come with making genetic information available can be exploited by both private individuals and their physicians.”*

### Key data on bio.logis

**Business purpose:** Provision of genetic information and genetic knowledge, development of the genetic information service *personal genomics services* (PGS) for the benefit of private individuals and their physicians for improved individual health decisions.

**Foundation:** 2008

**Employees:** on founding: 1, currently: 21, estimate for the next 3 years: 30

**Partner:** IBM Deutschland GmbH

**Shareholders:** Prof. Dr. med. Daniela Steinberger, Dr. Michael Lindemann



The specialists for genetic diagnostics and consultation



## Worldwide unique test system for blood donations

The company 'GFE Blut, Gesellschaft zur Forschung, Entwicklung und Distribution von Diagnostika im Blutspendewesen mbH' commenced its operative activities after moving into FIZ at the beginning of November 2005. Practical (research) activities followed in April 2006 with four technical staff. Currently 18 scientists are developing highly sensitive test kits for detecting viruses relevant for transfusion (HCV, HIV -1/-2, HBV, HAV, parvovirus B19) under the supervision of Prof. Dr. med. W. Kurt Roth in the FIZ laboratories.

The shareholders of 'GFE Blut' are in equal parts the 'DRK Blutspendedienste NSTOB gGmbH' [German Red Cross blood donor services NSTOB], West gGmbH and the 'Blutspendedienst des Bayerischen Roten Kreuzes GmbH' [blood donor services of the Bavarian Red Cross]. As there is no commercially available test method on the market that meets the German Red Cross Blood Donor Service requirements in terms of throughput, homogeneity, flexibility, number of detectable viruses and price structure, the method developed by 'GFE Blut' at FIZ represent a breakthrough in efficiency and blood safety for the blood donor service.

The detection method is based on the real-time PCR method for pools of 2-96 donor samples. The complete system

– with PCR test kits, generic extraction process for DNA and RNA viruses, automated pipetter and cyclers for real-time PCR – is configured as a highly flexible fully automatic machine with self-developed control software.

This new test system will be capable of testing both pooled and also individual donor samples for six viruses of relevance for transfusion. At the beginning of 2009 the first two systems were put into routine operation by one of the shareholders. Once these systems have demonstrated their suitability for daily routine use, they will be used by all shareholders for blood donation testing from the beginning of 2010.

### New level of virus safety

With pools of 96, the fully automated systems have a throughput of more than 4,000 samples per five-hour run testing for six viruses. The system is the only one worldwide to be CE certified according to the In-vitro Diagnostics Directive for pools of 2-96 blood donations and for individual blood donations. The wide range of pool sizes makes for a highly variable and, thanks to personnel savings, a cost-efficient system that also covers a wider spectrum of viruses than was common in the past.



**Prof. Dr. med. W. Kurt Roth,  
Managing Director**

*"You can't force innovation, it takes time. You can only prepare the ground and create a favorable climate. Besides a renewed emphasis on education, this also includes harnessing the full intellectual potential of the population, introducing people to innovation and inspiring them. Long-term research programs are just as important, as is enhanced networking. And finally innovators need to be rewarded. Inventors should enjoy more esteem and have a bigger share in success."*



### Outlook

As the launch of the test method based on nucleic acid amplification technology (NAT) has led to a new level of virus safety, the demand is consequently rising for identification of further pathogens in blood donations that also threaten blood safety. Besides the other known and unknown viruses, these particularly include bacteria as dangerous and very common contaminants in blood products.

In addition to developing the virus PCR, 'GFE Blut' was also commissioned to develop a bacteria PCR for thrombocyte concentrates at FIZ and to advance it to market maturity. Entry into the world market and the launch of patient diagnostics is to follow in 2010 after expiry of blocking patents.



## The clinical trial specialists

'PharmaProjekthaus GmbH & Co. KG' founded in 2004 specializes in scientific consultancy to research-based national and international pharmaceutical and biotech companies in clinical trials, phases I to IV. It assumes **project leadership** in clinical trials from planning to study completion, including the selection of operational service providers. Other key areas include the selection of suitable study centers, performance of feasibility studies and management consultancy on matters like strategic outsourcing and operational benchmarking. In addition, PharmaProjekthaus provides expert biostatistical consulting in clinical development.

The key reasons for setting up the office at FIZ were its focus on the life sciences market, the optimal accessibility provided by the proximity to the airport, as well as the infrastructure, which perfectly suited the founding situation and the growth potential of the company.

Today's framework conditions at FIZ are also ideal for PharmaProjekthaus' integrated competence profile in the development of medicinal products.

### 5-year company anniversary at FIZ

The 70 per cent annual growth in revenue volume to approximately 3 million euros in 2009 is evidence of the successful market entry. The team has steadily grown since the company's foundation: from the three founding partners – Dr. med. Johanna Schenk, Dr. rer. nat. Stefan Rettig, and Jana Brardt – to 23 specialists. The consulting team now includes six physicians who provide comprehensive medical project support in clinical development. Hence PharmaProjekthaus offers unique benefits in key aspects of a product's clinical development over its entire life cycle.



**Dr. rer. nat. Stefan Rettig,**  
Senior Partner & Managing Director

*"Efforts in research and development have to be increased considerably to ensure that the State of Hesse can strengthen its position as an important and dynamic economic region. At FIZ the business environment, the infrastructure and the networking opportunities foster innovative ideas on their way to realization."*

### Expert Workshop with PharmaProjekthaus

Every fall since 2005 PharmaProjekthaus has welcomed guests from pharmaceutical and biotechnology companies, as well as from contract research organizations, trade associations, regulatory authorities and scientific institutions, to an interdisciplinary round of expert discussions on the theme "Successful drug development under cost constraints and complex regulations." Hot topics in clinical development are selected annually, analyzed in detail and discussed with leading industry representatives. The positive response from the five expert discussions held to date clearly shows: all participants benefit from the expert discussion, staged in a perfect setting at FIZ. It has succeeded in developing into an established forum among experts.

Dr. med. Johanna Schenk (2<sup>nd</sup> from left)  
in discussion with experts



The PharmaProjekthaus consultancy team

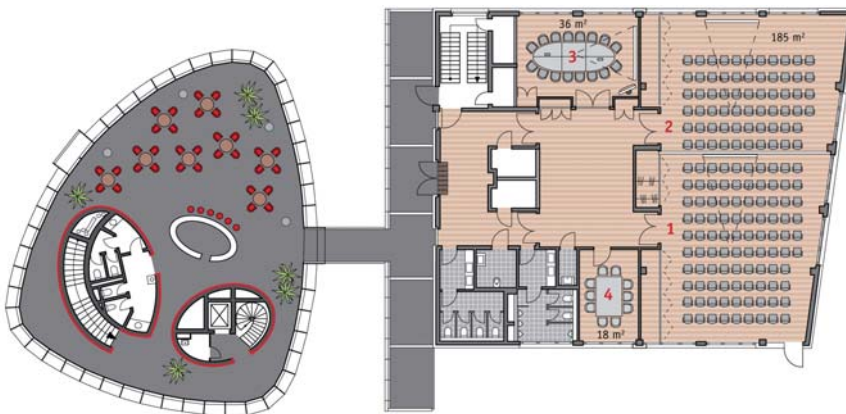




# FIZ ConferenceLab – the new conference center for the life sciences now open

Innovation can only arise and be understood through communication. With its conference center, which opened at the beginning of 2009, FIZ offers the perfect conditions for discussion and open dialog. Perfectly equipped conference rooms and short distances to the resident companies

and neighboring research institutes are the hallmarks of the FIZ ConferenceLab. The ConferenceLab is tailor-built for events in the life sciences and innovation areas and offers space for up to 150 participants.



## The perfect setting in every respect

- Four **fully air-conditioned, light-filled** conference rooms with WLAN and capacity for up to **150 persons**:
  - Helix (Adenin und Cytosin) 185 m<sup>2</sup>
  - Adenin (1) 100 m<sup>2</sup>
  - Cytosin (2) 85 m<sup>2</sup>
  - Guanin (3) 30 m<sup>2</sup>
  - Thymin (4) 18 m<sup>2</sup>
- Individual discussion in the afternoon or a stylish get-together in the evening in the **glass enclosed LabLounge**;
- Exclusive, personal atmosphere and scientific ambience
- Relax in the **leafy courtyard**;
- Parking spaces for conference participants in the underground parking lot;
- Two **business hotels** with special company rates close to the FIZ ConferenceLab.

FIZ LabLounge



**Dr. Patrick Adenauer,**

**President of 'Die Familienunternehmer – ASU e. V.' [The Family Entrepreneurs – ASU]**

*“In economically difficult times it is important to be prepared to take risks and demonstrate responsibility. Entrepreneurial energy is the only basis for growth and innovation. I support the activities of FIZ and its partners in highlighting the innovative success of small and medium-sized enterprises and to learn from them.”*



### The first FIZ Life Sciences Forum successfully started

FIZ initiated the FIZ Life Sciences Forum together with its two partners, the accounting firm PricewaterhouseCoopers and Frankfurter Allgemeine Zeitung. The Prime Minister of the State of Hesse, Roland Koch, and the president of the association 'Die Familienunternehmer – ASU e. V.', Dr. Patrick Adenauer, kindly agreed to serve as patrons.

At the first FIZ Life Sciences Forum held in September, over 60 experts from industry, small and medium-sized enterprises and science discussed their experiences with the topic **“Closing the Innovation Gap”**. The background is that, despite growing expenditure in research and development, fewer and fewer substances and patents are approved for marketing. It is becoming increasingly important

for research companies to fully exploit resources in international competition. Another important condition for this is that people and their knowledge are viewed as the driving force in value creation and are not relegated to a cost factor.

As a means of meeting these requirements, the Life Sciences Forum consisted of a Strategy and a Human Resources Panel. Entrepreneurs and managers, including those from Merz, Novartis Vaccines and Diagnostics, TRION Pharma and SAP, met with experts from PricewaterhouseCoopers, the University of St.Gallen, Mercuri Urval and promoterit.

In the panel discussions it became apparent that innovation gaps can be avoided if the players from business, science and

politics engage in an open exchange of ideas for technology transfer. Every company needs its individually adapted innovation process. In order for it to succeed, reliable framework conditions from the state, innovative strategies for research and cooperation in the companies, and the recruitment and retention of talented employees, are all required. The most efficient combination of these three factors lays the foundation for successful innovation strategies.

The positive response of the speakers and participants demonstrates the need for interdisciplinary expert dialog, which FIZ will continue and intensify. The second FIZ Life Sciences Forum is planned for the fall of 2010.

Welcome address from the Prime Minister of Hesse Roland Koch



Intensive discussion at the FIZ Life Sciences Forum



Closing discussion at the FIZ Life Sciences Forum



# Expertise for innovation infrastructures



The experience of FIZ demonstrates: market-oriented and focused technology centers support the commercial success of growth companies in their respective regions.

The key requirement in the planning and set up of FIZ was a tailored technical concept in which the potential of the companies to be accommodated was identified and the infrastructure requirements were analyzed in detail. Moreover, FIZ gathered highly specialized consulting knowledge with the implementation of the technical concept, which includes expertise in the following areas:

- Analyses of potential and feasibility studies in research-intensive sectors;
- Project development and the operation of special purpose facilities;
- Establishing and nurturing national and international networks between science, business and politics.

## Consultation assignment in Poland

FIZ successfully offered its consulting knowledge as part of a European competition to support a new technology center in the Wielkopolska region of Poland and was selected by the Wielkopolska Ministry of Economics.

The extensive specialist knowledge proven in practice, which FIZ offered as an all-around provider, proved to be convincing: from the individual conceptual design, through the implementation of a market-oriented concept, to establishing and financing a suitable infrastructure with the associated cluster management.

Wielkopolska, the Polish heartland, – with the state capital and trade fair

center Posen, 3.3 million inhabitants and 90,000 students – plans to expand its regional economic structure and to tap the diverse potential of technology-oriented company start-ups with the new innovation center. The first step was to develop a concept for setting up a marketable technology center in the field of aviation as a public-private partnership.

FIZ supported the conceptual orientation of the Polish technology center and the facility planning, as well as working out the optimal contractual, financing and tenant structure.

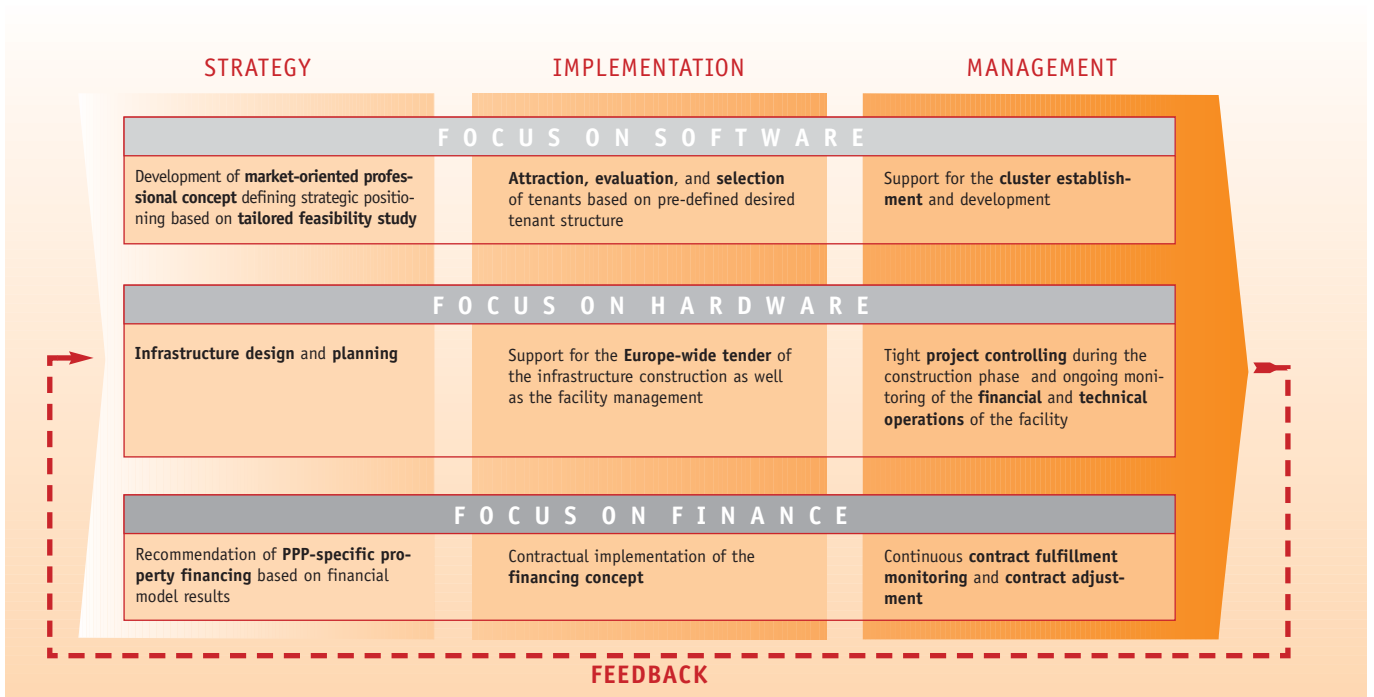
Following an on-site review, specific recommendations were developed. They included the basic concept of the technology center, the configuration of the infrastructure – from the user structure to the spatial concept – as well as setting up industry-specific clusters. The recommendations were developed with alternative contractual structures, possible financing concepts and model calculations.

FIZ presented the results at a press conference held in the Polish City of Kalisz. Today they form the basis for the next planning steps of the government in Wielkopolska.



**Leszek Wojtasiak, Vice Marshal of the Wielkopolska region of Poland (Greater Poland)**

*“The innovative concept developed by FIZ offers an excellent basis for implementing our Advanced Technologies Center. We are pleased to have FIZ as a long-term partner on our side.”*



The FIZ competence profile

### Efficient solutions for a science center in Cuba

As part of a cooperation project between the state government of Hesse and the Republic of Cuba, FIZ received another consulting assignment supported by the Hesse Ministry for Economics, Transportation, Urban and Regional Development. The task was to optimize the science center 'Centro de Estudios Avanzados CEAC' in Havana in terms of the available capacities and cooperation agreements with external institutions. The two-year action plan was signed by the Cuban government and FIZ in June 2009.

The Cuban science center is to serve research, training and continuing education, in addition to nanotechnology and chemical product development, and to boost technological capacities to promote innovation and research.

The first step is for FIZ to evaluate the existing structure and the construction plans for the research center. Next, the organizational, administrative and finance structures will be analyzed. Based on this information, recommendations will be derived for raising the efficiency of the operations.

### Outlook

Discussions are currently in progress with other Eastern European and Arabian countries concerning consultancy assignments for life sciences and infrastructure projects.

The tried and tested expertise FIZ has to offer and networking of the consulting projects opens up huge potential:

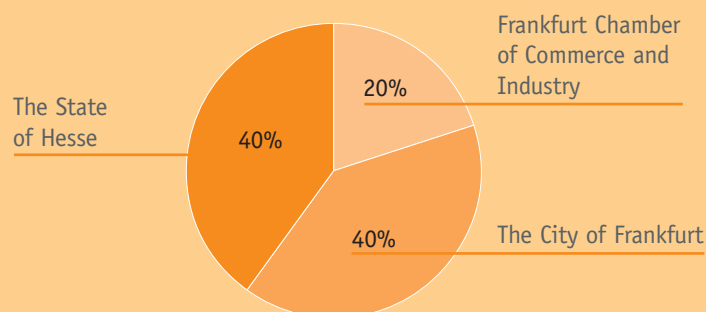
- Innovation infrastructure synergies;
- Accelerated interdisciplinary technology transfer in the high tech sector;
- Expansion of the FIZ network in innovation and growth fields;
- Raising the profile of FIZ as an innovation driver.



**Operating company:** FIZ Frankfurter Innovationszentrum Biotechnologie GmbH

**Shareholders:** The State of Hesse  
The City of Frankfurt  
Frankfurt Chamber of Commerce and Industry

**Shareholder structure:**



**Advisory Board:**

Petra Roth, Mayor of Frankfurt (Chair)  
Roland Koch, Prime Minister of the State of Hesse (Vice Chair)

State Secretary Nicola Beer, Hesse Ministry for Justice, Integration and Europe  
City Councilor Markus Frank, City of Frankfurt Department for Economics, Personnel and Sport  
Dr. Mathias Müller, President of the Frankfurt Chamber of Commerce and Industry  
Prof. Dr. Werner Müller-Esterl, President of Goethe University  
Detlev Osterloh, Director of the Frankfurt Chamber of Commerce and Industry  
Prof. Dr. Stefan Schreiber, Director of the Clinic for Internal Medicine I and Institute for Clinical Molecular Biology of the University of Kiel at the University Clinic Schleswig-Holstein  
Dr. Wolfgang Schüller, Management Consultant  
City Councilor Prof. Dr. Felix Semmelroth, City of Frankfurt Department for Culture and Science  
State Minister Karlheinz Weimar, Hesse Ministry of Finance

**Foundation:** June 25, 2002

**FIZ employees:** 7

**Employees of the companies in FIZ:** approx. 300



**Companies:**

- BEVATECH GbR
- bio.logis GmbH
- GenXPro GmbH
- GFE Blut mbH
- Kepos GmbH
- PharmaProjekthaus GmbH & Co. KG
  - Receptura Pharmaproduktion GmbH

FIZ start-ups

- Evolvus
- Merz Pharma GmbH & Co. KGaA
- Octapharma GmbH
- Proteome Sciences R&D GmbH & Co. KG

Companies with additional sites in FIZ

- Frankfurt Bio Tech Alliance e.V.
- INNOVECTIS Gesellschaft für Innovations-Dienstleistungen mbH
- Reichwein IT-Services e. K.
- ZAFES – Zentrum für Arzneimittelforschung, Entwicklung und Sicherheit

Service providers / associations in FIZ

**Building complex:**

**1<sup>st</sup> phase of construction**

**2<sup>nd</sup> phase of construction**

Tender:	Europe-wide contract award procedure	Europe-wide contract award procedure
Building owner:	Dino Grundstücksverwaltungsgesellschaft mbH, Mannheim	Fabio Grundstücksverwaltungsgesellschaft mbH, Mannheim
Architect:	Henn Architekten, München	Henn Architekten, München
General contractor:	Infraserv GmbH & Co. Höchst KG, Frankfurt am Main	Infraserv GmbH & Co. Höchst KG, Frankfurt am Main
Financer:	SüdLeasing GmbH, Mannheim	LHI Leasing GmbH, Munich
Rental/usable floor space:	approx. 6,500 m <sup>2</sup>	approx. 8,500 m <sup>2</sup>
Occupancy rate:	Full occupancy	Full occupancy
Construction costs in euros:	approx. 25,800,000	approx. 26,200,000
Opening:	July 8, 2004	November 7, 2008

**Property:**

Leasehold estate issuer:	The City of Frankfurt
Leasehold estate recipient:	Dino Grundstücksverwaltungsgesellschaft mbH, Mannheim
Licensor:	The City of Frankfurt
Licensee:	Fabio Grundstücksverwaltungsgesellschaft mbH, Mannheim

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