



mediconValley

WELCOME TO MEDICON VALLEY

SCANDINAVIA'S LIFE SCIENCE CENTRE

Looking for investment and business opportunities? Look no further than Medicon Valley. Spanning eastern Denmark and the southern part of Sweden, Medicon Valley is home to one of Europe's strongest life science clusters.

With industry, academics, researchers, students and clinicians working in close proximity, Medicon Valley has it all: a healthy pipeline of pharma, biotech and medtech products and an abundance of exciting opportunities for business and investment.

Medicon Valley can be accessed easily via Scandinavia's most important airport, CPH, which has the most inter-continental, European, Scandinavian and Baltic flights of all the Scandinavian airports.



Steven Burrill
CEO, Burrill & Company

"Medicon Valley is a region of the future with tremendous opportunities. It offers cutting-edge science, a powerful base of experienced global players, institutional will, a large entrepreneurial base and commonalities which draw the industry together."

THE PLACE TO DEVELOP YOUR BUSINESS



One of Europe's top three pharma, biotech and medtech clusters, Medicon Valley offers a healthy business environment with opportunities for extensive collaboration and synergies between life science companies, academic research centres and clinicians.

FINANCE YOUR GROWTH IN MEDICON VALLEY

The majority of biotech companies in Medicon Valley emerged in the mid-1990s. Since then, most of them have succeeded in getting their compounds into clinical development (see graph on next page), giving Medicon Valley one of the strongest biotech pipelines in Europe.

With more than a dozen active venture capitalists (VCs) specialising in life science in the region, venture capital financing is extremely stable. Typically, a Nordic VC will act as a lead investor in Medicon Valley and syndicate investments with international or other Nordic VCs.

As the region's overall clinical pipeline matures, international investors will play a key role. Thanks to a high concentration of biotech companies with lead candidates in the late stages of clinical development, Medicon Valley offers attractive business opportunities for pharmaceutical companies and financial investors. Invest in Skåne and Copenhagen Capacity have a long track record of helping investors select companies and business opportunities that meet their strategic goals – and we can do the same for you.

STRATEGIC ALLIANCE

When it comes to tapping into the business opportunities in Medicon Valley, your company has many options. One is to establish a strategic alliance with one of the 350 biotech and medtech companies.

With close ties to local companies in Medicon Valley, Copenhagen Capacity and Invest in Skåne are perfectly positioned to help you identify potential business partners. Every year, we help many international companies secure win-win agreements with companies in Medicon Valley. Read more at www.mediconvalley.com

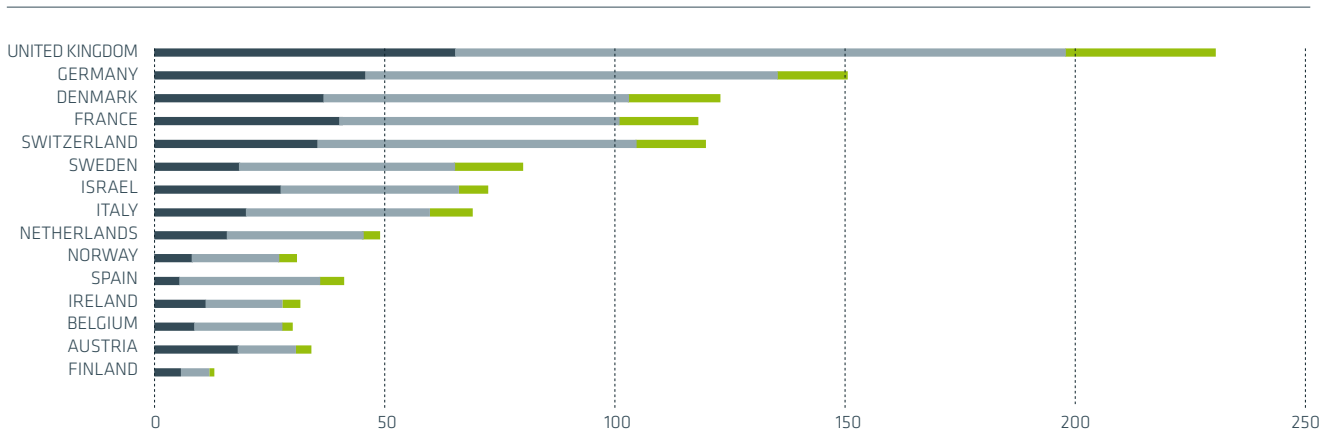
To see the latest opportunities at Medicon Valley as they arise, sign up for our monthly newsletter. Simply go to www.mediconvalley.com/subscribe

AN IMPRESSIVE PIPELINE

IN JUST TEN YEARS, MEDICON VALLEY HAS BECOME AN ESTABLISHED LIFE SCIENCE CLUSTER WITH A DIVERSE PIPELINE OF PROMISING LEAD CANDIDATES.

NUMBER OF PRODUCT CANDIDATES

PHASE 1 ■ PHASE 2 ■ PHASE 3 ■



SOURCE: Ernst & Young / Beyond borders 2011 (figures are for 2010)

MINIMISE YOUR ADMINISTRATIVE COSTS

Medicon Valley is a business-friendly region. Corporate tax rates are low in comparison with other mature economies in (western) Europe, moreover efficient government procedures enable your company to reduce administrative costs. This means you can allocate more resources to your business. In Medicon Valley, public authorities work with companies.



Anna Williamson
Senior Manager,
Business Development, Genentech

The Medicon Valley has a well-established life sciences community with recognized strengths in drug discovery, development, diagnostics and medical devices. Genentech has a number of collaborations with top companies in the area and we continue to regard it as a high-potential region for sourcing business opportunities.



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Recipharm

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poseidon | SANOS | MEDICAL PROGRESS INSTITUTE | LICIA | IKLIFO | CytoVac
biogen idec | MEDICO INDUSTRIES | Hillerød Hospital | EXIQON | sartaris glaxo | BAGEDORN | BA
zymerex | PolyPeptide | ALK | DTU Technical University of Denmark | NORMA | TOOTARGET | LCP
ViroPharma | aCRDnordic | UNIZYME | Azanta | ELDONCARD by Eton Biologics AS | GENE PARTNER | Eton
Zcurex | cyntran | CLASOPH-KAAS | ACTIONPHARMA | HELION | NuEvolution | SIVIPERGEN | CANTON
C/MC | novozymes | Reapptix | Herlev University Hospital | DanOrt | 7TM PHARMA | gubra | INAGEN
BioPorto | SYNTESE | Glostrup University Hospital | FluimediX | DANISHBIOTECH | Ferrrosan | COPENHAGEN
ProZymex | Egalet | Dako | Affitech | EVOLVA | Genmab | THROMBOLOGI
origio | COLTECH | Intech | tds | DANISCO | SynGene | Rose
Hvidovre University Hospital | NEUROSEARCH | larix | sophion | FORWARD | ALKALON | ORPHA
HB Medical Apt | SHERUD | LEO | COPENHAGEN UNIVERSITY HOSPITAL | genzyme
Microlytic | Roskilde | CAT | Roskilde University Hospital | nordicbioscience | FERRING Pharmaceuticals | SENTINEXT
Rise DTU National Laboratory for Sustainable Energy | NYC-MER

Holbæk Hospital
Holbæk
Pharmacosmos PHARMACEUTICALS

Roskilde
Microlytic
CAT
Rise DTU National Laboratory for Sustainable Energy
NYC-MER



Kalundborg
PRONOVA
Kalundborg Hospital

DENMARK

Køge University Hospital
Køge
Taconic
PKC

Sorø

Næstved
Næstved University Hospital

Copenhagen International Airport

HIGHLY EDUCATED WORKFORCE



Your company's most valuable asset is your staff. In Medicon Valley, you have immediate access to talented people who can become the world-class workforce you need to grow your business.

RESEARCHERS AND LIFE SCIENCE SPECIALISTS

About 44,000 people are employed in the private life science sector in Medicon Valley, and many of them work in R&D. The cluster is home to internationally renowned pharma, biotech, diagnostics and medtech companies, such as ArjoHuntleigh, Gambro, Novo Nordisk, H. Lundbeck, Leo Pharma, DAKO, Coloplast and Ambu.

Medicon Valley plays host to 350 biotechnology and medtech companies – and offers all the skills and expertise you need to carry out demanding life science R&D. More than 50 companies can offer you support in the form of preclinical or clinical development, IP consulting, and contract manufacturing.

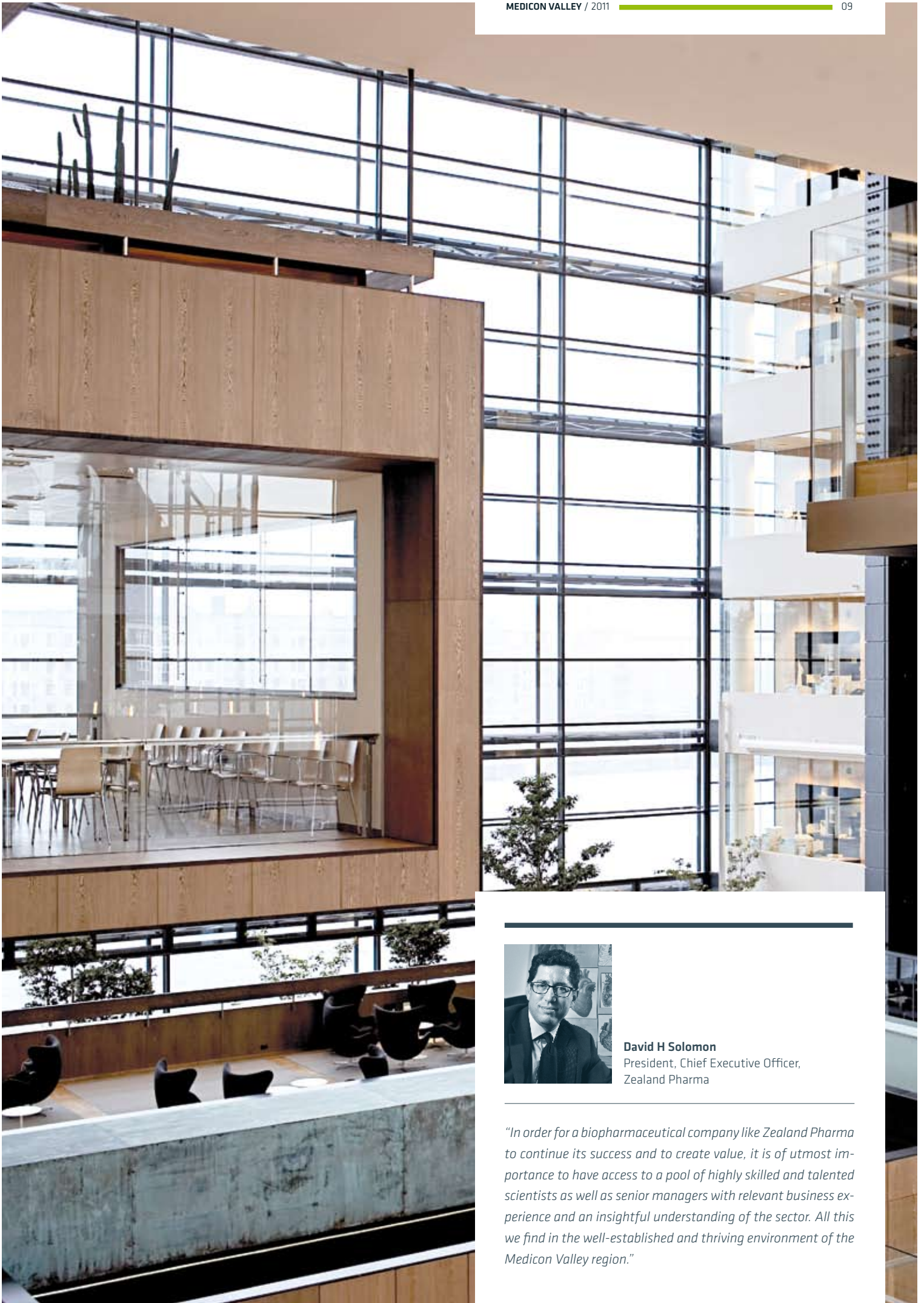
MANAGEMENT EXPERTISE

In the last decade, more than a hundred biotech start-ups have settled in Medicon Valley. Now mature, many of them are in late-stage clinical development and preparing to partner or launch their lead candidates. After initial rounds of funding by venture capitalists, some Medicon Valley companies have listed on the Nordic OMX or other stock exchanges. This shows the commitment and determination of local biotech executives who have what it takes to transform innovative start-ups into successful companies.

ACADEMIC RESOURCES

Scandinavian countries are very focused on education. As a percentage of GDP, public spending on education is one of the highest in the world (according to IMD, World Competitiveness Year book, 2010).

Not surprisingly, Medicon Valley is home to some prestigious universities, such as The Danish Technical University, Copenhagen University and Lund University – all internationally recognised for their advanced research facilities and outstanding achievements. Medicon Valley's 11 universities guarantee a steady supply of highly qualified young people. And many of them will graduate with a degree directly relevant to life science.



David H Solomon
President, Chief Executive Officer,
Zealand Pharma

"In order for a biopharmaceutical company like Zealand Pharma to continue its success and to create value, it is of utmost importance to have access to a pool of highly skilled and talented scientists as well as senior managers with relevant business experience and an insightful understanding of the sector. All this we find in the well-established and thriving environment of the Medicon Valley region."

A PERFECT WORK/ LIFE BALANCE



In Medicon Valley, combining work and family life is easy – and highly appealing to expatriates. Companies offer flexible working hours so you can balance a successful career with a rich, fulfilling family life.

AN ATTRACTIVE PLACE TO LIVE

Free schools, free healthcare, easy access to childcare, a safe, healthy environment with a low crime rate and good leisure facilities – these are just some of the benefits of living and working in Medicon Valley.

With a rich heritage and modern facilities, the region's principal cities, Copenhagen and Malmö, offer unique cultural experiences and plenty of opportunities for outdoor activities. What's more, forests and beaches are never more than half an hour's drive away.

International, trendsetting magazine Monocle recently declared Copenhagen the world's second most attractive city to live in. Monocle's 2010 survey, which assessed 40 major cities on criteria such as public transport, education, ease of doing business and hours of sunshine, commended Copenhagen for its compact town planning, good regional transport network and clean, safe environment.

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