

COPENHAGEN CAPACITY CAN HELP YOUR COMPANY – FREE OF CHARGE

One of Europe's top three pharma and biotech clusters, Medicon Valley attracts a constant stream of partners and investors. But it's not always easy for international companies to find the right location, negotiate with local authorities and establish a strong presence.

Copenhagen Capacity guide companies like yours through all phases of partnering, market entry and clinical development in Medicon Valley.

The unique value we offer includes:

- > Your own specialist life science team
- > Dedicated support before, during and after your project in Medicon Valley
- > Help in talks with local authorities
- > Help with finding the right location for your business
- > A personal consultant and helpdesk for large investment projects

In short, we take care of the practicalities so you can focus on your business.

MEET COPENHAGEN CAPACITY'S LIFE SCIENCE TEAM



VIBEKE DALHOFF

Business Development
Manager

With an MSc in Pharmacy and an Executive MBA (Master's in Management of Technologies), Vibeke combines a broad understanding of technologies with a specialist knowledge of strategic marketing and business development. Before joining Copenhagen Capacity, she worked on international projects for respected pharma and biotech companies such as LEO Pharma, H. Lundbeck, Chr.Hansen, Ferring and Rosco.

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RUTH KLYVER

Business Development
Manager

With a Master's degree in Law and a succession of leadership positions in the public sector, Ruth Klyver has insight into law, economics and town planning. For 15 years, she has co-ordinated Copenhagen Capacity's life science group, helping many life science companies establish a strong presence in Medicon Valley.

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ABOUT COPENHAGEN CAPACITY

Copenhagen Capacity is the Danish Capital Region's premier inward investment agency. Our mission is to promote the region internationally, and help international companies establish and maintain a strong presence in the region. Our services are free of charge to all internationally-owned companies.

The World Bank ranks Copenhagen Capacity as the world's best regional investment promotion agency in its "Global Investment Promotion Benchmarking 2009" report. The report compares marketing and services offered by 181 national and 32 regional investment promotion agencies.



INVEST IN SKÅNE – HELPING COMPANIES SET UP AND GROW IN SKÅNE

We assist your business from first contacts to set-up and expansion, all free of charge. Here are some of the services we offer:

- > Free consulting to assess your company's needs
- > Tailor made information package based on the above assessment
- > Introduction to relevant contacts in business and academic circles, potential partners and local authorities
- > Selection of suitable sites for manufacturing, R&D, headquarters, back office functions, etc.
- > Help organising visits to relevant sites and arranging meetings with local representatives
- > Support regarding e.g. the legal aspects of setting up a business in Skåne, labour laws, taxes, etc.
- > Introduction to other service providers such as lawyers, accountants, relocation specialists and recruitment companies
- > Informal support as needed, both during the set-up period and after your business is established.

MEET INVEST IN SKÅNE'S LIFE SCIENCE TEAM



ANNA CHÉROUVRIÉR HANSSON

Business Development Manager

With over 10 years of sales and marketing experience, primarily for pharma and med-tech companies on various markets, Anna has a thorough understanding of the life science business environment. She combines competencies in strategic marketing, business planning and B2B negotiations with hands-on experience.

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ULF ÅBERG

Senior Business Development Manager

Over the past 20 years, Ulf has been helping companies establish and develop in Skåne. Thanks to his support, a number of companies now have strategic alliances, ongoing partnerships or are in fact established in Skåne. He is an expert in life science and has an extensive network within the field.

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LOVISA SUNESSON

Business Developer

Lovisa further strengthens the competence in the life science team, through her in depth knowledge of the field. She holds a Master's degree in Biomedicine as well as a Doctor's degree in Molecular Medicine, with focus on oncology and neuroscience. In addition, she has previously worked with communication related assignments.

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ABOUT INVEST IN SKÅNE

Invest In Skåne is the Inward Investment Agency for Skåne, Sweden's southernmost region and one of the most exciting economic regions in northern Europe. Invest in Skåne provides advisory services free of charge to companies considering the south Swedish region of Skåne for future investment and/or expansion.

Martin Wiles,
Senior Vice President,
Business Development, BioInvent AB

"BioInvent appreciates the services of Invest in Skåne assisting the biopharmaceutical companies to grow. We keep ourselves aware of the activities of Invest in Skåne so that we can further our goals, for example through collaboration activities on different international markets"

MAJOR LIFE SCIENCE DEALS 2010/2011 – SUMMARY

JULY 2010

Flextrus has acquired the Swedish packaging company **Flexmed**. After the acquisition Flextrus has sales of EUR 83 million and 280 employees.

Probi signs ten year license agreements with **Danone**. Danone has also signed an agreement to acquire 51 % of ProViva from Skånemejerier.

AUGUST

NsGene and **Biogen Idec** sign new commercialization and license agreement on Neublabin. The expanded agreement secures NsGene an upfront payment of USD 6 million, and an annual maintenance fee of USD 1.5.

ALK-Abelló acquires the small American company **Nelco Laboratories** for DKK 16 million. Nelco Laboratories produces and markets injection-based vaccines in the USA.

OCTOBER

Lundbeck enters into license agreement with **Kyowa Hakko Kirin** for a2a antagonists for Parkinson's and other indications. Kyowa Hakko Kirin will receive an upfront payment and royalties on net sales from Lundbeck.

Z-Medica Corporation announces that it has signed exclusive distribution agreements with **Vingmed and Mediplast**, for distribution of its QuikClot line of hemostatic agents in Sweden, Denmark and Norway.

DECEMBER

BioInvent International announces that it has signed an agreement to extend its existing collaboration with an undisclosed Japanese **Pharmaceutical Group**.

EpiTherapeutics and **Abbott** announce a collaboration agreement to develop new anti-cancer drugs. Under the terms of the agreement EpiTherapeutics receives an up-front payment and will receive funding of research activities at EpiTherapeutics.

JANUARY 2011

Origio, a leader in Assisted Reproductive Technologies (ART), announce that it has successfully closed the asset purchase agreement with **Incept BioSystems**.

Santaris Pharma announces strategic alliance with **Pfizer** directed to development of RNA-targeted medicines. Pfizer pay USD 14 million for access to Santaris Pharma's Locked Nucleic Acid (LNA) Drug. Santaris Pharma is eligible to receive milestone payments of up to USD 600 million as well as royalties on sales of products.

FEBRUARY

Novozymes completes its acquisition of EMD/Merck Crop Bioscience from **Merck**. The total amount paid to Merck is approximately USD 283 million.

Genovis acquires an exclusive license for a new technology that uses so-called upconverting nanoparticles. Genovis is acquiring the license from **Lumito** including an option to acquire the technology as a whole.

MARCH

A new research center to be funded with DKK 170 million by **Danish National Advanced Technology Foundation** (DKK 84 million), BGI (DKK 60 million) and other partners.

NeuroVive announce that it has signed an agreement with the **European Brain Injury Consortium** (EBIC) to conduct a clinical trial of NeuroSTAT® for patients with traumatic brain injury (TBI).

APRIL

DuoCort Pharma and UK-based **Clinigen** announce that they have concluded an agreement whereby Clinigen will manage a Named Patient Programme for Plenadren, a novel treatment for Addison's disease.

Active Biotech and **Ipsen** announce that they have entered into a broad partnership to co-develop and commercialize Active Biotech's compound Tasquinimod. Active Biotech will receive up to EUR 200 million consisting of an upfront payment of EUR 25 million upon achievement of clinical, regulatory and commercial milestones.

MAY

Takeda Pharmaceutical and **Nycomed** jointly announce that Takeda has reached an agreement with the shareholders of Nycomed in which Takeda will acquire Nycomed for EUR 9.6 billion.

JUNE

Gambro signs an agreement with **Italian Trade Union** representatives at the Italian Ministry of Economic Development to continue with the optimization of the bloodline manufacturing footprint.

Zealand Pharma and **Boehringer Ingelheim** enter into a license and collaboration agreement to advance novel compounds to treat type-2 diabetes and. **Zealand Pharma** is eligible to receive total projected milestone payments of up to USD 376 million for ZP2929.
