

[www.mediconvalley.com](http://www.mediconvalley.com)

The Medicon Valley Biomedical Newsletter is published by Copenhagen Capacity and Region Skåne. The two publicly funded organisations assist, free of charge, foreign companies wishing to establish business in the region.



Meet Medicon Valley at the World Drug Discovery Summit, 3-5 April in Copenhagen.

Meet Medicon Valley at BIO 2002 on June 9-12 in Toronto. Medicon Valley can be found at the exhibit space #1450.

For further information please visit: <http://www.mediconvalley.com>

# Medicon Valley Biomedical Newsletter March 2002

## Index:

---

### Novel Medicon Valley companies:

- A novel Medicon Valley company, QSI Pharma A/S
- 13 new biotech companies during 2001

### Business News:

- Egalet to establish research-centre
- Active Biotech obtains US patent for cancer product
- Genmab & Bionomics to co-develop human antibodies for angiogenesis targets
- NeuroSearch signs agreement with Boehringer Ingelheim
- BioInvent extends collaboration & releases new human antibody library
- Amarin Development & Nanocarrier in collaboration
- Lundbeck announces license agreement with Warren Pharmaceuticals
- Genmab's HUMAX-CD4 awarded fast track status from FDA
- Perbio continues to strengthen its supply of raw serum by acquisition in Australia
- BioGaia and LUNAMeD enter into agreement
- Novo Nordisk builds manufacturing facility worth 150m euro

### Conferences and Meetings:

- International Chemical Agents Conference 2002
- Meet Medicon Valley at BIO 2002 in Toronto
- World Drug Discovery Summit in Copenhagen
- World Drug Manufacturing Summit in Copenhagen
- Scandinavian Biotech Arena in Malmö
- BIO Scandinavia 2002 in Medicon Valley

### Medicon Valley Contacts

## **Novel Medicon Valley companies:**

---

A novel Medicon Valley company, QSI Pharma A/S

Recent research has shown that bacteria communicate before attacking their host. Two Danish scientists have transformed this new knowledge into a brand new treatment principle, significantly limiting the risk of developing resistant bacteria strains. The research will take place in a newly established company, which originates from DTU (Technical University of Denmark) but is funded by LEO Incubator, LEO Pharmaceutical Products. The researchers behind the new knowledge, Michael Givskov and John Nielsen, DTU, expect to have the first substances ready within the next three years.

The new treatment principle may prove to be of great importance to patients with cystic fibrosis and patients with artificial organs such as cardiac valves and artificial hips. These patients are often enrolled in long-term treatment with antibiotics and have a great risk of developing resistant bacteria strains. However, the latest knowledge of bacterial growth and their communication makes it possible to bypass the complex of resistance. The key is the communication between the bacteria, and the key words are "Quorum Sensing".

Quorum Sensing covers a number of processes enabling the bacteria to sense the quantity of bacteria and subsequently signal and control their pathological characteristics. Certain types of bacteria postpone their use of pathological properties until the compact mass of bacteria has reached a certain size. By inhibiting the communication between the bacteria - Quorum Sensing - their pathogenic ability is reduced.

For further information please contact:

Lars Olsen,  
CEO,  
Tel: +45 72 26 27 74  
Email: [lars.olsen@leoincubator.com](mailto:lars.olsen@leoincubator.com)

Or visit: <http://www.qsi-pharma.com>

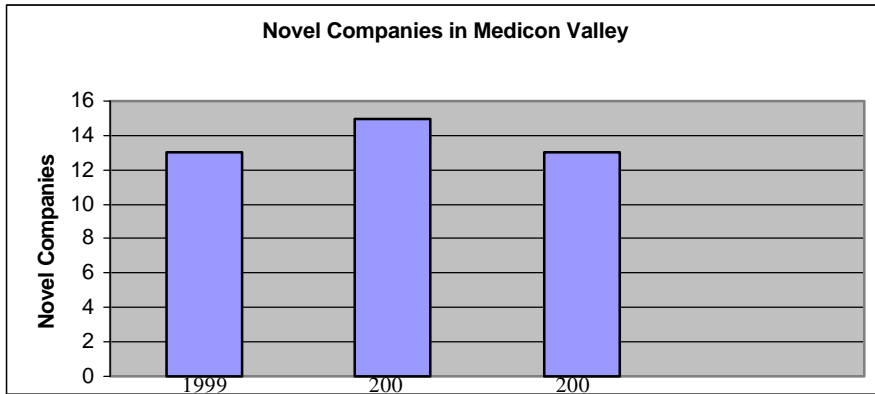


### **13 new biotech companies during 2001**

In spite of the international economic recession, 2001 was characterised as a year of growth for the biotech industry in the Medicon Valley. The approx. 100 small and medium-sized firms in the region increased the employment rate with 30% or 3,500 employees compared to 2000.

According to an analysis made by Medicon Valley Academy a total of 13 new biotech companies were created: BioVitrum, Bone Support, CMC Biotech, Evolva, Hobolth Instruments, Inoxell, LiPlasome Pharma, Ludesi, Nordic Biosciences, Nuevolution, Poseidon Pharmaceuticals, Visiopharm & Zgene, making the total number of Biotech companies 108. Also, it has become considerable easier for the Region's biotech companies to get venture capital for investments.

Medicon Valley is experiencing a strong growth in the number of venture capital companies willing to put money into the business. The number has increased 50% to 33 companies. Of this 24 are willing to provide initial capital and money for research.



## Business News:

---

### Egalet to establish research-centre

Egalet A/S has decided to construct a development and research centre. The centre will cost 20 mill and cover an area of 7000 m<sup>2</sup>. It is expected that the centre will open in April 2003 at which point Egalet will need 70 new employees.

Egalet A/S is focused on the development of controlled release products using our proprietary drug delivery technology Egalet. As a result, Egalet A/S increasingly focus its resources on a range of products securing licensing agreements with major pharmaceutical companies, ex. Ratiopharm, in order to provide significant royalty or profit revenues.

For further information please contact:

Anne-Marie Lademann  
Manager Business Development Patent & Licensing  
Tel: + 45 44 47 80 80  
Email: [aml@egalet.dk](mailto:aml@egalet.dk)

Or visit: <http://www.egalet.dk>



### Active Biotech obtains US patent for cancer product

The US patent office has issued a "Notice of Allowance" for Active Biotech's patent application regarding the prostate cancer project. The patent includes product and methodological requirements designed to protect this form of prostate and breast cancer. Next step in the project will be to prepare the process of large-scale production, followed by a more in-depth safety evaluation. This will be performed ahead of the clinical evaluation which is planned to begin during the first half of 2003. The aim of the project is to develop a product with an anti-tumour effect based on the substance's ability to prevent blood supply (angiogenesis) to the tumour, thus cutting off the tumour's supply of nutrients and oxygen.

Active Biotech collaborates with Johns Hopkins University in Baltimore in the US with the aim of developing a drug for use in fighting prostate cancer. The collaboration has been successful and a final pharmaceutical candidate for clinical trials is expected to be selected shortly.

Active Biotech AB is a biotechnology company focusing on research in and development of pharmaceuticals. Active Biotech has a strong R&D portfolio and pipeline products with focus primarily on autoimmune/inflammatory diseases and cancer.

For further information please contact:

Sven Andréasson,  
CEO  
Tel: +46 46 19 20 00  
Email: [sven.andreasson@activebiotech.com](mailto:sven.andreasson@activebiotech.com)

Or visit: <http://www.activebiotech.com>



## Genmab & Bionomics to co-develop human antibodies for angiogenesis targets

Genmab A/S and Bionomics Limited, Australia, have announced that they will collaborate to create and develop fully human antibodies to angiogenesis targets identified by Bionomics. Under the terms of the collaboration agreement, the two companies will share equally in the research and development costs and the commercial rights and returns from antibody products they co-develop. The joint research effort will focus initially on two angiogenesis targets identified and patented by Bionomics with the potential for further targets to be added in the future.

Tumors and normal tissues require oxygen and nutrients for their survival and are therefore located close to blood vessels. In order for tumors to increase in size, they must be able to recruit new blood vessels by a process known as angiogenesis. In addition to its involvement in cancer, angiogenesis is a critical process involved in chronic inflammatory diseases such as rheumatoid arthritis and serious eye diseases, in particular macular degeneration.

Genmab is a biotechnology company creating and developing fully human antibodies for the treatment of life threatening and debilitating diseases. Genmab has four products in development to treat cancer, rheumatoid arthritis and other inflammatory conditions, and intends to assemble a broad portfolio of new therapeutic products arising from research into the human genome.

For further information, please contact:

Claus Møller,  
COO  
Tel: +45 70202728  
Email: [cm@genmab.com](mailto:cm@genmab.com)

Or visit: <http://www.genmab.com>



## NeuroSearch signs agreement with Boehringer Ingelheim

NeuroSearch and Boehringer Ingelheim, Germany, have signed an agreement for the development and marketing of NS2330 for the treatment of Alzheimer's disease and Parkinson's disease.

NeuroSearch will receive total pre-marketing payments of USD 80 million, of which USD 20 million is due upon signing and the remaining USD 60 million is payable in the period until marketing approval. Moreover, NeuroSearch will receive royalties on sales of the drug. On reaching the first milestone, Boehringer Ingelheim will receive an option to acquire 210,000 new NeuroSearch shares at USD 47.6 per share instead of making a milestone payment of the same size. Furthermore, Boehringer Ingelheim will assume all future costs in connection with the development of NS2330. The agreement with Boehringer Ingelheim covers the whole world except for the Nordic and Baltic countries, where NeuroSearch retains all rights to market NS2330.

The drug candidate NS2330 has a unique activity profile. The compound enhances the function of the neurotransmitters acetylcholine, noradrenaline and dopamine, all of which are impaired in Alzheimer's patients. The reason for selecting NS2330 as a drug candidate is the compound's mechanism of action and robust effects in pre-clinical dementia models.

The initial Phase IIa clinical study in Alzheimer's disease patients yielded positive results in the form of a significant improvement of the most important components of the memory function, including the ability to pay attention, the ability to store and recall information and the speed of access of items held in memory. A major Phase IIb study in Alzheimer's disease patients is planned for 2002.

NeuroSearch is a Danish neuropharmaceutical company committed to the discovery and development of new drugs primarily for the treatment of diseases of the central nervous system for which current therapy is non-existent or inadequate.

For further information, please contact:

Finn Eggert Sørensen

Tel: +45 44 60 80 00

Email: [ns@neurosearch.com](mailto:ns@neurosearch.com)

Or visit: <http://www.neurosearch.com>



## BioInvent extends collaboration & releases new human antibody library

BioInvent International AB has announced the extension of its collaboration with GlaxoSmithKline Biologicals, a world leader in the vaccine arena. Under the terms of the contract, BioInvent will supply antibodies to GlaxoSmithKline for use in research and development work for new vaccines. These human antibodies are developed using BioInvent's unique antibody library, n-CoDeR. The agreement - for a three year period - represents a substantial expansion in the level of co-operation between the two companies.

The vaccine reagents are being developed using BioInvent's unique antibody library, n-CoDeR. n-CoDeR is a collection of more than 10 billion distinct human antibody genes, from which it is possible to efficiently select antibodies with optimal properties.

BioInvent International AB has announced the completion of a novel human antibody Fab library. The Fab format is particularly well suited for antibody drug development and will be offered as an additional, more comprehensive, tool to BioInvent's proprietary antibody development platform. BioInvent's latest library, called n-CoDeR-Fab, has been built using the n-CoDeR technology and will be used to generate fully human antibody fragments. In contrast to other library technologies the n-CoDeR technology is based on the variation of all six natural antigen binding loops, the so called CDRs. This technology ensures unparalleled variability in the antibody molecule. Currently the n-CoDeR-Fab library has approximately 15 billion distinct human antibodies and routinely generates numerous high quality binders to all types of antigens. The library is ready to be incorporated into BioInvent's fully automated selection and screening system ensuring high throughput capacity.

BioInvent is a company dedicated to deliver human therapeutic antibodies from discovery through to large scale cGMP manufacturing.

For further information please contact:

Svein Mathisen,  
CEO

Tel: +46 (0) 46 286 8550

Email: [svein.mathisen@bioinvent.com](mailto:svein.mathisen@bioinvent.com)

Or visit: <http://www.bioinvent.com>



## Amarin Development & Nanocarrier in collaboration

Amarin Development AB has announced it is to establish a strategic technology partnership with NanoCarrier Company, Ltd., Japan. The partnership intends to develop novel controlled release technologies for use in pharmaceutical products, and the companies will share the costs of development together with any resulting commercial benefits.

The collaboration will initially focus on the feasibility of developing a novel technology for the oral controlled release of nanoparticles. It is intended that this technology will utilize a combination of Amarin's Diffusion Controlled Vesicle (DCV) controlled release technology and NanoCarrier's micellar nanoparticle controlled release technology. If successful, the combination technology would offer the potential of oral delivery to an extensive range of molecules that are now difficult, if not impossible, to deliver orally. These molecules include certain water insoluble compounds, peptides and proteins.

Amarin Development is dedicated to the research and development of advanced oral and site-specific drug delivery solutions to create improved outcomes for new and existing drugs.

For further information please contact:

Simon Lee  
Managing Director  
Tel: +46 (0) 40 53 98 01  
Mobile: +46 (0) 70 760 4995  
Email: [simon.lee@amarindev.com](mailto:simon.lee@amarindev.com)

Or visit: <http://www.amarindev.com>



## Lundbeck announces license agreement with Warren Pharmaceuticals

H. Lundbeck A/S has licensed certain rights to US based Warren Pharmaceuticals' proprietary tissue protective technology. Lundbeck and BankInvest Biomedical Venture have each invested five million USD in Warren Pharmaceuticals, Inc.

Investigators at The Kenneth S. Warren Institute began studying tissue-specific activities of certain hemopoietic cytokines in 1998. Through this work they uncovered unexpected tissue protective effects of a number of molecules and their ability to cross the blood-brain barrier. Animal studies conducted to date support the potential utility of such derivatives in disease models of neurological diseases, including brain and spine injury, Alzheimer's disease and others.

H. Lundbeck A/S is an international pharmaceutical company engaged in the research and development, production, marketing and sale of drugs for the treatment of psychiatric and neurological diseases. Lundbeck employs approximately 3,000 people.

For further information please contact:

Hans Henrik Munch-Jensen,  
CFO,  
Tel: +45 36 30 15 11, ext. 2660  
Email: [hbmj@lundbeck.com](mailto:hbmj@lundbeck.com)

Or visit: <http://www.lundbeck.com>



## Genmab's HUMAX-CD4 awarded fast track status from FDA

Genmab A/S has announced that HuMax-CD4 has been designated a Fast Track product by the US Food and Drug Administration (FDA). In December 2001, the FDA gave Genmab permission to begin Clinical Phase III trials with HuMax-CD4 for rheumatoid arthritis (RA). This trial will involve 400 patients at 50 sites in the US and Europe.

HuMax-CD4 is in Phase III studies to treat patients with active RA who have failed to respond to treatment with Methotrexate and TNF-alpha blocking agents.

Under the FDA Modernization Act of 1997, designation as a Fast Track Product means that the FDA will facilitate the development and expedite the review of a drug if it is intended for the treatment of a serious or life-threatening condition, and it demonstrates the potential to address unmet medical needs for such a condition.

This fast track designation gives Genmab the opportunity to submit a Biologics License Application (BLA) in sequential sections, and have these sections reviewed as they are submitted, thus saving development time. A BLA is the biologic products equivalent to a New Drug Application and is the final stage before a drug is approved for the market by the FDA. Fast track status also opens the possibility for receiving a priority review of the BLA where the review time would be halved to just 6 months.

Genmab is a biotechnology company creating and developing fully human antibodies for the treatment of life threatening and debilitating diseases. Genmab has four products in development to treat cancer, rheumatoid arthritis and other inflammatory conditions, and intends to assemble a broad portfolio of new therapeutic products arising from research into the human genome.

For further information, please contact:

Claus Møller,  
COO  
Tel: +45 70202728  
Email: [cm@genmab.com](mailto:cm@genmab.com)

Or visit: <http://www.genmab.com>



## Perbio continues to strengthen its supply of raw serum by acquisition in Australia

Perbio Science AB has acquired, the Australian fetal bovine serum (FBS) business previously owned by Selborne Biological Services (Australia) Pty Ltd. This acquisition provides access to a further supply of FBS and is part of Perbio's strategy to diversify its geographical sources of raw material while increasing its raw material supply to support the Cell Cultures Divisions' important FBS business. Perbio is now vertically integrated in FBS in the USA, New Zealand and Australia.

Perbio Science is a biotechnology group with three divisions - *Bioresearch*, *Cell Culture* and *Medical Device* -and sells to research institutes and pharmaceutical companies. The group has 1,041 employees, mainly in the USA, which accounts for the bulk of its business, but also in Europe, China and New Zealand. Its head office is in Helsingborg, Sweden.

For further information please contact:

Mats Fischier  
President and CEO  
Tel: +46 42 26 90 90  
Email: [mats.fischier@perbio.com](mailto:mats.fischier@perbio.com)

Or visit: <http://www.perbio.com>



## BioGaia and LUNAMeD enter into agreement

BioGaia Fermentation and the Swiss-based biotech company LUNAMeD AG have finalised an agreement regarding process development and manufacturing of an active ingredient for clinical studies. The collaboration is based on a long-term agreement with a possible extension into commercial supply of product after market launch.

For further information please contact:

Liselotte Larsson  
Marketing Manager  
Tel: + 46 (0) 46 280 17 00  
Email: [liselotte.larsson@fermentation.biogaia.se](mailto:liselotte.larsson@fermentation.biogaia.se)



Or visit: <http://www.biogaia.com>

## Novo Nordisk builds manufacturing facility worth 150m euro

In accelerated speed, Novo Nordisk is building a manufacturing facility worth approx. 150m euro in Hillerød, north of Copenhagen. The facility, which is to produce the haemophilia product NovoSeven, should be operational in two years. The building time is cut down from 38 months to 18. The project was approved last year, the first turf was cut on June 16 and the factory should be finished in November this year.

At the same time the construction of the new plant its a testing ground for Novo Nordisk` engineering company, Novo Nordisk Engineering (NNE), in doing fast and efficient construction.

NNE has decided that in the future the company should be able to deliver a plant in 12 months. The idea of cutting down the construction time is logic to a company based on research. The later one can make the decision to build the greater possibility that the factory is actually necessary. An important element of the completion is that the processing systems are being manufactured simultaneously. They are under construction in project groups all over Europe.

For further information please contact:

Karsten Madsen  
Tel: +45 44424137  
Email: [knma@novonordisk.com](mailto:knma@novonordisk.com)



Or visit: <http://www.novonordisk.com>

## **Conferences and Meetings:**

---

### International Chemical Agents Conference 2002

International conference on Chemical Agents, 3-5 April 2002.

The Danish Toxicology Centre has the pleasure of inviting you to an international conference on Chemical Agents at the Workplace from 3-5 April 2002.

The conference will deal with Chemical Hazard and Risk Communication, Assessment and Management at different stages of a chemical's life cycle; from its supplier to the end-user.

For further information and registration please visit <http://www.dtc.dk>



### Meet Medicon Valley at BIO 2002 in Toronto

The event will take place on June 9-12 2002 at the Toronto Convention Centre.

Medicon Valley can be found at the exhibit space #1450. Medicon Valley will be represented by Region Skåne, Copenhagen Capacity and biotech companies and investors.

For further information please visit: <http://www.mediconvalley.com>



### World Drug Discovery Summit in Copenhagen

3-5 April, Radisson SAS, Scandinavia Hotel, Copenhagen, Medicon Valley

The summit will present opportunities for one-to-one business meetings, presentations and networking.

The whole event combines highly targeted one-to-one business meetings with world-class keynote, workshop and discussion sessions on all aspects of drug discovery and development.

Meet Medicon Valley at the World Drug Discovery Summit.

For further information please visit: <http://www.worldtradeco.com/drugdiscovery>



## World Drug Manufacturing Summit in Copenhagen

10-12 April, Radisson SAS, Scandinavia Hotel, Copenhagen, Medicon Valley

The whole event combines highly targeted one-to-one business meetings with world-class keynote, workshop and discussion sessions on all aspects of Drug Manufacturing.

For further information please visit: <http://www.dmm.worldtradeco.com>



## Scandinavian Biotech Arena in Malmö

The conference will be held 8-10 October 2002 in Malmö.

The name Scandinavian Biotech Arena is the common name for the three biotech events; Biotech Forum, CONNECT Biomedical Partnership Forum og Medicon Valley BioConference.

Meet Region Skåne and Copenhagen Capacity at Scandinavian Biotech Arena

For reservation and more information on Exhibition Stands please visit:  
<http://www.stofair.se/biotech/>



## BIO Scandinavia 2002 in Medicon Valley

BIO Scandinavia Conference in Medicon Valley 14-15 November 2002, 8th Annual BIO Partnering Conference

In November, 80 foreign companies had the chance to meet 100 Danish and Swedish biotech companies on the biopartnering conference BIO Scandinavia. The conference in Medicon Valley was hosted by Copenhagen Capacity and Region Skåne, the two organisations charged with the responsibility of promoting Medicon Valley internationally.

The purpose of the conference was to bring the competencies of Medicon Valley in the biotech sector face-to-face with foreign biotech companies, and meeting frequency was high during the conference, where Region Skåne and Copenhagen Capacity mediated more than 240 private meetings between the Medicon Valley companies and visiting companies.

The BIO Scandinavia Conference is organised in cooperation with BIO and E.B.D.Group. Foreign companies can get more information about the conference on <http://www.ebdgroup.com>, and can also do the registration on the website.

Medicon Valley companies can get more information on <http://www.mediconvalley.com>.



## **Medicon Valley Biomedical Newsletter Contacts:**

---

### **Medicon Valley**

Email: [office@mediconvalley.com](mailto:office@mediconvalley.com)

Web: <http://www.mediconvalley.com>

### **Copenhagen Capacity**

Email: [info@copcap.com](mailto:info@copcap.com)

Web: <http://www.copcap.com>

### **Region Skåne**

Email: [infotrade@skane.se](mailto:infotrade@skane.se)

Web: <http://www.invest.skane.se>

If you have any comments to Medicon Valley Biomedical Newsletter please contact:

Gunnar Sørensen

Editor of the Medicon Valley Biomedical Newsletter

Email: [gs@copcap.com](mailto:gs@copcap.com)

If you would like to add new subscribers go to <http://www.mediconvalley.com/newsletter> and fill in the orderform.

If you wish to unsubscribe please send an email to [office@mediconvalley.com](mailto:office@mediconvalley.com) and write unsubscribe.

