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Overview of Pre- and Post- Start-Up Programmes in Germany

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Bio^M

Bio^M AG Munich Biotech Development	Bio^M GmbH Biotech Cluster Development	
	Munich	Bavaria
Seed Financing Management VC- Fond Consulting	Location-Marketing for the Munich Biotech Cluster Networking Events PR	Scouting and technology transfer Clinical Studies Industrial Biotechnology Networking & Marketing

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Bio^M

- Bio^M Biotech Cluster Development has been acting as the coordinating agency of the Munich Biotech Cluster, and has thus become the address for all biotechnology companies and startups in the region.
- Our main objective is to develop the Munich Life Science Cluster and strengthen its position as one of the leading biotechnology centers in Europe.
- In addition, Bio^M also manages the biotechnology sector in the framework of the Bavarian Cluster Initiative.

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ES-Financing: Past and Present Situation

2000

2008

- companies have been started too early
- therefore it took them too long to reach a significant, positive news flow
- since 7 years there has been a strong shift of VC to companies in later stages
- there has been no available capital for start-ups
- previous seed models have not (yet) been profitable

→ the process of innovation is blocked

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funding tools

<p>GO-BIO Bio-Pharma KMU-Innovativ: Biotech – BioChance</p> <p>BMBF</p>	<p>EXIST: Start-Up Grant / Research Transfer ZIM</p> <p>BMWi</p>	<p>ERP : Innovation- / Investment Programme</p> <p>KfW Förderbank</p>
<p>BayToU Bay TP Cluster-Project-Fund Flügge</p> <p>Bavaria</p>	<p>HTGF: High-Tech Start-Up Fund</p> <p>Private funds Germany</p>	<p>Bayern Kapital: Seedfund / Technofund S-Refit EFRE</p> <p>Private funds Bavaria</p>

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Pre-Seed Incubation Concept

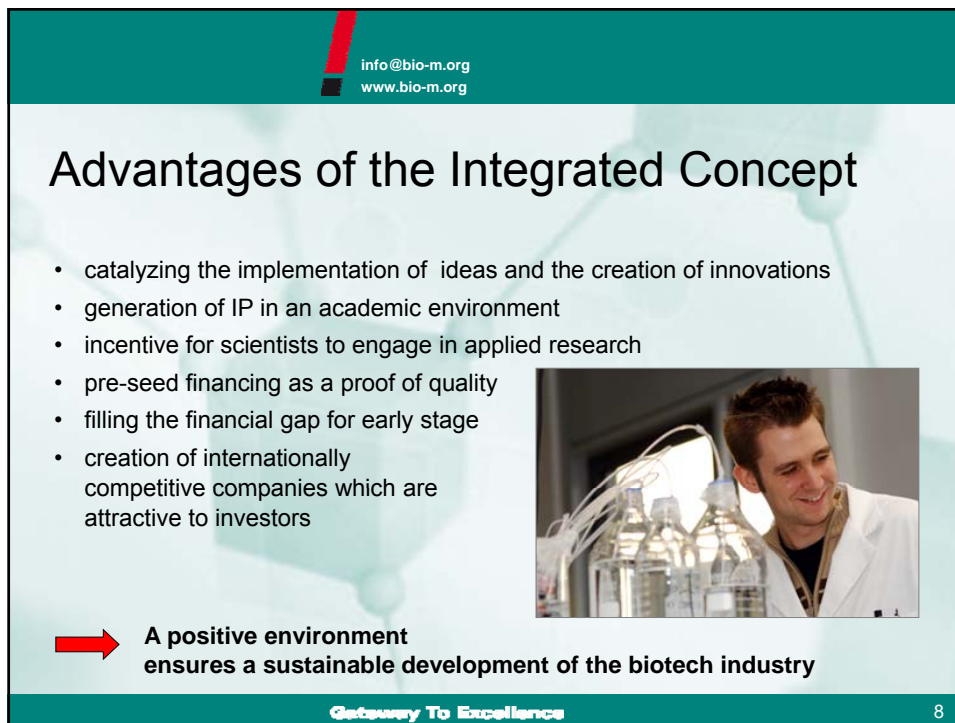
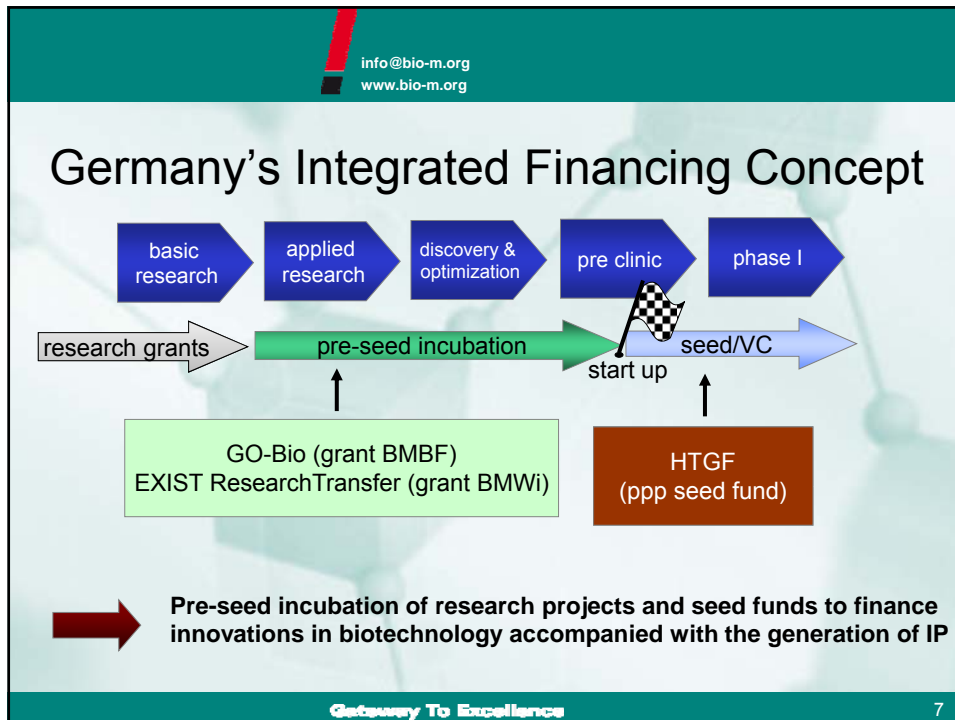
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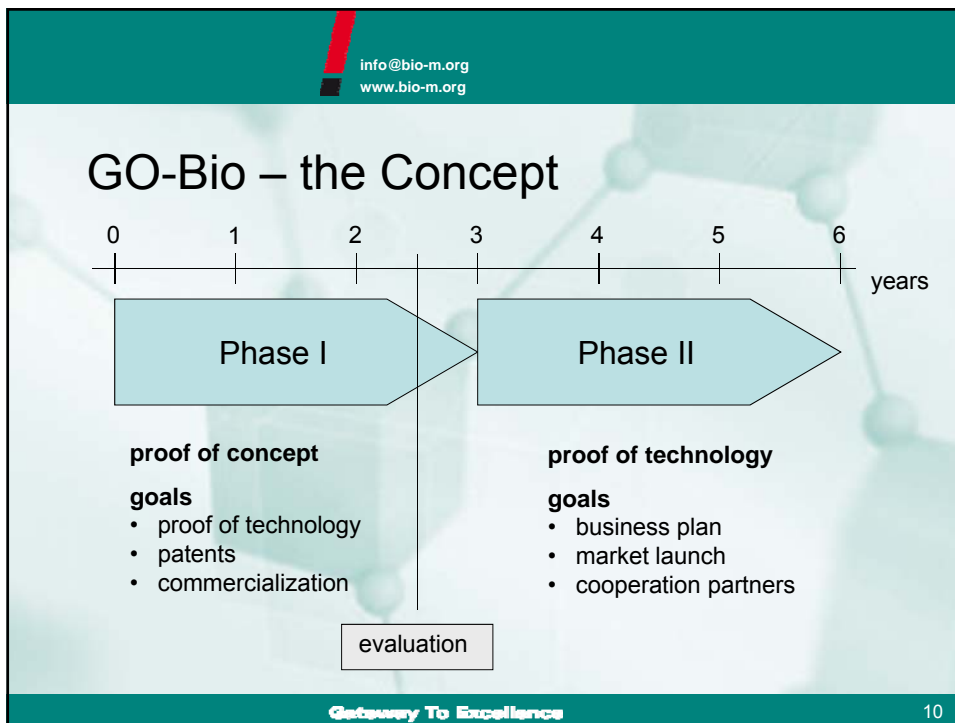
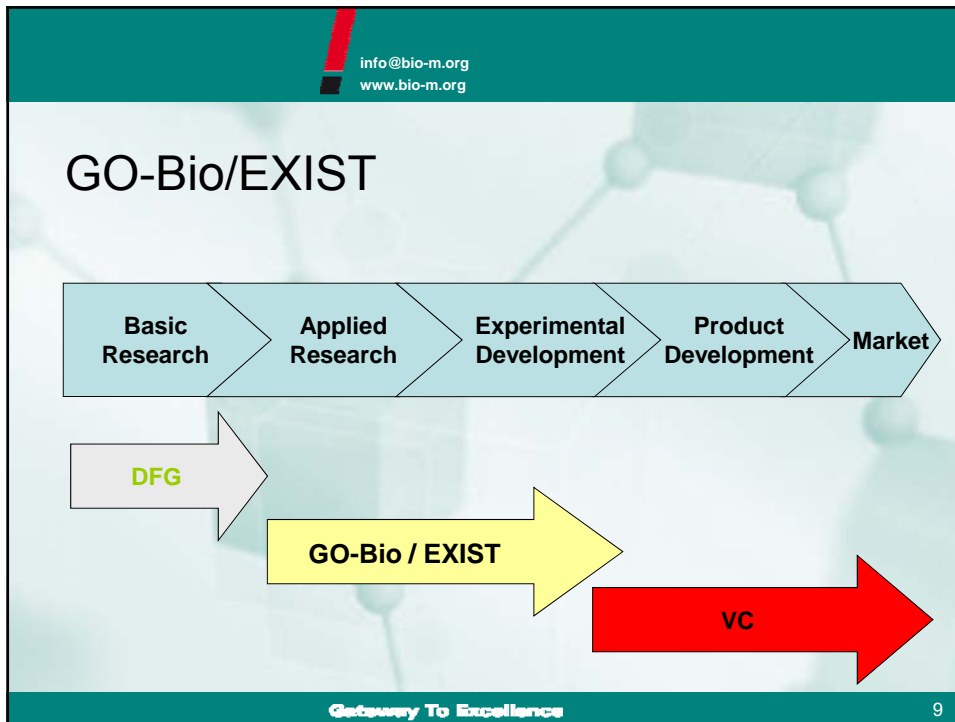
    graph LR
      RG[research grants] --> BR[basic research]
      BR --> AR[applied research]
      AR --> DO[Discovery & optimization]
      DO --> PC[pre clinic]
      PC --> P1[phase I]
      RG -- pre seed incubation --> PC
      PC -- Seed + VC in 2008 start up --> P1
  
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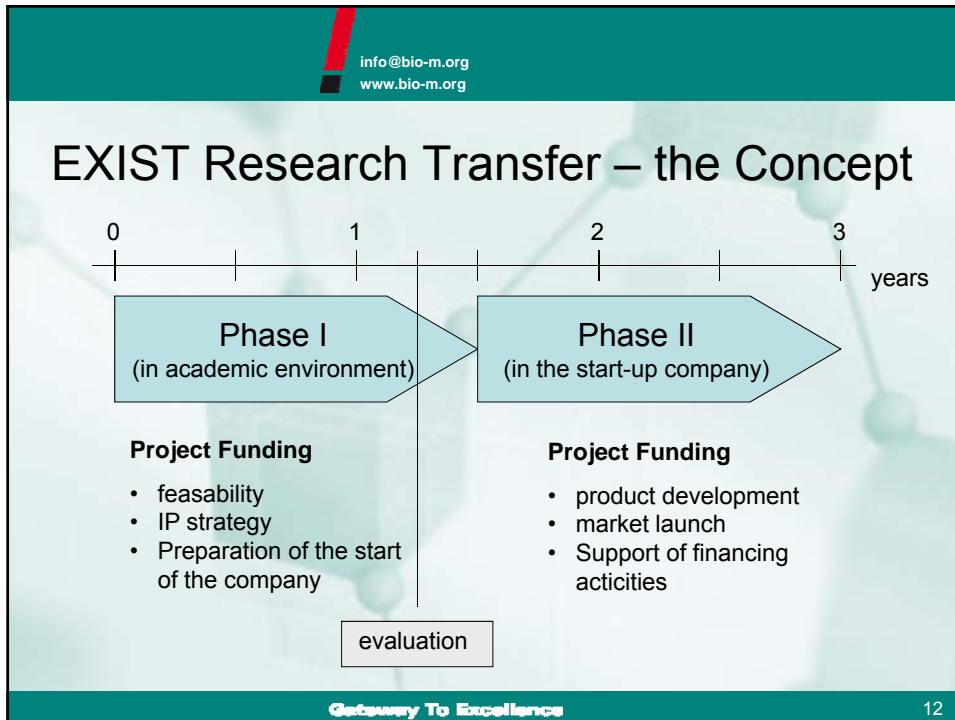
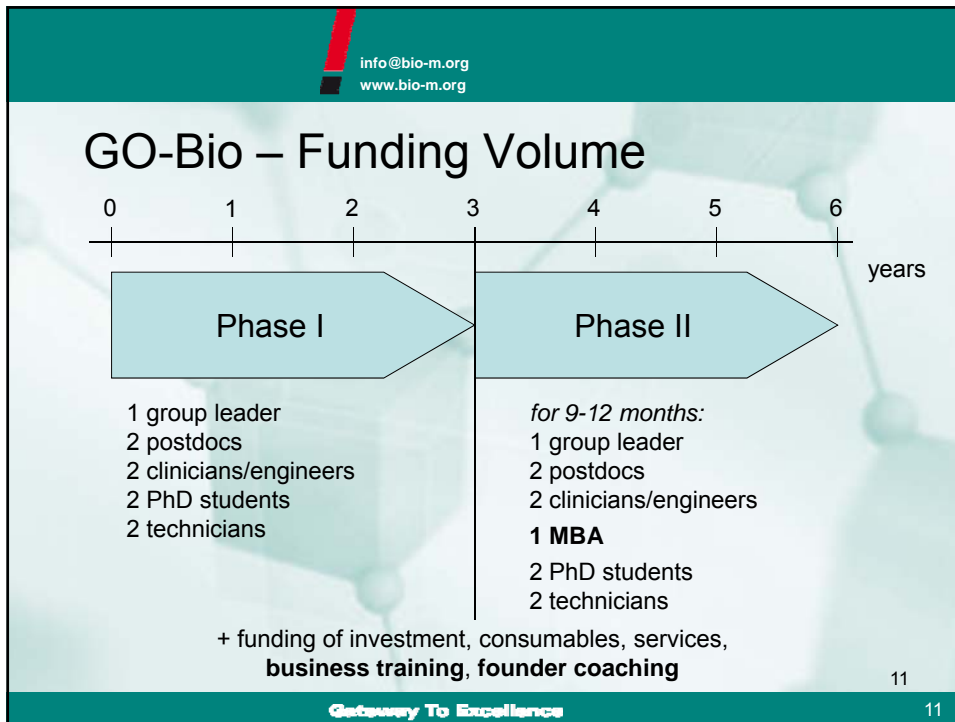
- generation of an IP portfolio which is significant for (VC-) investors
- establishment of companies not before the projects have reached adequate maturity, so that fast significant advances are achievable in the new start-ups
- formation of competent management teams which think and act entrepreneurially
- companies will be more competitive on the international financial markets (VC)
- (seed) financing at a later stage will be more attractive to investors

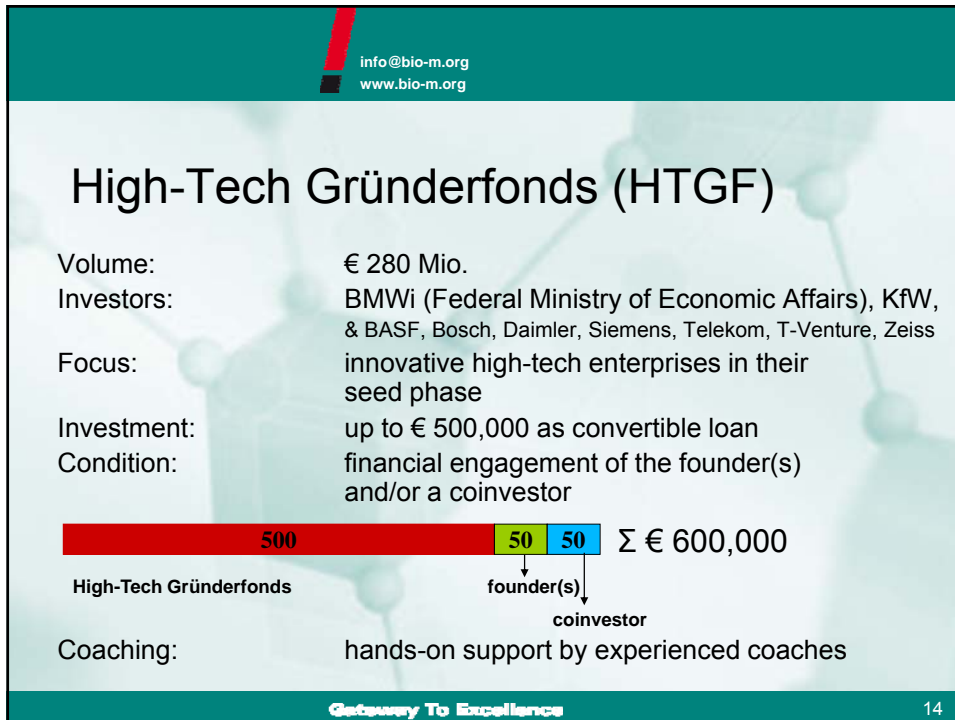
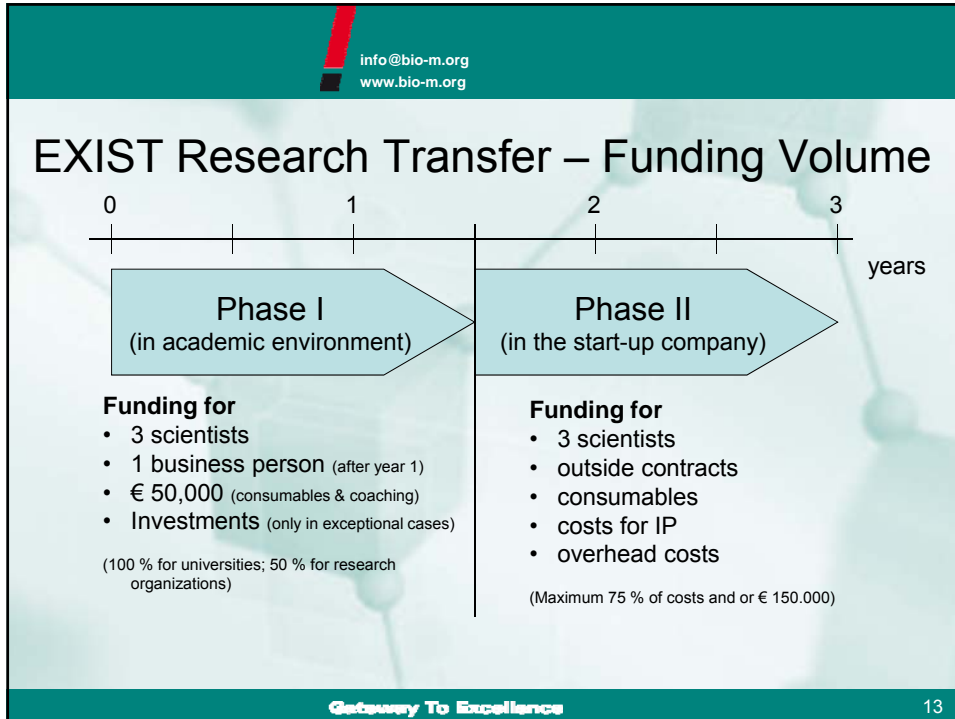
➔ A positive environment for start-ups ensures innovation

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Thank you for your attention!

Bio^M – your gate to the Munich Biotech Cluster

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