



Collaboration with early stage companies

Profession: Bio-Entrepreneur 2005

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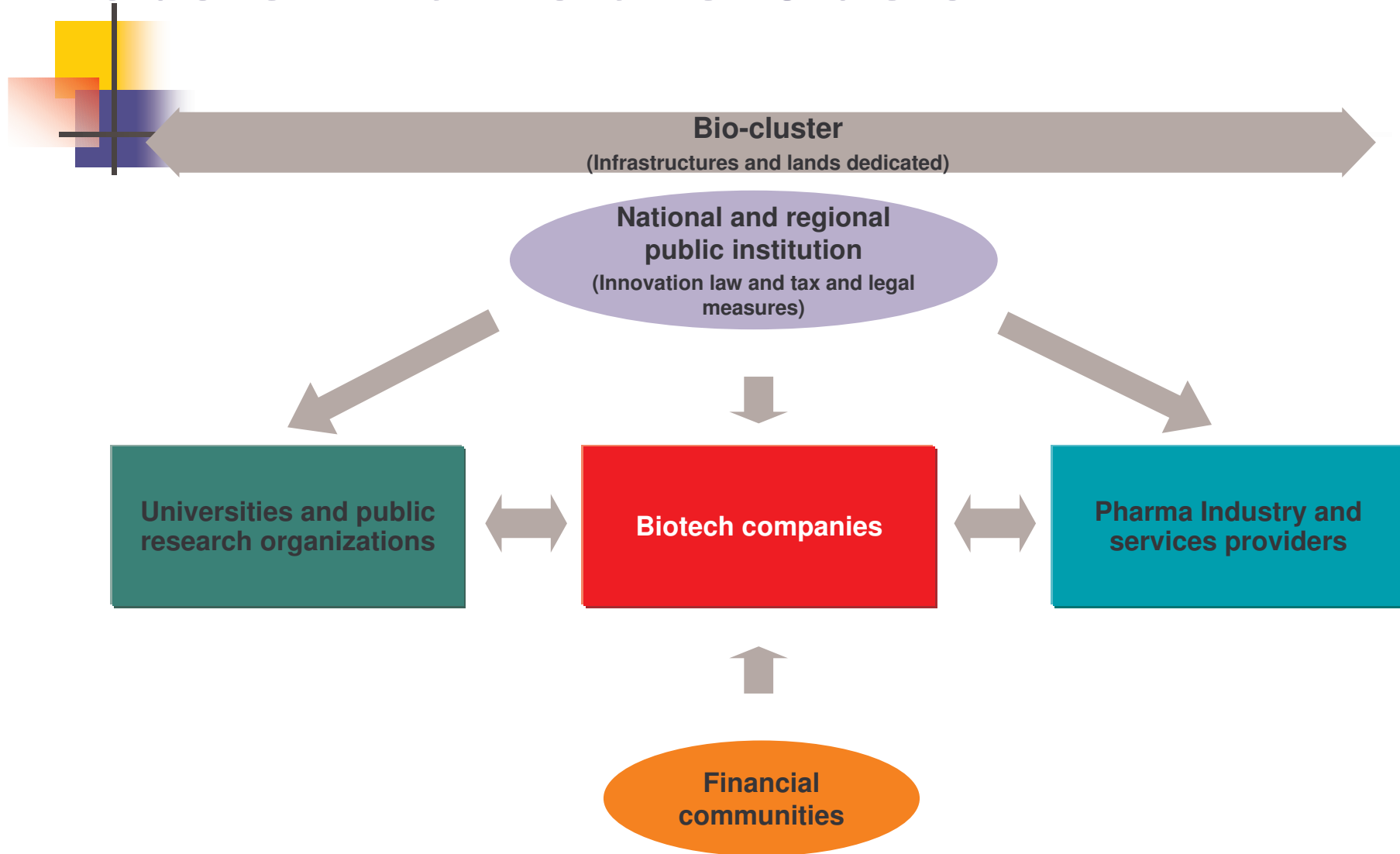
Sanofi Aventis

Changes and current situation in Europe for the Life Sciences Industry



- Emerging but still weak Biotech industry : 1878 companies (31 Dec 2003) but only 102 public
- Low level of public investment in R&D : a common willingness to improve the situation but concrete changes still expected to put Life Sciences on the top of the list
- VC investment : began to move up, seed capital still weak, single European market expected
- Public Private collaboration : a real change but efficient, professional technology transfer to be improve in some case
- Industrial success : more European Biotech success stories expected but industrial Pharma leader emerging (GSK, Sanofi-Aventis,...)

Biotech industry development within a cluster: main stakeholders



What pharma industry can bring to and get from a biocluster?


To bring to :

- Industrial expertise (R&D, business, IPR, medical needs,...)
- “End user” validation/reflect
- Local significant direct investment
- Potential for technology transfer
- “Virtual seed”
- Facilitation of external investment
- Image

To get from :

- Access to innovation from public or private structure
- Long term relationship for public private partnership
- “Ad hoc” biotech partner
- Access to local institution
- Local expertise and HR
- Structure of local business environment
- “Pro active economic player” role

Bio incubators , a valorisation tool

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- **Since 1999 and “ la loi sur l ‘Innovation” incubators have been developed in France**
 - Something not really new in the world (USA, Canada, Other European countries)
 - Had an impact on entrepreneurship and start up creation in Europe
 - Were considered to often as THE model of valorisation and tech transfer
 - Some of them are real BIOcluster
 - Getting better and more professional and really focus on emerging companies sustainability more than number of start up created
 - Can be of interest to identify early stage innovation

Bio incubators , a valorisation tool



- **What has been done with the Bio Incubators**
 - **Identify the Bioincubators according to the group location**
 - **Integration of the selection committee**
 - **Genopole entreprise,**
 - **CREALYS**
 - **Development of meetings with sanofi aventis on a regular basis**
 - **EURASANTE Lille,**
 - **Prologue Biotech Toulouse,**
 - **BioTop Pasteur,**
 - **BIOTOP Berlin,**
 - **CQIB Montreal**

Valorisation & Innovation



Key words :

- Innovation & risk
- Multi partners
- Early stage
- Integration
- Co financed
- Transitional research

What type of collaboration



- **Validation Phase**
- **Significant collaborative project between Public Research organization, Small start up, as partner or subcontractor with large Pharma.**
- **Industrial objectives and management to facilitate technology transfer**
- **Complementarities of the partners**
- **Consortium agreement**
- **Financial support available from Public Bodies to reduce risk and cost.**

Collaboration including early stage companies



Therapeutic project



GenObesCB1

Integrated genomic project for the dissection of CB1 cannabinoïde receptor: application to the therapeutic strategy of Obesity

7 partners and subcontractors (Sanofi-Aventis, CNRS (x3), University of Lausanne , Transat, Rheoscience DK)

3 years, 8.8 M€, 5.1 M€ of support



A new group ...

sanofi aventis

Number 1 in Europe, Number 3 worldwide :

- **Sales** in 2003: € 24.5 bn
- **Net income** in 2003: € 4.5 bn
- **Global market share**: 5.6 %
- **Global R&D budget**: 4 bn € (top 3).
- **Main area** : CV&T, Cancer, Diabetes, CNS, Metabolic disease, Vaccine
- **99,700 employees worldwide**
- **11,000 in R&D, 20 sites worldwide**
- **Presence** in more than **100 countries** on **5 continents**
- **Market capitalization**: € 79 billion, the 2nd highest capitalization in France

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Because health matters

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