Where Biotech meets Investors
Milan, April 17-18, 2013
Assobiotec is the Italian Association for the Development of Biotechnology.

More than 130 Associates, involved in the biotech-related fields: pharmaceuticals, diagnostics, agro-food, fine chemicals, environment, processing industry and equipment.

8 Scientific and Technologic Parks involved in biotech.

Focus on innovation and development.

Co-founder member of EuropaBio, the European Association for Bioindustries.

Member of the Italian Chemical Industry Federation (Federchimica).

Innovhub-SSI is the Special Agency for Innovation of the Milan Chamber of Commerce.

Innovhub-SSI supports the competitiveness of SMEs by providing services to their innovation related activities.

We have a special focus in biotechnology, supporting R&D and business cooperation.

As member of the Enterprise Europe Network, we support technology transfer and business cooperation from/to Europe and beyond.

Innovhub-SSI is part of relevant local (BioMilano) and European networks (Council of the European Bio Regions) related to biotechnologies.

We coordinate several European projects in biotech as ABCEurope, Alps Biocluster and EBTC India.

Leading Banking Group in Italy and one of the top banks in Europe.

The Group ranks
- first in Serbia
- second in Croatia and Slovakia
- third in Albania
- fifth in Egypt and Hungary
- sixth in Bosnia and Herzegovina
- eight in Slovenia

11.3 million customers in Italy through 5,900 branches.

Strategic Operations in Central European market. The Bank serves 8.6 million Customers through 1,800 branches.

As of 06/30/2010 Intesa Sanpaolo had total assets of € 374.8 bln and customers deposits of € 436.5 bln

As of 10/11/2010 the Market Cap. of the Group was equal To € 31.2 bln
In order to leverage the relevant intellectual and financial resources present in Lombardy and Italy, Università degli Studi di Milano, Fondazione Cariplo and Banca Intesa Sanpaolo have joined to establish the Filarete Foundation with the mission of creating, hosting and nurturing high-tech entrepreneurial initiatives in the field of biopharmacology and biomedicine. The Chamber of Commerce of Milan has joined as Co-founding Member.

Fondazione Filarete manages a 6000 m² Business Accelerator Infrastructure strategically located in the southern part of Milan.

The ICE-Italian Trade Promotion Agency is the government organisation which promotes the internationalisation of the Italian companies, in line with the strategies of the Ministry for Economic Development. ICE provides information, support and advice to Italian and foreign companies. In addition to its Rome headquarters, ICE operates worldwide from a large network of Trade Promotion Offices linked to Italian embassies and consulates and working closely with local authorities and businesses.

Italian Federation for biomedical technologies, diagnostics, medical devices, borderline medical devices, services and telemedicine.

Member of Confindustria, Italian Industry Confederation.
Scope of the event

- Bring together biotech companies and potential investors

- Applications selected:
  - only biotech companies looking for investment

- Investors invited:
  - Italian and International VCs
  - private equity funds
  - business angels
  - business development managers
  - corporate ventures

It’s not a comprehensive presentation of the Italian biotech sector
Past events

- more than 160 projects screened
- 70 start-ups admitted
- more than 100 investors
- 4 international roadshows
  (London, June 2011 and December 2012; Frankfurt am Main, November 2011 and June 2012)
- 6 deals closed in the previous editions
The PAST editions: applicants & selected companies

![Bar chart showing applications and selections from 2008 to 2012]
The PAST editions: participants
The editions: companies and projects

<table>
<thead>
<tr>
<th>2008</th>
<th>2009</th>
<th>2010</th>
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<td>Biodec</td>
<td>Biogenera</td>
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The PAST editions: companies and projects

### 2011

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<thead>
<tr>
<th>Milan, April 4-5</th>
<th>London, June 16</th>
<th>Frankfurt am Main, November 3</th>
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<td>Takis</td>
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<td>TU.A. (Tutela Agroalimentare)</td>
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<td>OR-EL (Slovenian)</td>
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<td>Rastek</td>
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## PAST editions: companies and projects

### 2012

- **Byflow**
- **Galileo Research**
- **Geltis**
- **Kither Biotech**
- **Naicons**
- **Tensive**
- **Therabor**
- **Virostastics**
- **Wise**

**Milan, April 18-19**

- **Byflow**
- **Bioecopest (2010)**
- **Galileo Research**
- **Tensive**
- **Wise**

- **Naicons**
- **Takis (2010)**
- **Wise**

**Frankfurt am Main, June 21**

- **Naicons**
- **Takis (2010)**
- **Wise**

**London, December 12**
Closed deals

- Pharmeste - 2008
- EOS - 2008
- Tethis - 2008
- ProteoGenBio - 2010
- Sprin Technologies - 2011
- Wise - 2012
2012: what happened... follow-up survey

- 5 questions about contacts and agreements
- answers from 7 presenting companies (77.78%)
- good to excellent outcome of the event
2012: what happened...follow-up results
2013 event: the steps

Scouting
27

Boot-Camp
3-10 April 2013
18

Deal Line-up
15 April 2013

Investor Arena Meeting
17 April 2012
9

Number of Start-ups involved
2013: Biotech companies and projects

- 3 Brain
- Akron
- Fly Life
- GMP Orphan
- Loritus
- Mindseeds
- Promis Biotech
- Proxentia
- Smartbone

NB. Celisens, Plugmed and Red will present on the Healthcare Day, April 18th
2013: BioInItaly Scientific Board

- Germano Carganico, MolMed
- Andrea Contri, Intesa Sanpaolo
- Giuseppe Donvito, Futurimpresa Sgr
- Aurelio Mezzotero, Atlante Ventures
- Ennio Ongini, NicOx
- Silvia Panigone, BSI (Banca Svizzera Italiana)
- Francesco Sinigaglia, Anabasis Pharma
- Marco Varasi, IEO
2013: BioInItaly Best Company Presentation Award

“nd the winner is...”

Y.V.W...!!!
Thank you for the attention