

## Press release

### **Ascenion and MHH to cooperate: Professional transfer of research results from the clinic to industry**

Ascenion GmbH and the Hanover Medical School (MHH) are to work together closely to patent and market MHH inventions. Ascenion's life-science focused, interdisciplinary team will assist MHH scientists in evaluating the market potential of their research results, and will recommend a suitable patenting strategy and develop options for an optimal marketing strategy: licensing, cooperation, sale or founding a new company. Ascenion will also provide professional support in realising this strategy, including forging contacts with industry and negotiating contracts.

"In this way, new products, procedures and services can be developed that will improve the diagnosis and treatment of various diseases. Ultimately, it will be our patients who benefit," emphasised Professor Dr Dieter Bitter-Suermann, President of the MHH. "The transfer from research to clinical practice will receive new impetus from Ascenion's experience and extensive contacts with international industry representatives, investors and experts."

Research at the MHH is renowned for its outstanding quality and interdisciplinary approach. In 2005 alone, the scientific staff of over 1,200 received external funding in excess of €44m. Each year, around 15 to 20 inventions arise from their research. A series of existing industry cooperations and newly founded companies already bear witness to the commercial potential of these inventions.

"We are delighted to have gained in the MHH our first university partner. Patient-based research promises findings and inventions that will help improve medical care. These are particularly attractive to pharma and biotech companies looking for new product ideas," said Dr Christian Stein, CEO of Ascenion GmbH.

Ascenion already supports 13 research institutes in the Helmholtz and Leibniz Associations and currently markets more than 550 patent families and numerous research materials to industry. The company has offices all over Germany to enable its staff to work together in person with scientists at the partner institutes during the acquisition and assessment of inventions. A Hanover office at the MHH will be open by the end of the year.

#### **Contact at Ascenion**

Dr Peter Ruile, COO  
Ascenion GmbH, Herzogstr. 64, 80803 München  
Tel.: +49 (0)89 318814-14,  
E-mail: ruile@ascenion.de

#### **Contact at the MHH**

Stefan Zorn, Head of Press and Public Relations  
Carl-Neuberg-Straße 1, 30625 Hanover  
Tel: +49 (0)511 532-6771  
E-mail: pressestelle@mh-hannover.de

## **Background information**

### **Ascenion GmbH**

Ascenion is a patent management agency focused on the life sciences. Ascenion supports and advises scientists and research institutions with regard to the protection and exploitation of their intellectual property (patents, know-how, materials), and initiates and mediates license agreements between research institutions and industry. Among Ascenion's particular strengths are start-up coaching and active investment management. Ascenion is a 100% subsidiary of the Life-Science Foundation for the Promotion of Science and Research and the exclusive commercialization partner of 13 research institutes in the Helmholtz and Leibniz Associations. Ascenion's headquarters are in Munich, with further offices in Berlin, Braunschweig, Hamburg and Neuherberg. A sixth office will open in Hanover by the end of the year. Further information at [www.ascenion.de](http://www.ascenion.de).

### **Hanover Medical School (MHH)**

The MHH enjoys an international reputation in healthcare provision and research, offering state-of-the-art treatment. Over 23,000 square meters of laboratory space are available to the 1,200 scientists engaged in basic research or investigating improved treatment options. In the past year, the MHH secured grant funding in excess of €44m, comprising four German Research Foundation (DFG) collaborative research centres; three DFG clinical research units and one research unit; two research training groups; a European research training group; three competence networks funded by the German Federal Ministry of Education and Research (BMBF) on rheumatology, hepatitis and pneumonia, respectively, as well as a cardiovascular implant competence centre. The MHH is a pioneer in transplantation medicine, cochlear implants and infection research, and one of the leading centres world wide in these areas. Other key areas in the 18 MHH clinical centres are

- heart, lung, chest and vascular system disease
- digestive system and liver disease
- cancer therapy for children and adults
- nervous system disease
- immunological, infectious and rheumatological disease
- accident and orthopaedic surgery
- plastic, hand and reconstructive surgery
- urology.

Hand in hand with state-of-the-art research, diagnostic and therapeutic methods, the welfare of the patient is always paramount. The 7,300 employees of the MHH are there to ensure this.