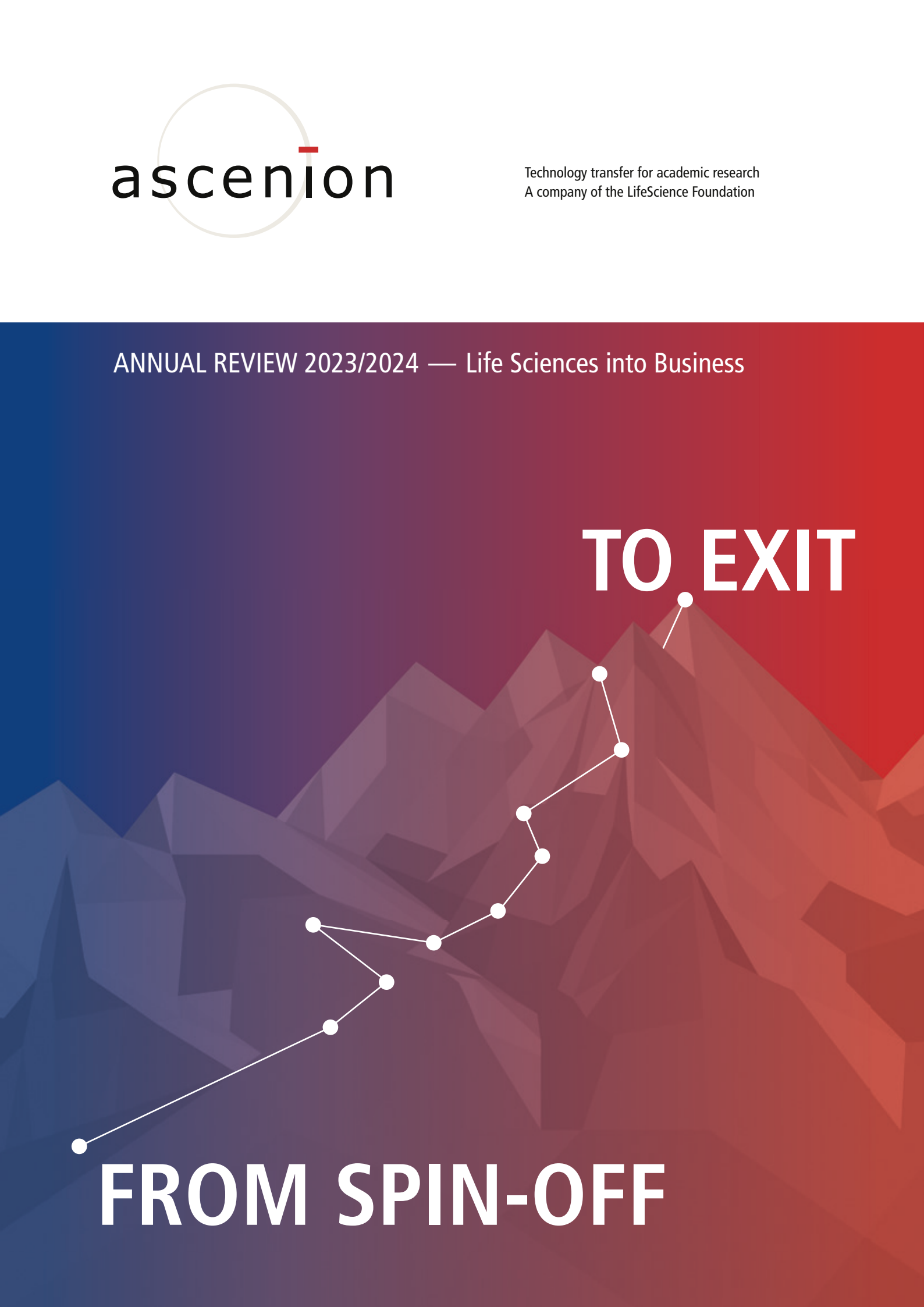
ascenion

Technology transfer for academic research
A company of the LifeScience Foundation

ANNUAL REVIEW 2023/2024 — Life Sciences into Business

# FROM SPIN-OFF TO EXIT



# Committed to transfer

Ascenion is an independent knowledge and technology transfer company that supports more than 40 European partners with a life-science focus: research institutes, universities, university hospitals and associated institutions.

Together, we are committed to transferring excellent research into profitable applications. We have already launched over 60 start-ups and more than 20 new products, from which millions of people worldwide are now benefitting.

Our team comprises nearly 40 members of staff at 7 locations with headquarters in Munich. We are interdisciplinary, international and industry experienced. Many of us have a life-science background and experience in start-ups, medium-sized companies, or global concerns.

WE ARE

- Technology managers and project developers
- Lawyers and negotiation experts
- Start-up coaches and equity managers
- Analysts and industry liaison managers

# From spin-off to exit

Early this year we experienced an exceptional event in the German start-up scene, with Cardior's billion-euro exit. It was a tremendous success across the board: for heart disease patients, for Cardior's innovative therapy that can now be developed at full speed, and for everyone involved – the company founders, the Hannover Medical School and the investors – who all participate in this commercial success.

We need more moments like this. According to the Deutscher Startup Monitor 2023, exits are essential financial cycle 'accelerators' in the start-up ecosystem. They are the basis of, and incentive for, further investment. But exits are only possible when start-ups in the growth phase succeed in professionally validating their technologies and in building a market-oriented business case.

This process is what we in Germany should now be concentrating on, not on the development of ever more state funding programmes. We have caught up well in this regard: 90% of all start-up teams that seek funding actually receive it, as reported in the Deutscher Startup Monitor. The same goes for incubators and accelerators.

It's striking that, despite these favourable funding conditions, the number of new start-ups is declining, and many existing start-ups struggle to find industry partners and venture capital. Only 40% – 50% of start-ups looking for such partners succeed in finding them. According to investors, many start-ups are not attractive enough in the face of international competition. We therefore need to start systematically aligning start-ups with the demands of the market. Otherwise, there will be no private investors, no industry partners, no exits – no cycle.

Happily, Ascenion's portfolio is resisting the trend this year, with around one new start-up launched each month. Our success rate in attracting venture capital and partners is also well above average. This shows that, together, research institutes and their technology transfer partners can achieve a great deal when they provide professional support for their start-ups and align licensing and equity agreements with the demands of the market.

We want to thank all our research institute partners for accompanying us on this journey, sometimes against political trends. We appeal to policy makers to continue with existing successful funding programmes, such as GO-Bio (*initial*) or EXIST, but at the same time to not lose sight of structural financial support for technology transfer.

I look forward to committed entrepreneurs, new spin-offs and further successful exits!

**Dr Christian A. Stein**
CEO
Ascenion GmbH

# More spin-offs & successful exits

Start-ups have always been close to Ascenion's heart. We have accompanied more than 140 entrepreneurial ideas, almost half of which have led to start-ups. But we have never before experienced such a dynamic in this area as we are seeing now. We currently support about 30 start-up projects. In 2023 alone, we acquired equity in 6 new spin-offs and managed a portfolio of 33 participations.

START-UP BALANCE SHEET
from Ascenion's foundation (2001) until the end of 2023

**140+**
**start-up projects supported**

**72**
**start-up participations**
– 33 active in Ascenion's investment portfolio
– 17 commercially successful exits
– 9 transfers to other projects or companies (without financial gain for Ascenion)
– 13 liquidations and insolvencies

We're excited to discover what their future holds. The ultimate goal is the transfer of academic inventions to applications that benefit society. A glance at our start-up balance sheet shows that we're on track. Apart from very few insolvencies and liquidations, we have seen a whole series of successful exits. A significant number of our start-ups have successfully transferred their innovative approaches to the development pipelines of established companies. 'We are optimistic that the vigorous start-up sector already established at our partner institutes will grow rapidly in the coming years. And we welcome not only the unicorn exits, but every product and service that ends up benefitting society via a start-up,' says Dr Christian Stein.

Several factors are contributing to this positive development.

## Exceptional entrepreneurial personalities

It all starts with the dedication of exceptional scientists who go the extra mile to develop their research results towards application. They deal with issues and tasks that go far beyond publishable research findings, and are ready to involve external expertise and get industry-experienced colleagues on board.

## Supportive ecosystem

Our entrepreneurs in Germany currently enjoy an environment that supports them with a variety of services, instruments and networks. These include funding programmes such as GO-Bio *initial*, financing instruments such as our CARMA Fund, accelerators such as the BIH Digital Health Accelerator, spin-off competitions and numerous formats for training and networking provided by various knowledge and technology transfer organizations.

## Active universities and research institutes

The scientific institutes from which start-ups emerge play a key role. Institutes that embrace translation can make a significant contribution to its success, for example by actively supporting scientists with start-up projects, giving them space and infrastructure, and by adopting internationally recognized fair and transparent standards for IP licensing and participation agreements.

Spin-offs are establishing themselves as a successful way for universities and research institutes to put their ideas into practice for the benefit of society.

Dr Anja Zimmermann
Equity Management & Valuation, Ascenion

## Standards for value creation

This aspect in particular has been developing rapidly in Germany. Where previously negotiations for licence and shareholding agreements were characterized by imprecise expectations and misunderstandings, standards are now being established in line with international best practice. These standards create transparency and trust, which greatly simplifies and accelerates the start-up process. Furthermore, they ensure that research institutes participate in value creation from their intellectual property, increasing their motivation to continue investing in IP and patents, and support further start-ups.

SELECTED EXITS:

TRION Pharma 2006

Activaero 2014

Trianta Immunotherapies 2014

Clueda 2015

SurgVision 2017

NanoRepro 2015

Zellkraftwerk 2019

Vakzine Projekt Management 2018

dentalXrai 2022

Cardior Pharmaceuticals 2024

Tube Pharmaceuticals 2023

# Ascenions Fast Track Spin-off-Terms

Together with the Charité – Universitätsmedizin Berlin, Ascenion has developed a framework for transferring IP to spin-offs for the healthcare sector in line with international and national standards, that can be used by partner institutes to provide a positive, welcoming environment for entrepreneurship and start-ups.

**Basic principle**

1. Open minority participations in conjunction with
2. Arm's-length* licence agreements

**Participation**

The research institute has the right to buy shares, which are usually acquired by Ascenion.

- 10%–15% fully dilutable founder shares *or alternatively*
- 5% founder shares with dilution protection up to a company value (post-money) of EUR 10 million (or for the first full financing round)
- Special case for digital health and software-based assets 8%–12% founder shares without dilution protection

Upward or downward deviations are possible in cases where the IP is of unusually high or low significance, or where the institute/university has provided additional funding in preparing the start-up. Alternative solutions may also be found in exceptional cases.

**Licence**

- Exclusive licence agreement with the usual milestones and royalties, whereby conditions depend heavily on the technology readiness level (TRL)
  - 1%–4% royalty for IP-protected therapies, with exceptions for orphan drugs, gene and cell therapies
  - 0.5%–1% royalty for pure know-how licences
  - 3%–6% royalty for medical devices in risk classes IIa–III (incl. software as a medical device) and IVDs
  - 5%–20%royalty for medical devices in risk class I, software and research tools, and technology and service platforms
  - Royalty stacking clauses, etc. are included in the licence agreements
- Licence agreements are structured to protect the liquidity of start-ups and investors.
- Licence holders have a development obligation and assume patent costs.
- The research institute retains rights of use for research and teaching purposes.

* Arm's length describes the principle that conditions between institute and spin-off are comparable with those usually agreed between independent partners in the market.

# Cardior and MHH: the success story inspiring German start-ups

The Cardior story is a living example of what can be achieved when all the factors mentioned above come together. It began with two exceptional scientists at the Hannover Medical School (MHH): the physician Prof. Dr Thomas Thum, his colleague Dr Sandor Batkai, and their discovery that non-coding RNAs play an important role in heart disease. It will end, hopefully, with a completely new therapy that will change the lives of millions of patients. A major milestone on the way was the acquisition of Cardior by Novo Nordisk. The story so far is outlined to the right.

> I'm grateful to Ascenion for its decisive support from the very beginning, and the continuous and reliable partnership.
>
> Prof. Dr Thomas Thum
> Cardior Pharmaceuticals

How will the story continue? Cardior's acquisition has boosted its development possibilities. We are convinced that the new therapeutic approach is in excellent hands at the global pharmaceutical company Novo Nordisk, and hope that the lead candidate CDR132L will fulfil all expectations. The company founders and the MHH also profit financially: on the one hand through the sale of shares, on the other from possible future royalties payable in the event the therapy is approved and marketed. The MHH can then use this income to finance translational research and send new inventions on their journeys towards application, launching new success stories …

- Basic patent*, non-coding RNA therapeutics for cardiac failure (2011)
- Development of the spin-off idea with Ascenion's Spinnovator team (around 250 working days invested by Ascenion)
- Start-up team completed by industry-experienced CEO Dr Claudia Ulbrich
- Active support from the MHH, including provision of infrastructure and support for standard conditions
- Cardior Pharmaceuticals GmbH founded (2016), open participation** in conjunction with exclusive licence (arm's-length principle), negotiated with the start-up team by Ascenion on behalf of the MHH
- Successful financing in two rounds, total volume of EUR 79 million
- Commencement of Phase I clinical trials (2019)
- Expansion of IP base and licences, long patent lifetimes secured
- Continual development of the lead candidate CDR132L***
- Commencement of Phase II clinical trials (2022)
- Acquired by Novo Nordisk (2024), volume > EUR 1 billion****

* 50/50 MHH and Max Planck Society
** Shareholders: Ascenion, Max Planck Innovation
*** Lead candidates are either investigational or are being studied for (a) new use(s). Efficacy and safety have not been established. There is no guarantee that these compounds will become commercially available for the use(s) under investigation.
**** partly dependent on the achievement of milestones

# Participations in 2023

## SIX NEW SPIN-OFF PARTICIPATIONS

**Allogenetics**
**Hannover Medical School**
Genetic modification of donor organs to prevent organ rejection

**Leopard Biosciences**
**Helmholtz Centre for Infection Research**
CRISPR-based diagnostic platform for multiplex detection of DNA and RNA biomarkers at the point of care

**LIMAA Technologies**
**Charité – Universitätsmedizin Berlin**
Development of a fully automatic 3D histopathology platform for clinical use

**sThesis**
**Helmholtz Munich**
Products for non-invasive measurement of metabolites in the mid-infrared range

**TimeTeller**
**Charité – Universitätsmedizin Berlin, Berlin Institute of Health**
Saliva test to optimize the timing of medical treatment such as chemotherapy

**Trypto Therapeutics**
**Max Delbrück Center for Molecular Medicine**
TPH1 inhibitors for the treatment of serotonin-dependent diseases

We thank all spin-off teams for their commitment, and are pleased to be able to share some of their experiences with you here.

We really appreciated Ascenion's positive attitude and the encouragement we received while founding our start-up.
Prof. Rainer Blasczyk, Allogenetics

It's a learning process that requires dedication, humility, and a longer-term perspective.
Prof. Chase Beisel, Leopard Biosciences

## 33 SPIN-OFF PARTICIPATIONS IN ASCENION'S INVESTMENT PORTFOLIO

Extern / Licence for Shares

**Bendor**

My advice to budding entrepreneurs: get experts on board early on, to maximize the chances of obtaining financing.
Dr Fabian Mohr, LIMAA Technologies

Seeing patients receive better therapy makes me start work every morning with enthusiasm and motivation.
Dr Stefan Schorling, sThesis

Ascenion was a key partner, including support for networking with VCs.
Dr Benjamin Dose, TimeTeller

# 2023 IN FIGURES

## PARTNERS IN SCIENCE

**27**
research institutes, universities and university hospitals

**12**
of which are endowing members of the LifeScience Foundation

## TRAINING

**16**
training courses held for scientists on topics in knowledge and technology transfer

## PROTECTING IDEAS

**140**
invention disclosures assessed

**68**
patent applications managed

**860**
patent families and research materials managed in total

## TRANSLATION

**27**
technologies supported in the project development phase

**EUR 11.6 m**
in funding acquired for translation

## START-UPS

**33**
start-up projects accompanied by us

**EUR 11.6 m**
in venture capital investment for 6 portfolio companies

**6**
company foundations and participations

## PRODUCT PROGRESS

**6**
clinical milestones, including

**Start Phase I for drug candidates**
- QEL-001 in transplant rejection
- BOL-148 in cluster headache

**Start Phase II for drug candidates**
- OMT28 for the treatment of primary mitochondrial disease (PMD)
- BC007 for the treatment of long COVID

## LICENCES & COOPERATIONS

**25**
revenue-generating agreements closed with industry partners

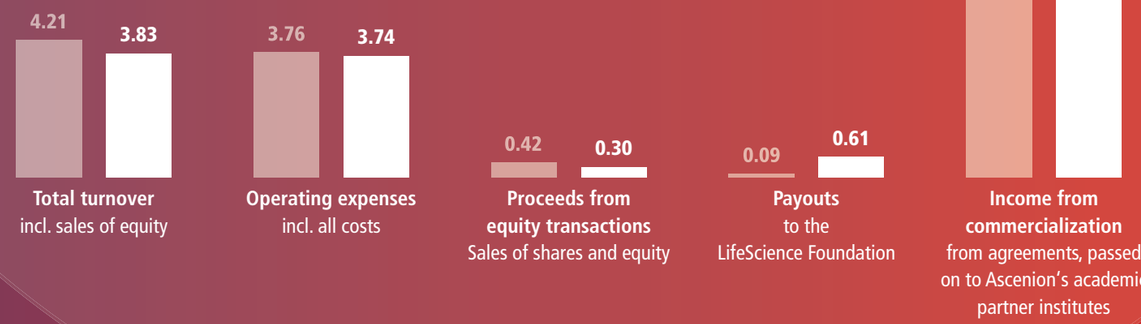
**70**
further agreements relating to commercial exploitation supported

**EUR 6.56 m**
in revenue for our partner institutes through agreements supported by us: including licences, options and sales of materials

**2,000+**
active contacts to industry and investors

## FINANCIAL RESULTS 2022/2023

Figures in m EUR



# Licences & cooperations in the cancer therapy area

Ascenion concluded a total of 25 revenue-generating agreements with industry in 2023. Three of these concern innovative approaches to cancer therapy.

It's incredibly satisfying for me to see that some of our scientific results benefit clinical applications and the patient.
Prof. Dr Elfriede Nößner
Helmholtz Munich

## Switch proteins: Helmholtz Munich extends licence agreement with Medigene

Co-stimulatory switch proteins address the adaptive resistance mechanisms with which cancer cells evade immunological attack. This involves the expression of signal molecules that are responsible for the inactivation of T cells. 'I thought it should be possible to convert these inhibitory signals in the environment of solid tumours into stimulatory signals for T cells,' explains Prof. Dr Elfriede Nößner, who together with her team at Helmholtz Munich has done pioneering work in this area, and has been working closely together with Medigene for several years. The switch proteins PD1-41BB and CD40L-CD28 are results of her work that have been exclusively licensed to Medigene with Ascenion's support. Medigene uses them in combination with its specific, sensitive and safe T cell receptors (TCRs).

Last year, the partners extended these licences to enable their use with other cell types and in chimeric antigen receptor (CAR) T-cell therapy. Thanks to cooperations and sublicences, the switch proteins can be even more broadly developed, opening up the possibility of combatting more challenging types of cancer. 'It's incredibly satisfying for me to see that some of our scientific results benefit clinical applications and the patient,' says Elfriede Nößner. Medigene plans to start clinical evaluation of one of their switch proteins later this year.

In order to make this second step affordable and simpler from a regulatory point of view, gene synthesis and transfer must be achieved completely synthetically and as efficiently as possible, without the use of bacteria and viruses.
Dr Steffen Hennig
TheryCell

## Personalized cancer therapy: Max Delbrück Center licenses Sleeping Beauty technology to TheryCell

The Berlin start-up TheryCell is combining innovative technologies to develop a procedure for producing individual cellular immunotherapy (TCR-T therapy) for cancer that is highly effective, safe and significantly cheaper than current cell therapy approaches. In the first step, T cell receptors (TCRs) from tumour and neighbouring tissue are prepared separately and sequenced. TheryCell uses a patented procedure to select from this sequence data TCRs with high anti-tumour activity. In the second step, the selected TCRs are produced by gene synthesis and introduced into the patient's own T cells. 'In order to make this second step affordable and simpler from a regulatory point of view, gene synthesis and transfer must be achieved completely synthetically and as efficiently as possible, without the use of bacteria and viruses,' explains Dr Steffen Hennig, CEO of TheryCell.

For this reason, the company has chosen the Sleeping Beauty transposon system SB100X that was developed at the Max Delbrück Center. It allows cheap and efficient gene transfer, and has become established as an excellent, safe alternative to viral systems. In a joint project with the Charité – Universitätsmedizin Berlin, and two further biotech companies, TheryCell is currently using the system to develop TCR-T therapy for various solid tumours to the clinical therapy concept stage without the use of viral systems. 'On this basis, we hope to attract investors and partners for clinical development,' says Steffen Hennig.

Ascenion led and concluded the licence agreement negotiations with TheryCell for the Max Delbrück Center.

## Radionuclide peptide against cancer: Medical University of Innsbruck signs licence agreement with Evergreen Theragnostics, Inc.

The innovative radiopharmaceutical MGS5 combines diagnostics with therapy and offers new hope in the fight against cancer, including small cell lung cancer (SCLC). It combines a radionuclide (gallium-68 or lutetium-177) with a peptide that binds specifically to the cholecystokinin 2 receptor. This receptor is present in many forms of cancer, and in over 50% of cases of SCLC. 'The radionuclide is specifically channelled into the interior of the cancer cells via the receptor. This allows the tumour tissue to be imaged and the tumour cells to be destroyed with targeted radioactive radiation while sparing healthy tissue,' explains the inventor Dr Elisabeth von Guggenberg, radiopharmacist at the Medical University of Innsbruck (MUI). The radiopharmaceutical is already being used for imaging, in collaboration with Prof. Irene Virgolini, Director of the University Hospital for Nuclear Medicine.

Ascenion's team has worked closely with the inventor and MUI to secure patent protection and support the licence negotiations with Evergreen. The US company intends to develop the molecule further, for both therapeutic and diagnostic applications.

The radionuclide is specifically channelled into the interior of the cancer cells via the receptor. This allows the tumour tissue to be imaged and the tumour cells to be destroyed with targeted radioactive radiation while sparing healthy tissue.
Dr Elisabeth von Guggenberg
Medizinische Universität Innsbruck

BIOVARIA

## 2024 in figures

**310** participants from industry, venture capital companies, science and technology transfer

**79** licensable projects, potential therapeutics, diagnostics and platform technologies

**30** 10-minute technology presentations

**10** start-ups, five each in the categories ‘Emerging’ and ‘Rising’

**12** early-stage innovation presentations from the GO-Bio *initial* and ForTra programmes

**52** research institutes, universities and university hospitals from all over Europe

**13** knowledge and technology transfer organizations as BioVaria partners





# BioVaria 2024

In April 2024, the international life-science community came together for the 16th BioVaria in Munich. A record number of 310 participants exchanged ideas, forged contacts and initiated partnerships to learn about and advance the best technologies and start-ups from European academic research.

This year’s winners of the Startup Pitch & Partner Awards were SurvivX and QUASAR Therapeutics. SurvivX is a Dutch start-up developing a new approach to the treatment of sepsis. German-based QUASAR Therapeutics develops novel regulators of the complement system, which plays a role in innate immunity. Both award winners value BioVaria for the wide range of possibilities it offers.

BioVaria is the perfect mix of start-ups, investors, industry and academia representing the entire life-science ecosystem. Many thanks to the organizers and sponsors who made this possible.
Dr Arthur Dopler and Matteo Mohr
QUASAR Therapeutics

It was a great networking event, very well organized, great venue, and I have met wonderful people. I’d definitely recommend it to other start-ups.
Leonie de Best
SurvivX

**Save the Date:**
BioVaria 2025
28–29 April 2025
in Munich

# GO-Bio *initial*: transforming exciting projects into start-ups

Ascenion’s team assists you with your application and accompanies your projects through the conceptual and feasibility phases. In parallel, we offer various training and networking opportunities through our Digital Transfer Academy. As of 2022, these include a specially created series of videos. Follow our protagonists Mona and Alex on their journey towards founding a start-up, and gain valuable insights and tips along the way.

SCAN HERE FOR THE DIGITAL TRANSFER ACADEMY

| CONCEPTUAL PHASE IN 2023 | FEASIBILITY PHASE IN 2023 | DIGITAL TRANSFER ACADEMY 2023 |
|---|---|---|
| **17** applications supported | **7** applications submitted | **4** interactive events |
| **7** projects from 6 institutes funded | **6** projects from 5 institutes commenced | **3** new course videos covering the basics of intellectual property and transfer |

SPONSORED BY THE
Federal Ministry of Education and Research

Ascenion’s Life Science Digital Hub is supported by the German Federal Ministry of Education and Research as part of the GO-Bio *initial* programme.
Project number: 161B1002.

## ChloroMalaria – a new class of drug against malaria

One of the projects entering the feasibility phase in 2023 comes from the Helmholtz Institute for Pharmaceutical Research Saarland (HIPS). The goal is to develop a new antimalarial drug. The infection is responsible for over 600,000 deaths per annum and threatens around half of the world’s population. ‘The pathogens are becoming increasingly resistant to available drugs. This poses a big problem,’ explains Dr Andreas Kany, who leads the project, together with his colleague Dr Jennifer Herrmann in association with Dr Jana Held from the University Hospital, Tübingen.

The team have therefore been developing a new class of naturally occurring substances – the chlorotonils – for use in malaria therapy. The lead compound is dehalogenil, a chlorotonil derivative with improved solubility and significantly better pharmacological properties. ‘It’s the new mechanism of action that makes this drug candidate so interesting. Dehalogenil exhibits absolutely no cross-resistance with other drugs, and is effective against all the pathogen’s developmental stages,’ says Jennifer Herrmann. The goal of the two-year feasibility phase is to develop an affordable production process and take further steps towards proof-of-concept.

‘GO-Bio *initial* funding is really helpful to us, and not just financially,’ says Andreas Kany. ‘Thanks to the workshops and interactions with Ascenion, I’ve gained new ways of thinking and valuable insights into the world of start-ups and commercialization.’

# The LifeScience Foundation: revenue from technology transfer for new research projects

Ascenion distributes a large part of the revenue it generates to its parent company, the LifeScience Foundation for the Promotion of Science and Research. The Foundation then makes these funds available for research projects at its endowing institutes. **In 2023 around EUR 980,000 were provided for eight projects at five endowing institutes.** We present two of these projects here.

## RESISTENCE-BREAKING ANTIBIOTICS

### A funded project at the Helmholtz Institute for Pharmaceutical Research Saarland (HIPS)

Resistance to antibiotics is one of the biggest threats to public health – in every region of the world and across all income levels. Despite this, hardly any innovative antibiotics are to be found in the development pipelines of pharmaceutical companies. 'We at HIPS are addressing this urgent healthcare policy need, because almost no pharmaceutical companies and very few academic institutes are pursuing it,' says Prof. Rolf Müller, Managing Director and Head of Department for Microbial Natural Products.

Rolf Müller's team has made significant improvements to the darobactins – a class of natural antibacterial products. These address a completely new target structure, and therefore have excellent chances of overcoming existing resistance. The natural products were isolated from bacteria and optimized using genetic engineering to confer high activity against particularly critical pathogens while exhibiting favourable pharmacokinetic properties and a good safety profile. In vitro studies and initial in vivo data have confirmed the potential of selected darobactin candidates.

'The support provided by the LifeScience Foundation is important for the next developmental stage,' explains Dr Andreas Kany, a scientist supporting the project. We'll be using the funds to establish a cost-effective production process, generate further darobactin derivates, and further broaden the profile of existing ones.'

## SIGNALLING IN THE HUMAN BRAIN

### A funded project at the Hannover Medical School (MHH)

Many diseases of the central nervous system – including infections, trauma, stroke and tumours – are associated with dysregulated inflammatory processes that can lead to changes in brain function. Despite this, little is known about the molecular and cellular mechanisms underlying these neuronal changes, particularly in the human brain.

'One reason for this is that investigations of cell function in human brain tissue are extremely challenging,' explains Prof. Maximilian Lenz, manager of the Institute for Neuroanatomy and Cell Biology. 'I'm all the more grateful for this support from the MHH and the LifeScience Foundation that has enabled us to establish a laboratory in which we can investigate patient samples at the functional single-cell level, in close cooperation with the Department of Neurosurgery.'

The samples originate from tissue removed during brain surgery for medical or procedural reasons, and that have been made available for research after a positive ethics committee vote and with patient consent. The aim of these analyses is to better understand how inflammatory processes and other influencing factors modulate brain signalling. 'Ultimately we hope to develop new therapeutic approaches based on our results that can positively influence disease-related changes in brain function,' says Maximilian Lenz.

The support provided by the LifeScience Foundation is important for the next developmental stage. We'll be using the funds to establish a cost-effective production process, generate further darobactin derivates, and further broaden the profile of existing ones.

Dr Andreas Kany
Helmholtz Institute for Pharmaceutical Research Saarland

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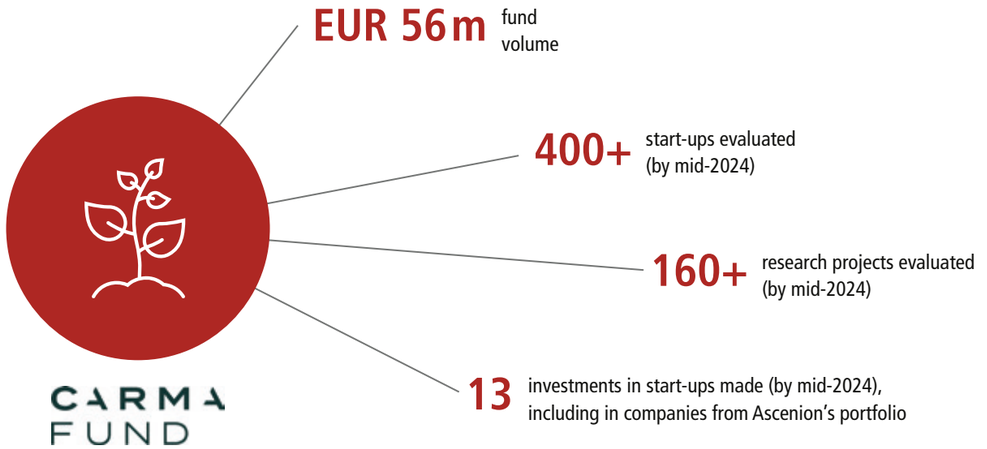
Prof. Maximilian Lenz
Hannover Medical School

# CARMA Fund gathers momentum

Initiated by Ascenion and Innovectis, the CARMA Fund supports the early development of particularly promising life-science and healthcare projects – irrespective of the commercialization route and without bureaucratic hurdles. 'The demand is huge,' says Christian Leikert, Managing Director. So far, CARMA has invested in 13 start-ups.

We are particularly happy that two of the projects in which the fund has invested originated at Ascenion's partner institutes. Aignostics GmbH is a spin-off from the Charité – Universitätsmedizin Berlin and the Berlin Institute of Health at the Charité, and offers a novel AI-based pathology solution for pharmaceutical research and diagnostics. Allogenetics GmbH, a spin-off from the Hannover Medical School, is developing a new approach to preventing organ rejection after transplantation, by genetically altering the donor organ. A further project from one of Ascenion's partner institutes is at an advanced stage of evaluation.



# Partners

Our scientific partners are academic research and translational institutes, predominantly in Germany and Austria. In 2023 we supported 27 institutes as part of long-term partnerships. In 2024 we gained a new partner in the life-science area: the network of universities and scientific institutions of the State of Schleswig-Holstein, which comprises nine universities and institutes. We have accompanied selected transfer projects in numerous other institutions all over the world.

Our business partners include more than 2,000 industry representatives and investors with whom we are in personal contact – often over many years.

We believe in the value of personal relationships, particularly in the face of an ever more digital world. This enables us to connect the right people to drive project development, licensing, financing and spin-offs.

HELMHOLTZ RESEARCH FOR GRAND CHALLENGES · Leibniz Association · CHARITÉ · MHH Medizinische Hochschule Hannover · MEDIZINISCHE UNIVERSITÄT INNSBRUCK

Helmholtz Association
- DZNE, German Center for Neurodegenerative Diseases
- **HZDR, Helmholtz-Zentrum Dresden-Rossendorf**
- **HZI, Helmholtz Centre for Infection Research**
- **Helmholtz Zentrum München, German Research Center for Environmental Health**
- **MDC, Max Delbrück Center for Molecular Medicine in the Helmholtz Association**

Leibniz Association
- ATB, Leibniz Institute for Agricultural Engineering and Bioeconomy
- **DIfE, German Institute of Human Nutrition Potsdam-Rehbruecke**
- **DPZ, German Primate Center – Leibniz Institute for Primate Research**
- FLI, Fritz Lipmann Institute – Leibniz Institute on Aging
- **FZB, Research Center Borstel – Leibniz Lung Center**
- **HKI, Hans Knöll Institute – Leibniz Institute for Natural Product Research and Infection Biology**
- LIN, Leibniz Institute for Neurobiology Magdeburg
- LIV, Leibniz Institute of Virology

Universities, university hospitals and further partner institutes
- CAU, Kiel University
- **Charité – Universitätsmedizin Berlin**
- **MHH, Hannover Medical School**
- MUI, Medical University of Innsbruck
- TUD, Dresden Technical University
- EKFS, Else Kröner-Fresenius-Stiftung
- **FBN, Research Institute for Farm Animal Biology**
- iba, Institute for Bioprocessing and Analytical Measurement Techniques
- IMB, Institute of Molecular Biology
- IMBA, Institute of Molecular Biotechnologye
- LIFE & BRAIN
- MGC, Mouse Genetics Cologne Foundation
- TWINCORE, Centre for Experimental and Clinical Infection Research
- UMG, University Medical Center Göttingen

Endowing institutes of the LifeScience Foundation are highlighted.

Deutsche Gesellschaft Qualitäts-Management ISO 9001 Zertifizierung

### Certification

Ascenion is certified for its quality management in accordance with the European standard DIN EN ISO 9001:2015. The certification comprises the areas of consulting, evaluation and support for start-ups in life-science technology transfer, and also equity management.



# Sharing knowledge

We are growing together with our partners and projects, learning ever more along the way and happy to share our knowledge with our peers and our partners in research. Working together, we can successfully advance technology transfer across all borders.

Here is a selection of training courses to which we have contributed in 2023.

**5** **Training courses at partner institutes:**
e.g. Business Model Canvas, Financing Start-ups, Fundamentals of Patenting

**3** **Webinars within the scope of GO-Bio *initial* LifeScience Digital Hub:**
Structuring Business Plans, BfArM Advice Services, Information on Funding Applications

**3** **Workshops within the scope of EU projects**
Fundamentals of Technology Transfer and Commercialization

**1** **Workshop exclusively for technology transfer colleagues at our partner institutes:**
Current Trends and Practical Tips in Technology Transfer

**+** **Numerous presentations at international industry events and professional training programmes, including ASTP:**
Best practice, especially regarding spin-offs: fair market and licensing conditions for spin-offs, investment principles, preparing an exit, etc.

ascenion

Berlin
Brunswick
Hamburg
Hannover
Munich
Neuherberg

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Imprint:
This report is published annually by Ascenion.
Ascenion GmbH, Herzogstr. 64, 80803 München, Germany
Represented by Dr. Christian A. Stein (CEO)
Editor: Stanislava Zollner (Corporate Communication)
Register Court: Amtsgericht München HRB 118236
VAT Identification Number: DE 812299325
Pictures: Title: iStock.com/cundra; page 2, 3, 5, 14: Ascenion; page 4-9: iStock.com/boommaval boommaval; page 6: Ono Kosuki via Pexels; page 13: Fauxels via Pexels; page 17: iStock.com/scyther5; page 19: iStock.com/jacoblund, iStock.com/Cecilie Arcurs