

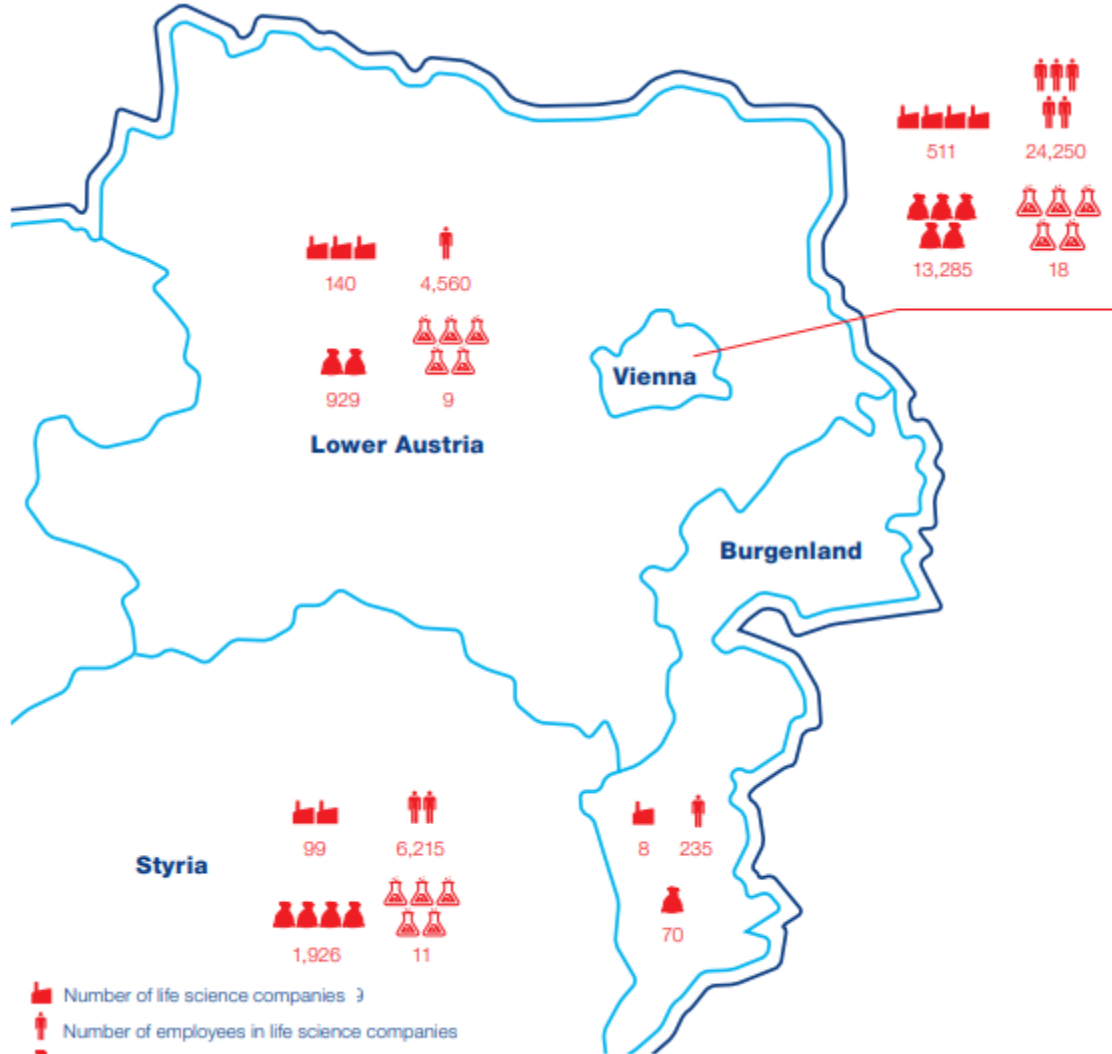
Introduction to the business world of Life Sciences

www.menti.com

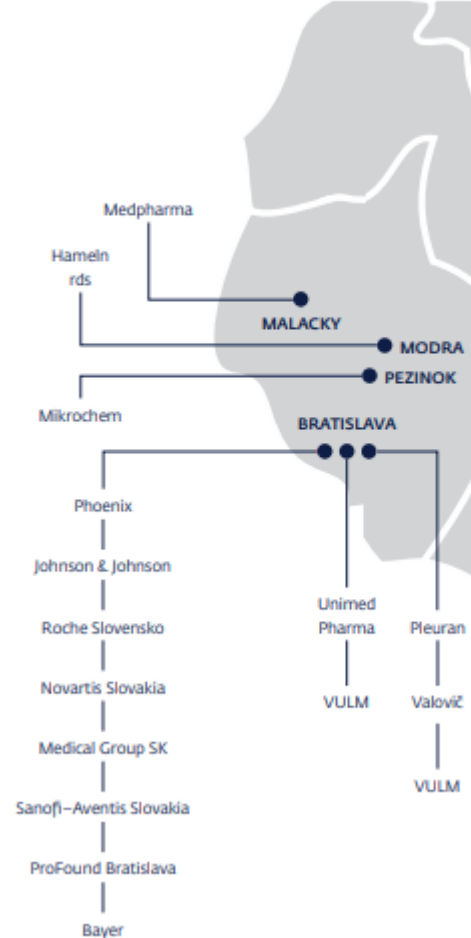
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Map of the Life science sector – Vienna/Bratislava region

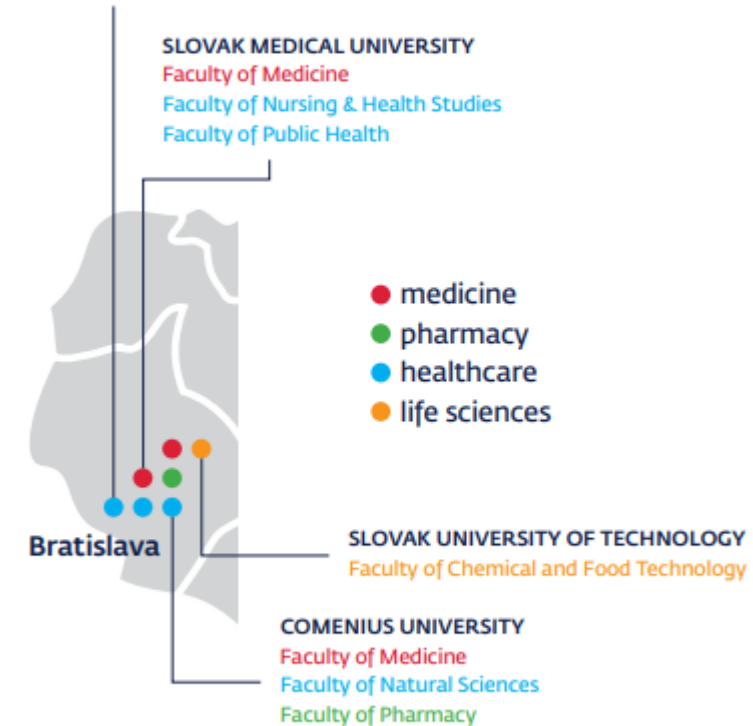


Map of Major Pharmaceutical Producers, Distributors & Producers of Vitamins, Minerals & Supplements



Labour Force & Education in Life Sciences

ST. ELIZABETH UNIVERSITY OF HEALTH & SOCIAL SCIENCES
Faculty of Healthcare



-  Number of life science companies
-  Number of employees in life science companies
-  Turnover of life science companies (in € m)
-  Number of research and education institutions active in life sciences

Notable innovators in Vienna:

 Focus on infectious diseases, specializing in prophylactic vaccines.



Immunotherapies for treating infectious diseases and cancer.



Acute respiratory distress syndrome & immuno-oncology.



Treatments for bacterial infections based on viruses called phages.



The company has produced a new class of antifungals.



Development of antivirals targeting the rhinovirus.



Focus on making synthetic DNA for use in genetic engineering and genome building.

For more information please visit www.lifescienceaustria.at, www.lisavienna.at or www.viennabiocenter.org

Notable innovators in Bratislava:



Invention of a non-invasive Down syndrome diagnosis for pregnant women.



Development of an extremely precise cancer diagnosing technology & LAMP COVID-19 diagnostic tests.



Development of glycan-based, accurate and non-invasive tests for cancer diagnostics



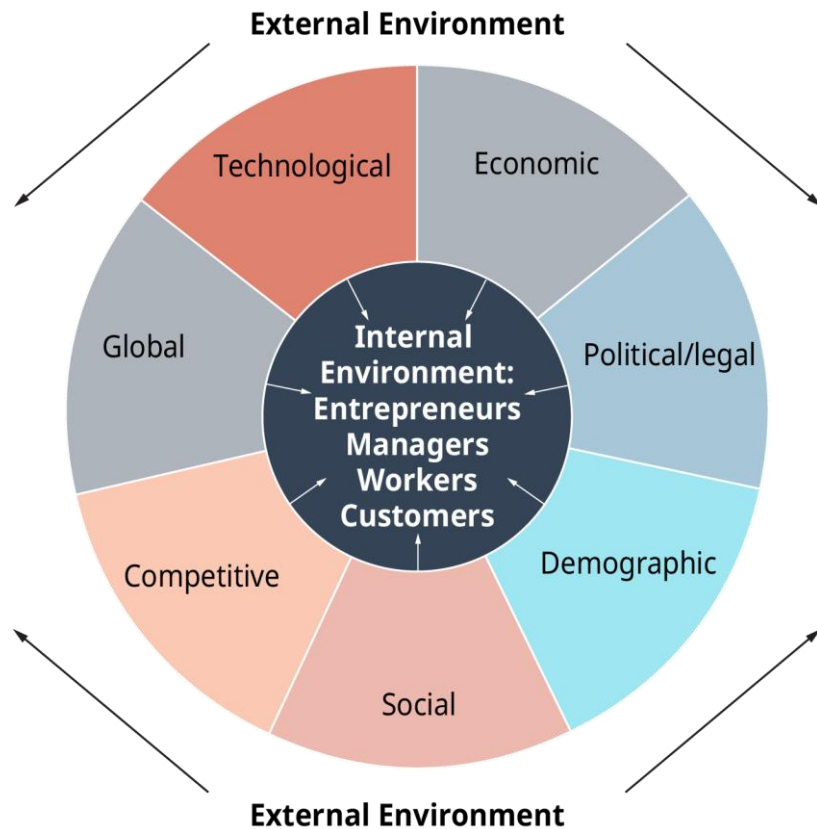
Development of tau-based treatments that halt Alzheimer's disease and relieve symptoms



Software for interpretation, management and processing of mass spectral and chromatographic data in the area of small molecules

For more information please visit www.slovakbiotech.com, slovacrin.sk or www.sario.sk

Components and importance of the business environment



Bioentrepreneurship vs Entrepreneurship

An entrepreneurial business based on the Biotechnology is known as Bioentrepreneurship. Biotech-based business is usually started by a researcher so that's why a Bioentrepreneur has more knowledge of its product than any other entrepreneur.



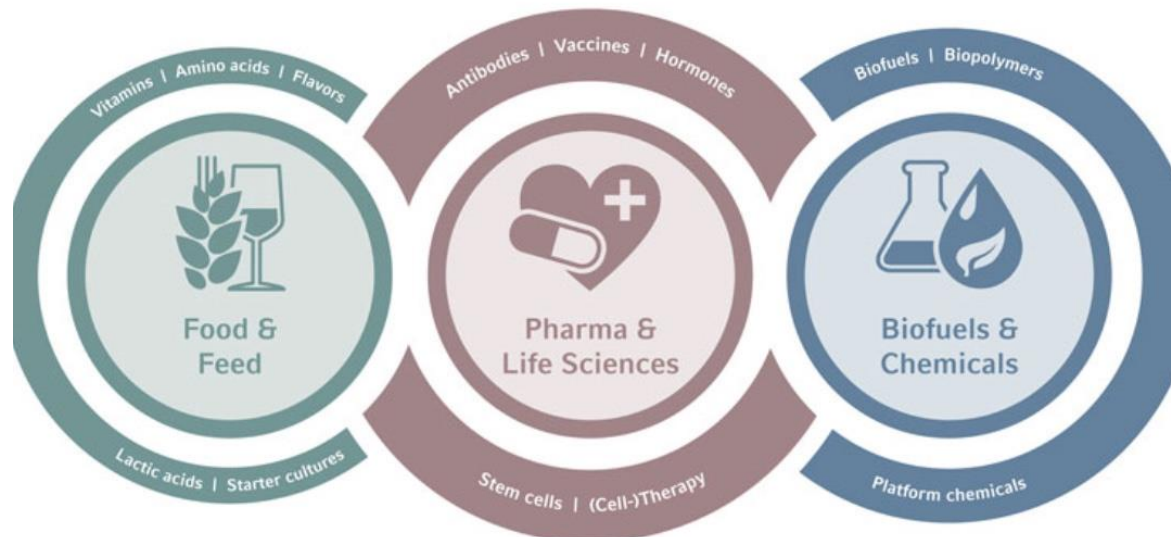
ENTREPRENEUR

Bioentrepreneurship vs Entrepreneurship

Motivation:

Potential to Heal, Feed, and Fuel:

- Helping Save and Extend Lives
- Helping to Feed the World
- Better Ways to Protect Environment



Second Largest Economy:

Worldwide production of biobased products – including biofuels, renewable chemicals, and biobased polymers – is projected to grow from approximately \$203.3 billion in 2015 to \$400 billion by 2020 and \$487 billion by 2024.



Bioentrepreneurship vs Entrepreneurship

Characteristics:

Bioentrepreneurship Versus Entrepreneurship:

- Incubation requires more time
- Requires more capital
- Strict national and international laws and regulations

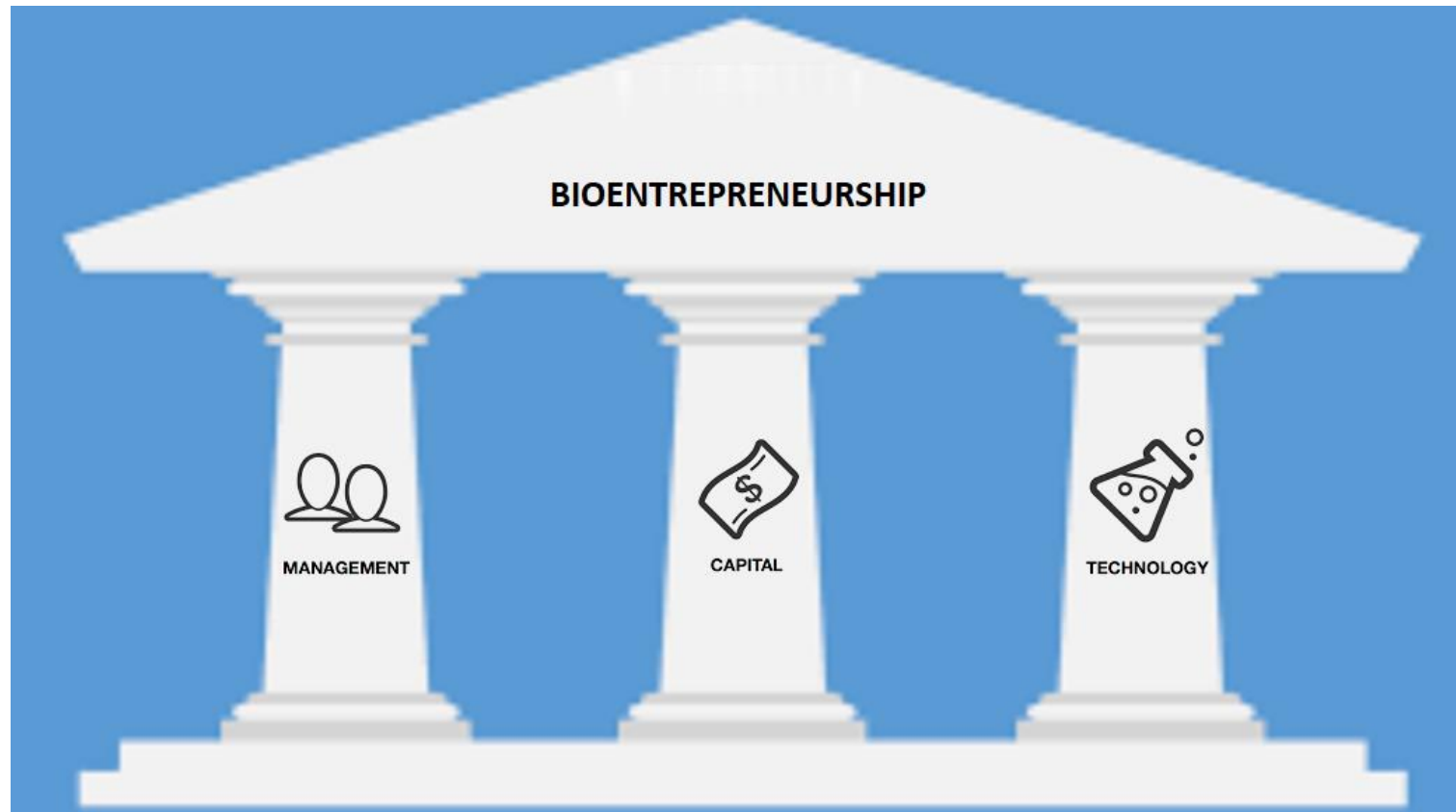


Essential Bioentrepreneurial Characteristics:

- Awareness of Known-Unknowns and Unknown-Unknowns as well
- Understand the Language of Business and Science
- Leadership Wisdom
- Resiliency
- Core Values
- Creativity

Bioentrepreneurship vs Entrepreneurship

Creating a biotechnology company that lasts depends on the ability to balance management, capital, and technology - **the three pillars of bioentrepreneurship:**



Bioentrepreneurship vs Entrepreneurship

Management:



MANAGEMENT

- ability to direct a research and development organization and the ability to communicate the company's promise to the financial community
- manufacturing, commercialization and collaboration capabilities
- resource allocation capabilities



CAPITAL

Capital:

- private investments
- venture capital
- corporate partnership / joint ventures
- public-private partnership

Technology:

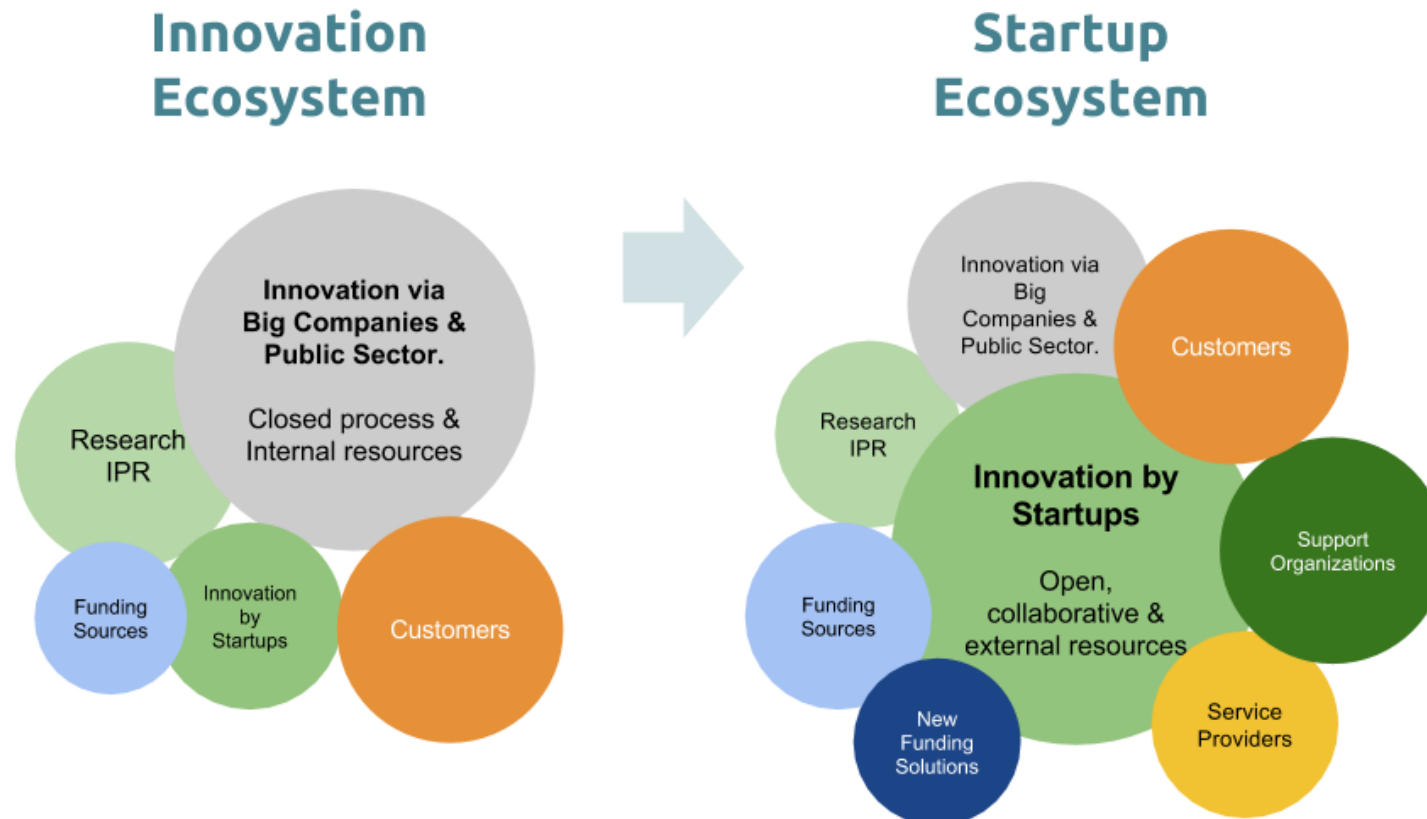


TECHNOLOGY

- licensing technology from academia
- excessive R&D
- well-defined and well-articulated product focus

Innovation Ecosystem

An innovation ecosystem refers to a **loosely interconnected network of companies and other entities** that coevolve capabilities around a shared set of technologies, knowledge, or skills, and work cooperatively and competitively to develop new products and services (Moore, 1993).

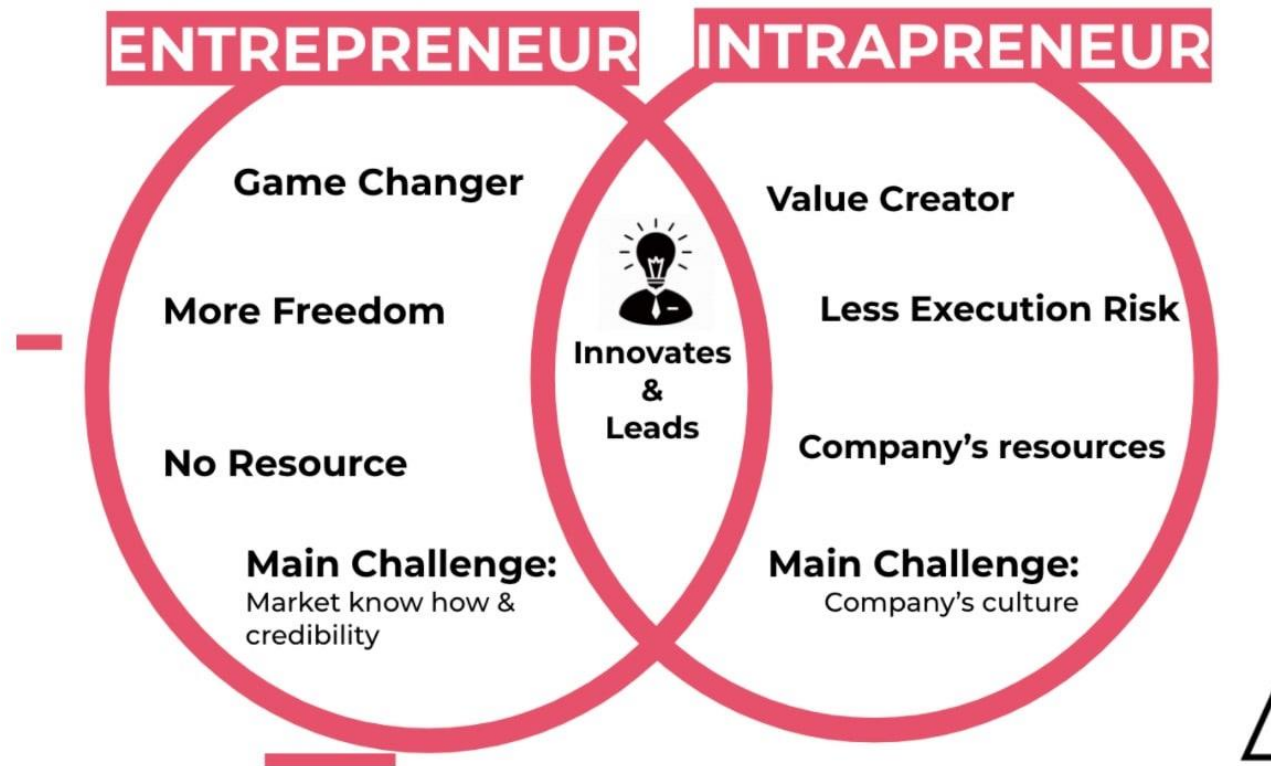


Support and funding solutions:

- educational programs,
- incubators,
- hackathons
- university hubs,
- networking events,
- cluster collaboration platforms

Entrepreneurship vs Intrapreneurship

Entrepreneur refers to a person who set up his own business with a new idea or concept.
 Intrapreneur refers to an employee of the organization who is **in charge of undertaking innovations in product, service, process etc.**





Thank you

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