

SUR PRIS



ZUKUNFTSREISE PHARMA UND BIOTECH, CHINA 2012

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NIOUS

奥地利生物技术与医药企业中国未来之旅
2012年5月20日至26日
北京 - 苏州 - 上海



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Ladies and Gentlemen!

Economic relations between China and Austria are a success story. In 2011 the volume of bilateral trade in goods reached 9.3 billion euros. During the past 10 years we have witnessed an increase in the trade volume between Austria and China of more than five times. China's economy has been growing rapidly over the past years resulting in an increasing demand for Austrian products and services. China has therefore become one of Austria's major partners in trade. In 2011 Austrian exports grew by more than 4 %. We are indeed happy about this result.

Austria has a reputation as a leader in life sciences in the European Union. Austria's capital city Vienna ranks top among the European centers of research and development in life sciences. This extensive know how and expertise make Austrian life science companies highly competitive in the developing Chinese market. In 2010, the Life Science Cluster Vienna counted more than 400 companies of which 99 were biotech and medtech companies that were producing or developing products and processes in these fields, employing more than 9 000 people and generating 1.7 billion euros in sales. Basic research is performed by 22 research institutions, which employ over 14 000 people. This success is underlined by the fact that next year the BIO-Europe 2013, Europe's largest partnering conference serving the global biotech industry, will take place in Vienna.

China experiences high rates of economic growth and is dedicated in improving the quality of life of its citizens as well as to use state of the art products and processes when it comes to medical treatment. Austrian companies have great experience and know how in this field which they are eager to employ together with their partners in China.

Therefore it is my great pleasure to head a delegation of Austrian enterprises to China. I am confident that these companies will enter into successful business relations with their Chinese counterparts to the benefit of both, China and Austria.

Brigitte Jank
President of the Vienna Economic Chamber

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女士们，先生们：

奥地利与中国的经贸关系堪称成功的典范。2011 年两国货物双边贸易额达到 93 亿欧元。过去 10 年里，我们共同见证了奥中两国贸易总量翻了 5 倍的增长。中国经济的强劲增速带动了 中国对奥地利产品及服务日益旺盛的需求。中国也因此成为了奥地利最为重要的贸易伙伴之一。2011 年，奥地利出口增长超过 4 个百分点，对于这个骄人的成绩，我们尤感欣慰。

在生命科学领域，奥地利在欧盟中占有领先地位。奥地利首都维也纳是欧洲生命科学研发活动的重镇。正是这种杰出的先进技术和专业能力，使得奥地利生命科技企业在蓬勃的中国市场上具备了强大的竞争力。2010 年，维也纳生命科技园的入驻企业超过 400 家，其中 99 家为生物或医药技术企业，专注这一领域产品、相关工艺的制造或研发，其从业人员总数超过 9 千人，并创造了 17 亿欧元的年销售额。科技园的基础研究工作由 22 家研究机构、共计超过 1 万 4 千名研究人员承担。事实是成功的最好例证：2013 年，欧洲最大的生物技术行业国际性交流会议 - BIO Europe 将在维也纳举办。

中国在经历经济高速增长的同时，也日益注重提高其国民的生活质量，以及在医疗方面使用与时俱进的产品和工艺。在这些方面，奥地利企业有着丰富的经验和雄厚的实力，同时更愿意与中国合作伙伴分享这些财富。

因此，我非常荣幸率领这一生物科技企业代表团访华。我坚信，这些企业一定能与它们的中方伙伴成功地建立起业务联系，并使其惠及奥中两国。

Brigitte Jank
奥地利共和国维也纳商会主席

INDUSTRY INTRODUCTION

In Austria, the biotechnology sector is viewed as being among the most important key technologies for driving forward new developments, and for developing economic potential. Over the last decades a lively scene of innovative biotechnology companies has put Austria on the European life science map.

Austrian biotechnology is young – the **average company is just seven years old**. Yet the industry has reached a critical mass within a very short period, and has grown into a major economic factor. In 2010, Austrian companies, working either in part with biotechnological methods or committed fully to methods of biotechnology, generated **more than three billion euros in turnover and employ more than 7200 people**. Through stable growth, the significance of biotechnology in Austria is anticipated to grow further in the years to come.

The subsections of 'red' biotechnology, with a focus on active pharmaceutical ingredients, diagnostics, and new therapies, and 'white' biotechnology, which is occupied with biotechnological processes for industry, generate the strongest turnover. Whether red or white, from a geographical perspective biotechnology in Austria has a clear focus in Vienna.

In 2010, expenditure on research and development in dedicated biotechnology companies exceeded the sales figures. This is further evidence of the strong focus on innovation within the industry. In total, the dedicated biotechnology firms **invested 173 million euros** in future products, corresponding to **107% of turnover**.

Investors certainly view biotechnology as a promising future field. Financing in Austrian biotechnology was at high levels in 2010. Funding totalling around **79 million euros flowed into the sector** last year, including funds from venture capitalists, private investors, grants, loans, and other contributions.



行业简介

在奥地利，生物科技被视为推动发展以及刺激经济增长潜能最为关键的技术之一。过去数十载，生机勃勃的创新型生物科技企业奠定了奥地利在欧洲生命科技领域版图中的地位。

奥地利的生物科技行业是年轻的 – **企业的平均历史仅为七年**。然而该行业企业的数量在短短数十载时间内聚少成多，并已经成长为经济发展的主力军之一。2010 年，部分或完全从事应用生物科技产业的奥地利企业共实现了**超过 300 亿欧元的营业额，从业人员超过 7200 人**。基于这种稳定的增长态势，生物科技行业在奥地利的重要地位将在未来更为彰显。

实现该行业收益最为强劲的动力，来源于以活性药物成分、诊断技术与诊疗方法行业为主体的“红色”生物技术以及由生物技术工艺流程产业主导的“白色”生物技术。而无论“红白”，就地域因素而言，维也纳无疑是奥地利生物科技的重镇。

2010 年，奥地利生物科技企业的研发投入超多了其销售总额，**共投入 1.73 亿欧元**用于未来产品的研发，为其**总营业额的 107%**，这再次强有力地印证了创新在这一行业中的重要地位。

生物科技产业的未来被投资人士普遍看好。2010 年奥地利生物科技行业的资本总数达到了高位，而在去年更是吸引了包括风投、个人投资者、补贴、信贷以及其它资本类型在内的**共 7900 万欧元的投资**。

LISAVIENNA – LIFE SCIENCE AUSTRIA VIENNA



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Portfolio:

Life Science Austria Vienna (LISAvienna) is your central contact partner for the areas of biotechnology/pharmacy and medical technology in the city of Vienna.

As a working group of the Republic of Austria and the city of Vienna, we help to ensure that the economic potential of life sciences is used and results in concrete products, improved processes and new services. The focus of our activities is on tailor-made consultation services and supporting innovative companies.

Whether you are an entrepreneur, an investor or a researcher, LISAvienna provides you with essential services in Austria's largest life sciences location:

- Consultation for local companies to increase the creation of value
- International and national marketing for the life sciences location of Vienna
- Qualification measures to pass on expert knowledge in relation to the framework conditions
- Networking to exchange experiences and transfer knowledge
- Obtainment and communication of knowledge in the area of life sciences as a basis for local policy decision-making.

企业概况:

奥地利维也纳生命科技协会（LISAvienna）是您了解维也纳生物、制药与医疗行业的重要窗口和联系人。

作为隶属于奥地利共和国联邦与维也纳市的事务委员会，我们致力于确保生命科学技术在经济潜能得以充分利用，从而推动技术向具体的产品、优化的流程和创新的转化。我们工作的核心，在于量身打造专业的咨询服务，同时为创新型企业发展助力。

无论您是企业家、投资者或是研究人员，LISAvienna都能在奥地利生命科技产业的中心地带向您提供专业的服务：

- 为本地企业提供咨询，使其实现更大的价值
- 在本国与国际范围内宣传维也纳的生命科技产业
- 提供技术转让方面的支持
- 为产业内的经验交流与技术转让提供平台
- 为本地生命科技行业政策的制定进行技术信息收集与共享。

VIENNA SCHOOL OF CLINICAL RESEARCH



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Portfolio:

The Vienna School of Clinical Research was founded in 2000 as international training- and competence-center for clinical research as well as „Health Outcomes Research“. Since then, more than 24 standardised courses in different fields of clinical research and one Master programme (in cooperation with the Medical University Vienna) were developed.

Until today, more than 6000 participants from 90 countries participated in over 400 VSCR-trainings. 150 international lecturers from different specialisations contribute their knowledge and teach up-to-date contents. The VSCR, as non-profit-organisation, aims to offer sophisticated and high-quality education worldwide.

Therefore, we provide - for selected medicines and scientists - scholarships programmes and give them the possibility to attend VSCR trainings. In cooperation with numerous partners of the public, private and academic sector (14 international Universities) the VSCR provides courses all over the world and delivers the same standards like in Vienna.

学校概况:

创办于 2000 年的维也纳临床医学研究学校，是一家临床医学研究以及“健康产出问题研究”方面的国际培训机构。学校创办以来，已先后开设了涉及临床医学各领域的超过 24 门标准课程，以及一个硕士项目（与维也纳医科大学合办）。

时至今日，我校已吸引了来自 90 个国家以上的 6000 多名学员参与到 400 多门培训课程当中。来自不同专业领域的 150 名国际讲师向学员们讲授最尖端的知识。作为非营利组织的维也纳临床医学研究学校，致力于在全球范围内开展尖端且高质量的教育培训工。

因此，我们向经过选拔脱颖而出的医务工作者以及科研人员提供奖学金，让其参加我校的培训项目。维也纳临床医学研究学校凭借与众多来自公共、私立以及学术领域的伙伴的合作，在全球范围内提供具有与在维也纳同等质量标准的培训课程。

HOOKIPA BIOTECH AG



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Business Scope:

Hookipa Biotech is a start-up company founded in Vienna, Austria, in summer 2011. The company's mission is to develop innovative prophylactic and therapeutic vaccines based on its proprietary Vaxwave™ technology.

The Vaxwave™ technology presents a novel vaccine platform based on replication-defective viral vectors. The platform has become recognized as one of the most promising new strategies for next generation vaccines due to its unique strength for stimulating both potent B cell and T cell immune responses. Vaxwave™ has been validated in various disease models and has the potential of opening the field to a wide range of applications including persistent viral infections and cancer.

In October 2011, Hookipa has raised € 7 million from internationally renowned venture capital investors, namely Sofinnova Partners and Forbion Capital Partners. The company currently focuses on the development of its lead vaccine candidate HB101 and plans to further industrialize the Vaxwave™ technology and build a robust pre-clinical product pipeline.

业务领域:

Hookipa 生物技术股份公司是 2011 年夏天创办于奥地利维也纳的朝气蓬勃的企业。基于 Vaxwave™ 专利技术，公司致力于预防性与治疗性疫苗的研发。

我公司的 Vaxwave™ 专利技术，开创了一个基于复制缺陷病毒载体的新型疫苗平台。由于能同时有效刺激 B 和 T 潜能细胞的免疫反应，这一平台代表了新一代疫苗产品的方向。Vaxwave™ 专利技术已经在不同的疾病模型中得到了验证，并具备了被应用于包括持续性病毒感染和癌症在内的更多疾病类型的潜能。

2011 年 10 月，Hookipa 公司吸引了国际知名风投（即：Sofinnova Partners 和 Forbion Capital Partners 公司）的 700 万欧元注资。公司目前正致力于其主打疫苗“HB101”的研发，并计划推进 Vaxwave™ 专利技术的产业化，形成健全的临床前产品开发平台。

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**Business Scope:**

The Zeta-Group with over 200 employees offers as one of the Europe-wide leading companies process technology for biopharmaceutical applications. Zeta delivers individual plants from hightech process equipment over pilot systems to ready-to-use production plants for biotechnical production of agents and pharmaceutical preparation to a bigger part of well-known pharma company groups.

The client is accompanied by Zeta-specialists from the idea to the launch of the plant. Further on Zeta provides planning, fabrication and assembling of client specific bulk systems and related pure media systems and special automation solutions for the delivered process plants.

The modular plants are fabricated in the modern production hall in Lieboch, delivered after successful qualification and trial period and started after installation by qualified expert staff and engineers.

**业务领域:**

Zeta 集团拥有 200 多名员工，是欧洲领先的生物医药生产设备制造商之一。Zeta 集团为众多知名的制药企业提供从高科技处理设备、到操作系统、再到成套生产线等有机试剂和医药制品生产设备。

从了解产品的概念到设备的安装调试，Zeta 公司的专业团队始终给予客户周到的服务。此外，我们还为客户量身设计、制造、安装各种制药生产线，以及这些系统的基础原料洁净设施和自动化方案。

我们现代化的厂房位于奥地利 Lieboch，这里生产的产品模块须经严格的质检和试验，并在出厂后由专门的技术和工程人员为客户安装和调试。

VOGELBUSCH GMBH



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Business Scope:

VOGELBUSCH is a Vienna-based engineering company founded in 1921. Its subsidiary, VOGELBUSCH Biopharma GmbH, serves the pharmaceutical industries since 1990. VOGELBUSCH designed biotechnological production facilities throughout the world for companies like Boehringer Ingelheim, Baxter, Roche, Takeda and many others. VOGELBUSCH covers the whole spectrum from R&D, feasibility studies to design of a facility to running & fully qualified plants. VOGELBUSCH engineers are well acquainted with large and small scale, microbial and cell culture production lines as well as with design of upstream (fermentation & and product isolation) and downstream (purification) production areas and with grey and white utility stations.

For existing facilities, VOGELBUSCH offers plant evaluation and upgrading concepts.

Keyfacts of VOGELBUSCH in summary:

- Proven engineering capabilities developed in long standing relationships with both traditional pharmaceutical companies and custom manufacturers;
- Hands-on experience in the realization of “fast track” projects as designer as well as as manufacturer;
- To shorten erection times for a wide range of biotech pharma facilities, VOGELBUSCH has ample experience with skid-systems process units, which are custom-made and pretested in VOGELBUSCH’s own workshop.

业务领域:

VOGELBUSCH 股份公司位于维也纳，是一家 1921 年创办的技术研发型企业。我们的子公司 VOGELBUSCH 生物医药股份公司从 1990 年开始为医药行业企业服务。VOGELBUSCH 公司为全球众多知名企业，如：Boehringer Ingelheim、Baxter、Roche、Takeda 等设计生物技术产品的生产设备。VOGELBUSCH 公司的业务涵盖了从设备的研发、可行性分析、设计，到设备的运转调试以及工厂最终通过官方验收。我公司拥有一支专业的工程师队伍，十分了解大型、小型、微生物以及细胞培养生产线，同时也精通生物医药企业上游生产区域（即发酵和产品分离工艺区）、下游生产区域（即净化区）的设计以及其它多功能工作站等。

此外，VOGELBUSCH 公司还对现有的生物制药厂房提供评估与升级改造方案。

以下为 VOGELBUSCH 公司主要业绩总结：

- 基于与传统生物医药企业以及其它客户间持久合作关系的可靠工程研发能力；
- 通过众多“快速通道”项目的设计与生产工作所积累的实践经验；
- VOGELBUSCH 公司的滑动处理单元，能缩短众多生物医药生产设施的安装时间，这一产品可按客户需求量身打造并在交付前经我公司进行测试。

MARINOMED BIOTECHNOLOGIE GMBH



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Business Scope:

Marinomed is discovering and developing innovative anti-viral and immunological treatments.

Marinomed has devoted its discovery and research efforts to the evolution of MAVIREX, a technology platform for the development of therapies that target more than 200 different respiratory virus strains.

MAVIREX is based on polymers derived from red seaweed and the first polymer of this platform, Carragelose© is a unique broadly active anti-viral compound for treating respiratory diseases. It has been approved for marketing in the EU as part of an anti-viral nasal spray for the prevention and treatment of common cold.

Further novel anti-viral products derived from MAVIREX against e.g. Influenza are currently being developed.

In addition, the Company develops novel treatments against Type I allergy and autoimmune diseases.

Marinomed is located in Vienna, Austria and was founded in March 2006 as a spin-off from the Veterinary University of Vienna.

业务领域:

Marinomed 公司致力于抗病毒和免疫疗法的探索与研究。

Marinomed 公司的探索与研究，是对 MAVIREX 技术的延伸。MAVIREX 是一个针对 200 多种呼吸道病毒治疗方法研发的技术平台。

MAVIREX 技术基于从红藻这一物质中衍生的高分子聚合物群，其首要聚合物名为 Carragelose©，是治疗呼吸道疾病的高度活跃抗病毒物质。作为一款预防或治疗普通感冒的鼻腔喷雾产品的成分之一，这一物质已在欧盟获得准入许可。

基于 MAVIREX 技术平台的更多新型抗病毒产品正在研发中，以用于治疗流感等疾病。

此外，我公司还致力于研发治疗 I 型过敏反应和自身免疫性疾病的新方法。

Marinomed 公司位于奥地利维也纳，于 2006 年从维也纳兽医大学分离，成为独立企业。

BWT AG
BWT - BEST WATER TECHNOLOGY (SHANGHAI) CO. LTD.



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Business Scope:

BWT Pharma & Biotech is the No. 1 supplier of clean utility (purified water, water for injection, clean steam) generation plants for the pharmaceutical industry in Europe and a global leader with over 1000 installations worldwide. BWT is Europe's leading water technology group with 2.800 employees in 70 subsidiaries, with strong focus on R&D.

In China, BWT Water Technology (Shanghai) offers design, manufacturing, commissioning and validation of water systems.

Our scope of supply comprises

- pretreatment units for city water, multi media and activated carbon filtration or ultrafiltration units
- the following make-up step, consisting of our RO+EDI system OSMOTRON PRO, or – in case the water is mostly needed for the feed of WFI and PS production also 1 or 2 stage RO systems with a capacity up to 20.000 l/hr.
- Our MULTITRON multi-effect WFI stills with a production capacity of up to 15.000 l/hr.
- Our VAPOTRON pure steam generation systems
- Our unique COMBITRON combined WFI and PS generation system
- CIP systems

Nearly all big players in the pharmaceutical industry are our customers. Besides, we are a major supplier for Chinese companies which passed through FDA or international GMP audits, but recently we supply more and more Chinese companies which want to comply with the new Chinese GMP.

业务领域:

BWT 倍世集团医药与生物技术业务部是欧洲最大的医用净化发生装置（净化水、注射用水、纯蒸汽）供应商。同时也是这一领域的市场领头羊，全球总装机量超过 1000 台。BWT 倍世集团是欧洲领先的水处理技术企业，共有 70 个分支机构及 2800 名员工。公司十分注重研发工作。

集团在中国的子公司倍世水技术（上海）有限公司提供水处理系统的设计、制造、调试与监测的解决方案。

我们的产品范围包括以下方面:

- 市政用水预处理单元、多介质过滤器、活性炭以及超渗透单元
- 多款补充产品：RO+EDI 反渗透和连续电除盐系统和 OSMOTRON PRO 纯化水机；适用于注射用水或纯蒸汽 1 至 2 生产阶段的 RO 反渗透系统，处理能力可达 2 万升/小时
- 我公司的 MULTITRON 多效注射用水发生机处理能力可达 1 万 5 千升/小时
- VAPOTRON 纯蒸汽发生系统
- 我公司独创的 COMBITRON 注射用水与纯蒸汽一体机
- CIP 就地清洗系统。

我公司的客户包括了众多知名制药企业。此外，我们也是许多通过美国食品药品监督管理局 FDA 或 GMP 审核的中国公司的主要供应商。随着业务的发展，越来越多希望通过中国 GMP 审核的企业也逐步成为我们的客户。

ASSIGN GROUP



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Business Scope:

The Assign Group, an international pharmaceutical drug development service enterprise with ~200 employees, supports pharmaceutical development from preclinical to clinical development. Our broad expertise in the entire development process and experience in all stages of product development will reduce your development time and support your project to become a success. Our particular expertise comprises clinical trials in vaccination, various oncological diseases, antibody development, autoimmune diseases, cardiovasculars and advanced therapies (personalized medicine, somatic cell therapeutics).

Assign Group offers a “One-Stop-Shop” for all pharmaceutical development needs with highest quality and ethical standards to ensure for our clients the best possible services and products. We offer our comprehensive services worldwide – and have local points of contact and knowledge right where you need it.

业务领域:

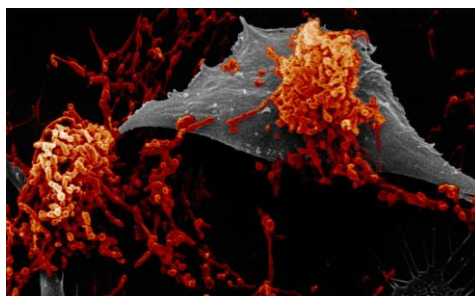
Assign 集团是一家国际化的药品研发服务企业，拥有近 200 名员工。我集团为制药企业的从临床前期至临床阶段的研发工作提供支持。我们在制药领域产品研发各个阶段的经验能显著缩短研发时间，为您企业的成功助力。我集团在如下方面更是具备雄厚的实力：接种疫苗、各种肿瘤疾病、抗体、自身免疫性疾病、心血管疾病和各种先进疗法（个体化疗法、体细胞疗法）。

Assign 集团为医疗行业客户各种研发需求提供高质量并符合医药伦理标准的“一站式”服务。我们的服务遍布全球，在您需要的地方，我们将为您答疑解惑。

MYCOSAFE DIAGNOSTICS GMBH



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Business Scope:

Mycosafe is a GMP-certified company and one of the few suppliers worldwide specialising in mycoplasma biosafety assurance and prevention control of cell lines and biological and biopharmaceutical products, including vaccines and cell therapy medicinal products. With its long experience and in-depth scientific and regulatory expertise in all areas of Industrial Mycoplasma, Mycosafe represents a centre of excellence for GMP-compliant quality control mycoplasma testing and related R&D, validation, consultancy and educational services. It focuses in particular on the stringent mycoplasma biosafety requirements of the international regulatory authorities and the individual project needs of its customers in the biopharmaceutical and biotechnology industry.

业务领域:

Mycosafe 是一家拥有 GMP 认证的企业，专注于支原体的生物安全保障、细胞株的预防控制以及包括疫苗和细胞治疗药物产品在内的生物产品和生物制药产品。公司是以上相关产品在全世界范围内的少数供应商之一。凭借其在支原体技术工业领域的长期经验和深入的科学和监管专业知识，Mycosafe 已发展成为支原体技术工业领域的卓越代表，能提供符合 GMP 质量控制标准的支原体测试及相关研发、验证、咨询和培训服务。公司在生物制药和生物技术行业尤其重视国际监管机构关于支原体生物安全的严格要求以及客户针对个别项目提出的需求。

APOSCIENCE AG



APOSCIENCE AG
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Business Scope:

- The Healing Power from Within -

APOSCIENCE AG is a development stage biopharmaceutical company in the fields of regenerative medicine and diagnostics based in Vienna. The technology of Aposcience exploits the potential of conditioned media from peripheral white blood cells. Lead product APO-1001 (Aposec) is prepared from cells made apoptotic through irradiation and is prepared in a proprietary process from donor venous blood.

Beneficial effects have been found in disease relevant models of acute and chronic myocardial infarction as well as in wound healing and stroke. The company is developing a GMP compliant manufacturing process in collaboration with the Austrian Red Cross. Pilot clinical trials are planned in the indications diabetic foot ulcers and congestive heart failure.

In the diagnostic area, Aposcience has identified the heat shock protein Hsp27 as a promising biomarker for early detection of COPD and lung cancer, which can also be used for patient stratification.

业务领域:

-从内部获取治愈力量-

APOSCIENCE 股份公司是一家尚处于发展阶段的生物制药公司，其总部设在维也纳，主要涉足于再生医学和诊断领域。公司技术是利用白血细胞的介质功能。主导产品 APO-1001 (Aposec) 经过专有的制作工艺，抽取体静脉血液中的细胞，辐照凋亡后制作而成。

对急性和慢性心肌梗塞、伤口愈合和中风等相关疾病的治疗已有显著效果。公司正在与奥地利红十字会合作开发一个符合 GMP 标准的生产过程。试点临床试验计划主要针对适应症糖尿病足溃疡和充血性心脏衰竭。

在诊断方面，APOSCIENCE 已将热休克蛋白 Hsp27 确认为能用于发现早期慢性阻塞性肺病和肺癌的具有发展潜力的生物标记，并用于细分致病源。

AVIR GREEN HILLS BIOTECHNOLOGY AG



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Business Scope:

AVIR Green Hills Biotechnology AG is an Austrian biotechnology company with its headquarters in Vienna. AVIR develops innovative biopharmaceutical vaccines, medicines and diagnostics. The current product portfolio of AVIR Green Hills comprises vaccines against influenza (deltaFLU®) and tuberculosis (VecFLU®) as well as therapies for a variety of cancers such as cervical cancer and skin cancer (MeIVIR® and OncoFLU®).

The most advanced product is deltaFLU, a novel intranasal vaccine against seasonal or pandemic influenza, which showed an excellent safety and immunogenicity profile in several clinical phase I and II trials. The vaccine is generated by a reverse genetics method and is manufactured in cultured cells in a modern and efficient process. Based on several advantageous properties of the vaccine, deltaFLU is potentially much more effective than conventional vaccines.

业务领域:

AVIR Green Hills 生物技术股份公司是一家奥地利生物技术公司，其总部设在维也纳。AVIR 以开发研制创新生物制药疫苗、药品和诊断产品为主。目前由 AVIR Green Hills 开发研制的成熟产品有流感疫苗 (deltaFLU®)、肺结核疫苗 (VecFLU®) 以及治疗如宫颈癌和皮肤癌等多种癌症的药物 (MeIVIR® 和 OncoFLU®)。

最先进的产品是用于对抗季节性和流行性感冒的新型疫苗鼻滴 deltaFLU，已在临床 I 期和临床 II 期的试验中显示出良好的安全性和免疫原性。该疫苗是通过反向遗传学方法，在培养细胞中生产的，其制造工艺现代而高效。基于此种疫苗的先进属性，deltaFLU 绝对有可能比传统疫苗更有效。

ZANGER BEWEGT

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Business Scope:

Dr. Georg Zanger, a graduate of the Universities of Vienna and St. Gallen, is the head of zanger bewegt, a law boutique in Vienna, specialised in Commercial Law, Merger & Acquisition, Intellectual Property, Competition, Copyright, Telecommunication and Media Law. He acts as legal council for many international companies establishing a subsidiary in Austria. Because of its recognition in Austria and sustainable international network zanger bewegt offers efficient judicial help in cases of company foundation and Merger & Acquisitions. Moreover, Dr. Zanger has legally advised telecommunication companies particularly with regard to the liberalisation of the telecom market in Austria, especially concerning Anti-Trust matters. He has published numerous books and articles in juridical journals. Besides, he taught at the Universities of Salzburg and Vienna. Since 2007 Dr. Zanger has successfully established an international network, including Chinese lawyers, government agencies and companies. His engagement has entailed in the foundation of the "Austrian-Chinese Business Association" (ACBA) which aims to strengthen economic relation between China and Europe.

业务领域:

位于维也纳的 zanger bewegt 律师事务所的负责人 George Zanger 博士毕业于奥地利维也纳大学与圣加仑 (St. Gallen) 大学。

Zanger 博士主攻商业法，以及整合与并购、知识产权、商业竞争、著作权、电信以及媒体等方面的法律事务，是众多在奥地利投资的跨国公司的法律顾问。我律所凭借良好的认可度以及广泛的国际网络，为众多企业的设立、整合与并购个案提供了法律援助。

此外，Zanger 博士还在奥地利电信业自由化过程中，为众多企业提供了法律援助，尤其是在反垄断个案方面。他撰写了多部法律书籍，并在众多法律刊物上发表过文章，同时还在维也纳与萨尔茨堡大学任教。

2007 年以来，Zanger 博士建立起一个国际网络，此网络包含了中国的律师、政府机构以及企业。Zanger 博士还积极投身于 ACBA 奥中商业协会的事务，为中欧经济事务联系贡献力量。

CARGO-PARTNER GMBH**Headquarters:**

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cargo-partner Logistics (China) Limited

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E: cnsa@cargo-partner.com**Business Scope:**

Established in 1983, cargo-partner is a dynamically growing, mid-sized specialist for transportation and integrated logistics with particular strength in overseas solutions. Being a family owned company, our business model is based on personalized and global partnership with and for our clients. The cargo-partner group is present worldwide with more than 100 own offices and about 2,350 employees in 27 countries. cargo-partner opened its first office in Greater China in 2004 and is now present with 10 own offices.

Local operational excellence, delivered by best logistics professionals, and innovative systems and solutions, create competitive advantages for our customers, through optimized cargo and information flow. We seek economical and ecological sustainability for our customers and ourselves.

The task of shipping pharmaceutical and biotechnological products and substances is an especially delicate one because of the sensitivity of products' temperature range. Nevertheless we are glad to take this challenge! Therefore we have established dedicated and well trained healthcare specialists inside the cargo-partner network. Furthermore the Competence Center Pharma guarantees a smooth supply chain within the transport process.

业务领域:

家族企业 cargo-partner 欧展国际成立于 1983 年, 业务范围涵盖了世界各个角落, 为客户提供一个流畅的物流供应链解决方案。全球 27 个国家里, 员工超过 2350 人并分布在全球 100 多家直属的分公司里。不论公司大小, 和所有的客户建立起一个强大而且灵活的伙伴关系。毋庸置疑, cargo-partner 欧展国际和其联营公司使用最先进的技术和依靠电子商务来进行每日的商务活动。

为发展欧洲和中国之间的空运海运业务, cargo-partner 欧展国际 2004 年在大中华区成立了第一家分公司, 迄今为止已拥有 10 家分公司。国际货运/物流公司 cargo-partner 欧展国际希望在未来的三到五年内成为连接欧洲大陆和中国地区的主要货运服务供货商; 承办海运、陆运、空运进出口货物、国际展品、私人物品及过境货物的国际运输以及代理业务。

医药和生物技术产品和原料的运输任务, 尤其因为产品的温度敏感性以及各国政府制定的相关法案条例差异, 需要特别细致的物流服务。然而, 我们荣幸地地迎接这个挑战! 为此我们在 cargo-partner 欧展国际网络内已经建立了敬业, 训练有素的医疗物流专家队伍, 为满足医药生物客户特殊需求提供顺畅、全方位的供应链管理。

BIA SEPARATIONS GESMBH



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Business Scope:

Founded in 1998, BIA Separations www.biaseparations.com/ is a European company that manufactures new generation of proprietary separation (purification) columns. The Convective Interaction Media (CIM®) technology enables the purification of Mabs, viruses, viral vaccines and vectors, and other large molecules not possible by other technologies. The company also provide customers with best possible biochromatographic solutions used throughout: drug development, semi-prep and industrial-scale processes.

Some of successfully competed projects include:

- Development of analytical columns for large biomolecule separation for Agilent: www.chem.agilent.com/en-US/PressReleases/Pages/PRCA08038.aspx
- In partnership with Boehringer Ingelheim co-development of plasmid DNA purification process: www.boehringer-ingenheim.ca/news_releases/2005/2005-03-14.asp
- In partnership with Avir Green Hills Biotechnology co-development of flu and bird-flu vaccine production processes: www.in-pharmatechnologist.com/Materials-Formulation/Novel-FluVacc-vaccine-enters-Phase-I-trial

业务领域:

BIA Separations 公司创办于 1998 年，是欧洲新一代色谱（分离）柱产品的供应商。我公司的高交联媒介技术 (CIM®)，可以用于分离单克隆抗体(mAb)、病毒、病毒疫苗、传染媒介以及其它通过别的技术手段无法分离的大分子物质。此外，我们还向客户提供各种用途的生物色谱技术解决方案，包括：药品研发用途、实验用途以及工业化生产试验用途。

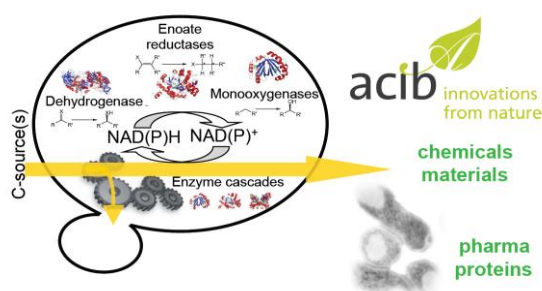
我们的部分成功案例如下：

- 为 Agilent 公司研发大生物分子分离分析柱。详见：www.chem.agilent.com/en-US/PressReleases/Pages/PRCA08038.aspx
- 与 Boehringer Ingelheim 公司共同研发质粒 DNA 分离工艺流程，详见：www.boehringer-ingenheim.ca/news_releases/2005/2005-03-14.asp
- 与 Avir Green Hills 生物技术公司共同研发流感与禽流感疫苗生产工艺流程，详见：www.in-pharmatechnologist.com/Materials-Formulation/Novel-FluVacc-vaccine-enters-Phase-I-trial

ACIB - AUSTRIAN CENTRE OF INDUSTRIAL BIOTECHNOLOGY



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Business Scope:

The Austrian Centre of Industrial Biotechnology (ACIB) is a competence centre linking the scientific and technological expertise of seven universities and about 30 company partners. Applying and adapting the tools and concepts of nature for industrial production, ACIB translates basic academic research to industrial implementations by our industrial partners.

More than 170 ACIB researchers are active in more than 30 research projects. The main research fields are Biocatalytic Synthesis, Enzymes and Polymers, Cell Design and Engineering, Protein Design and Engineering, Bioprocess Engineering, Metabolic Modeling, Synthetic Biotechnology.

The Austrian Centre of Industrial Biotechnology is supported by BMWFJ, BMVIT, Styria, Vienna and Tyrol and carried out in the framework of the COMET programme (Competence Centers for Excellent Technologies). The COMET programme is managed by the FFG.

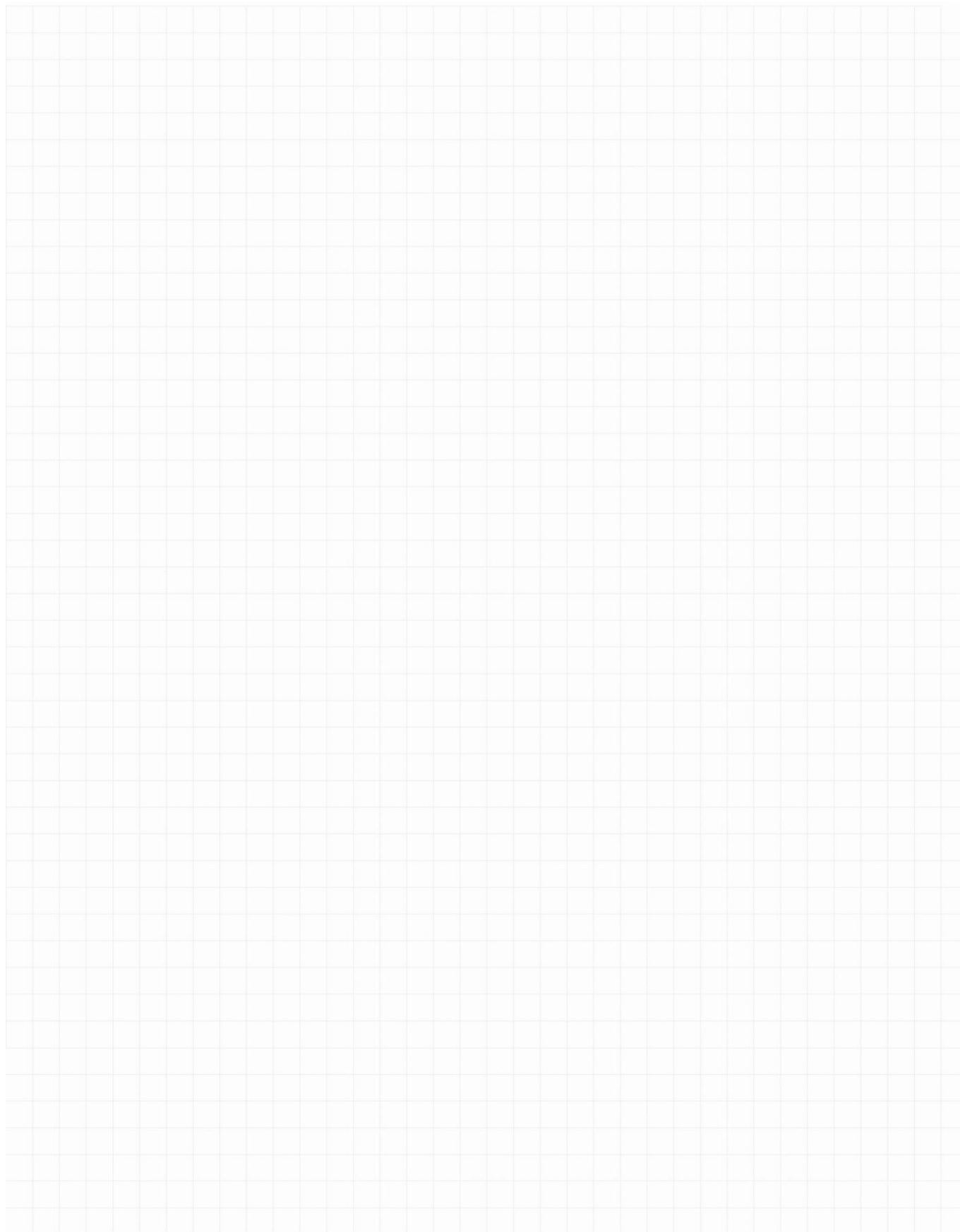
业务领域:

奥地利工业生物技术中心 (ACIB) 致力于把 7 所大专院校的科研成果与近 30 家合作企业进行对接。ACIB 从工业化生产和概念的本质出发, 通过我们的伙伴企业实现基础性研究成果的产业化。

超过 170 名 ACIB 研究人员活跃于 30 多个研究项目。主要研究领域为: 生物催化合成、生物酶、高聚物、细胞工程、蛋白质工程、生物加工技术、新陈代谢建模以及合成生物技术。

奥地利工业生物技术中心受到奥地利联邦经济、家庭与青年事务部 (BMWFJ)、奥地利联邦交通、创新与技术部 (BMVIT)、奥地利施泰尔马克州 (Styria)、维也纳市 (Vienna) 以及奥地利蒂罗尔州 (Tyrol) 支持, 并在奥地利研究促进署 (FFG) 的 COMET (高端技术能力中心) 项目的框架内运作。

NOTES

A large, empty grid of small squares, typical of graph paper, intended for taking notes. The grid consists of approximately 25 columns and 40 rows of squares.

