



BioGenesis The Euro-Indian Health Cluster

# BioTrack NEWS

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## EDITORIAL



## BioGenesis

The Euro-Indian Health Cluster

A competitive bio-cluster is a concentration of interconnected businesses, universities and research centers, that aim to develop synergic, market oriented, collaborative projects in a

pre-determined geographical area. This strategy has proven to be effective in numerous countries in pushing innovation, employment and "aura" in the area.

Hyderabad, with innumerable first class universities, research centers, science parks, SMEs and large companies, with the support of the local authorities and institutions deserves to be represented at the national and international level.

BioGenesis, the Hyderabad-based health cluster is aiming to be on-par with its European and other foreign counterparts.

BioGenesis, a non-profit organization, aims at integrating and developing synergies between all partners and developing new innovations in the healthcare services.

BioGenesis focuses on drug discovery, medical diagnosis, manufacturing small molecules and biologicals, translational medicine, regenerative medical techniques, and plans to increase knowledge, innovation, international R&D collaborations, international investments and export capabilities of its members.

BioGenesis will organize meetings/workshops with the objective of promoting networking between key players in the field of life sciences including companies, universities, research centers, hospitals, clinical laboratories, investors, national authorities and organizations.

I am proud to be associated with this initiative and am honoured to be nominated as founding President.

Members, actors and sponsors hope to develop BioGenesis rapidly so that it is soon considered as the pioneer in India, and as a credible partner for all other clusters, research centers, enterprises, and institutions in Europe and in the World.

BioTrack is the newsletter of BioGenesis health cluster published every 2 months.

Prof. Olivier BLIN  
Founding President.

## INTERVIEW

**Mr. Matthieu Vis - Business Development Manager Life Sciences- Provence Promotion – France, Marseille**



**BioTrack : What is Provence Promotion?**

**Matthieu VIS:** Provence Promotion is the official inward investment agency for the Marseille-Provence region in the South of France.

We provide free assistance to companies relocating to and/or developing their activities in this mediterranean region, one of the fastest-growing in France and a strategic destination for biotechnology companies.

Our enterprise creation program, "Start in Provence", is supported by a network of 150 members and a dedicated taskforce.

As a result of this program, we have been able to assist approximately 100 innovative start-up projects since 2003 and even have received an award from the French Press Association.

In the biotechnology field, Provence is the n°2 region in France for research and is home to world-renowned academic laboratories such as the Marseille Luminy Immunology Center (CIML) and the Paoli-Calmettes Institute for cancer research. It also has one of France's most concentrated networks of hospital/university structures and is the site for numerous clinical trials, with the presence of leading companies such as Innate Pharma, Ipsogen, Supersonic Imagine and Trophos.

Together with IT and cleantech, biotechnology is one of the top three sectors displaying growth in Provence.

Overall, Provence Promotion provides assistance to more than 80 business projects (creation, acquisition, joint-venture, development...) each year.

The Provence Partnership is your unique partner for setting up and developing your business in Provence.

**BioTrack : Why have you come to Hyderabad?**

**Matthieu VIS:** You're probably aware that France and India are increasingly eager to develop their economic relationships on a bilateral basis.

The biotechnology and IT sectors account for the major part of each country's investment in the other.

India has become a very strategic market for the biotech sector and France is the second-largest pharmaceutical market in Europe.

France is also the number two destination for BRIC (Brazil, Russia, India, China) outward foreign direct investment (FDI) and India accounts for a large part of that investment.

In India, Hyderabad is a leading hub for the biotech industry, thanks to its recent investment in high-tech infrastructure, such as the Knowledge Park, the Biotech Park and Genome Valley, plus incentives such as the Special Economic Zones (SEZ's) for biotech companies and the presence of major players such as Novartis, Dr. Reddy's Labs, Shantha Biotech, Sudershan Biotech and Bioserve, Vimta, ICRISAT, Sipra Labs to name but a few.

What's more, our Euro-biomed biotech cluster has signed a strategic agreement with the Hyderabad-based association FABA with a view to increasing exchanges and cooperation between the two structures and their members.

In addition, Professor Olivier Blin, Euro-biomed board member, has opened an office in Hyderabad to represent our cluster in India.

#### **BioTrack : What results do you expect from this visit?**

**Matthieu VIS:** The primary goal of Provence Promotion's visit to India is to introduce its services to Indian companies and build relationships for future business cooperation.

Provence Promotion's principal service offer involves guiding Indian companies the launch of their operations in France, finding markets for their services and assisting them in identifying business partners with which they can create synergies.

In a first step, we have tried to identify Hyderabad biotech firms interested in expanding their activities in Europe and have used a business matchmaking approach to bring together companies in Provence and Andhra Pradesh.

#### **BioTrack : What do you think these meetings will bring?**

**Matthieu VIS:** Mainly, we're aiming to foster Provence-Andhra Pradesh business ties and scientific cooperation in the biotech sector.

In the long term, or perhaps even in the mid-term, we would like Provence to become a focal point for greenfield investment by Hyderabad companies and investors.

#### **BioTrack : Do you plan to come back to Hyderabad?**

**Matthieu VIS:** We will definitely come back next year, given the response we've had from the Hyderabad companies and organizations.

The BioAsia in Hyderabad, in February 2011, could be the ideal time for a repeat visit to Hyderabad, this time with a delegation of Provence entrepreneurs.

Read more : [www.theprovencepartnership.com](http://www.theprovencepartnership.com)

#### **PROVENCE PROMOTION**

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### **Company Overview**



#### **DENISCO Chemicals**

DENISCO Chemicals is a custom synthesis company based in Hyderabad, India. Its primary activity is the process development of organic compounds and projects involving contract development.

Incorporated in 1996 with French equity participation, Denisco produces fairly complex building blocks for the pharmaceutical, agricultural and other specialty sectors. It manufactures over 250 different products involving a diverse portfolio of chemistry: halogenations, organo-metallic chemistry (including Suzuki couplings), oxidations, alkylations, reductions etc...

The 25,000 sq.ft area manufacturing site is staffed by over 45 people, many of whom are devoted to new product development. Its facilities can deliver from 10 Kg to metric tonnes.

Stringent quality maintained by its quality control and quality assurance department, Denisco has adopted the Integrated Quality Management Systems of cGMP and ISO 9001:2008.

Its customer base is located in North America, Europe, India and Japan and includes both large pharmaceutical and specialty companies and high technology start-ups.

Read more : <http://www.denisco.com/>

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### **Short Snippets**

#### **Rs 10,000-crores fund for drug research**

The central government is planning to set up a Rs.10,000/- Crore venture capital (VC) fund to support drug discovery and research. The fund will come up under the PPP model, with the government contributing 15% of the total fund size.

Read more:<http://www.business-standard.com/india/news/centre-plans-vc-fund-for-drug-research/401254/>

#### **The battle over gaining control of Parkway Holdings, Singapore's largest healthcare provider, has intensified.**

Fortis, along with its promoters — Delhi-based Singh brothers (Malvinder and Shivinder) — launched a \$3.21-billion (Rs 10,600 crore) counter bid to wrest control of Parkway Holdings from rival

suitor, Malaysian sovereign fund, Khazanah Nasional.

Read more: <http://timesofindia.indiatimes.com/business/india-business/Fortis-counters-Khazanahs-bid/articleshow/6117560.cms>

### What's next?

#### 3rd EuCheMS Chemistry Congress Chemistry - The Creative Force

**Location:** Nürnberg, Germany. – **Date:** 29 August - 02 September 2010

COST will participate in the 3rd EuCheMS Chemistry Congress in Nürnberg which will present the latest research in the core topic areas of chemistry, feature multidisciplinary programming, and highlight chemistry's impact on society. The Congress will bring together chemical and molecular scientists from industry, academia and government institutions across Europe and from around the world. The vendor exhibition will include leading companies showing their latest innovations in chemistry and related fields. This Congress is organised under the auspices of the EuCheMS, the European Association for Chemical and Molecular Sciences.

Read more: <http://www.cost.esf.org>

#### Natural Products Chemistry, Biology and Medicine III

**Location:** Acquafredda di Maratea, Italy. – **Date:** 05 - 10 September 2010

Natural products continue to inspire researchers from many scientific disciplines. The unique architectures and biological activities associated with many of nature's small molecules are pushing the frontiers of several areas, including natural products isolation and biosynthesis, total synthesis, medicinal chemistry, and discovery biology.

#### SOUTHWEST ONCOLOGY GROUP FALL MEETING (SWOG)

**Location:** Chicago (Estados Unidos) – **Date:** October 20-23, 2010

Read more: [http://www.fonem.com/agenda/Salud/SOUTHWEST-ONCOLOGY-GROUP-FALL-MEETING-%28SWOG%29-2010\\_5005.html](http://www.fonem.com/agenda/Salud/SOUTHWEST-ONCOLOGY-GROUP-FALL-MEETING-%28SWOG%29-2010_5005.html)

### NOV 2010

#### Global Investor Meet in collaboration with the Confederation of Indian Industry (CII)- (Hyderabad, November 12-13, 2010)

The objective of the event is to showcase various investment opportunities in the province of Andhra Pradesh to global investors from across the world. The proposed meet will provide a forum to explore opportunities of mutual interest for collaboration, strategic alliances and business development in multiple sectors like IT & ITES, manufacturing, food processing, infrastructure, urban development and many other sectors.

A high powered advisory committee was formed bringing together the best of corporate world and senior officials of Government of Andhra Pradesh to provide necessary inputs for a successful conduct of the event.

### DEC 2010

#### EU-India Cluster event, promoting research, innovation and

#### industrial cooperation between European and Indian clusters, (New Delhi, India, 1er Decembre, 2010) for the 13th TCI Annual Global Conference on Competitiveness, Innovative Clusters and Prosperity – Legacy for Children

The objective of the EU-India Cluster event is to stimulate and facilitate global outreach of European and Indian clusters through:

- Increasing mutual awareness on cluster policies, development methods and management practices
- Fostering cooperation between research, innovation and industrial clusters in Europe and in India
- Facilitating in Europe and in India access to and contact with the appropriate stakeholders and understanding of their respective research, innovation and industrial environments.

### FEB 2011

#### BioAsia 2011 : The Global Bio-business Forum, February 20-24, 2011 at HYDERABAD, India

BioAsia is an annual event active since 2004, assisting biotech and biopharmaceutical industry to create new business partnership, academic collaborations and for exploring and sharing resources. The event is organized by Federation of Asian Biotech Associations (FABA) with the support of Government of Andhra Pradesh, All India Biotech Association (AIBA) a university of Hyderabad

Read more [www.bioasia.in](http://www.bioasia.in)

### Biogenesis Online

We are now online so make sure you visit us at [www.biogenesis.in](http://www.biogenesis.in)

Our website aims to provide you with the information about the association, the services available including the soft-landing, the network and also allows you to become a member online.

We take this opportunity to invite you to visit our website and join us as a member; would you have any questions you can mail us the same or fill in the contact form and we shall revert as soon as we can.

Read more: <http://www.biogenesis.in>

### Scientific New and Insights

#### Souped-up antibody fends off HIV

An antibody that can block more than 90% of strains of HIV-1, the most common form of the disease, has been discovered using a method for fishing specific proteins out of the blood. The findings, published on 8th July in Science, could be used for vaccine design, researchers say.

Read more : <http://www.nature.com/news/2010/100708/full/news.2010.341.html>

#### European Medicines Agency public consultation on ethical and good clinical practice (GCP) aspects of clinical trials conducted in third countries

The European Medicines Agency has published a draft 'Reflection



paper on ethical and GCP aspects of clinical trials of medicinal products for human use conducted in third-world countries and submitted in marketing authorisation applications to the EMA'. The reflection paper is part of the agency's overall strategy on the acceptance of clinical trials conducted in third-world countries. Highlighting the need for co-operation between international regulatory authorities, the paper proposes a series of measures to ensure a robust framework for the oversight and conduct of clinical trials, no matter where in the world investigators' sites are located and patients are recruited.

The document is available on :  
<http://www.ema.europa.eu/Inspections/docs/71239709en.pdf>

### European Corner

#### 2nd Biotechnology and Healthcare Euro-regional meetings, 1st & 2nd July 2010, France, Montpellier



For the second time, the "Rencontres Eurorégionales des Biotechnologies et de la santé" (Biotechnology and Healthcare Euro-regional meetings) organized by the European Biocluster Eurobiomed et Biomeridies with the support of the South European Bio

Cluster has been on 1st and 2nd July 2010 in Montpellier. This meeting combines conferences, business meetings and demonstrations to facilitate contacts and business between innovative companies, major players and research centres in the fields of biotechnology and healthcare. 470 participants attended the meeting from different countries.

Read more : <http://www.euro-biotech-sante.com/>

#### European Medical Devices Workshop : November 25-27, 2010 - France, La Ciotat, Marseille Provence Métropole



Under the authority of EUROBIOMED (competitiveness cluster of emerging pathologies and orphan diseases), European Medical Devices Workshop (EMDW) is the European workshop for biomedical devices. EMDW is a private yearly seminar inviting for the third time in November 2010, some seventy

European experts in medical research, industry and ruling of MDs. These guests will be selected by an international scientific council and play an important part in evaluating and establishing rules for MDs within the European Commission, national authorities, research centers or within notified bodies ...They will exchange information concerning innovation, evaluation and regulation with persons acting on the industrial field (SNITEM, European Syndicates of MDs, or private companies, such as ABBOTT, BBRAUN, Baxter, Boston Scientific, Edwards, Intervascular, J&J, Medtronic or SORIN, etc..). This seminar is not based on a conventional congress but on workshops and meetings which will mostly deal with the prior art in

innovation, evaluation and application of medical devices, so as to anticipate mutations and be able to express proposals on measures to be taken. It will deal with consensual agreement and action feasibilities, methods enhancement and improvement of services performed by health technologies.

The EMDW 2010 program is available on  
<http://www.emdw.org/pre-programme.html>

### Social life in Hyderabad

#### 14 July: Republic Day in France

Some events have been organized in Hyderabad for the french community: The Alliance Française of Hyderabad, Goethe-Zentrum of Hyderabad, the French Consulate, the German Consulate, Hyderabad Western Music Forum and Seagrams with the support of the French Embassy in India presented JAZZ CONNECT. François Jeanneau, a French saxophonist, along with Uli Lenz, a German pianist stepped onto the platform to create a musical symphony. (Saturday, 10th July Taj Krishna)

More events organized by The Alliance Française of Hyderabad are on: <http://hyderabad.afindia.org/>

#### Life in Hyderabad By Mr. Matthieu Vis (Provence Promotion)

"My visit in Hyderabad didn't leave much time for leisure and sightseeing, but I really enjoyed the Muslim bazaar near Charminar where I found some colourful bangles for my 4 year old daughter: she likes now to dress like an Indian princess..."

I also had some good time in the well-known bar in Hyderabad: 10 Downing Street where you can mix good traditional Hyderabad food with some local beers. Word of caution; Don't go there for your business meetings, the music is quite loud!"

**We look forward to you joining us as a Member...**



### BioGenesis

The Euro-Indian Health Cluster

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