



20
19 | ANNUAL
ACTIVITY
REPORT

ABOUT US

Bio4Dreams is an entirely privately funded certified incubator fully dedicated to very early stage innovative startups in Life Sciences.



INDEX

President's statement	2
Our 2019	4
Business Nursery	6
Startups	8
Grant Office	10
Communication	12
Network	14
Innovation Circle	16
Locations	18
Additional information	20

PRESIDENT'S STATEMENT

“Just three words to describe 2019 for Bio4Dreams and its team: growth, cohesion and integration.”

Laura Iris Ferro
President



Integration of people, institutions, companies and local ecosystems around a shared vision: the creation of an international hub for scientists, researchers and startups in Life Sciences, able to foster the growth of innovative projects, shortening their time to market.

Growth

The energy created by our team in 2019 allowed us to achieve tangible results, strengthening and expanding our presence throughout several territories nation-wide.

We shared and executed our vision together with 18 new public and private strategic partners.

We analysed 195 entrepreneurial projects and early-stage startups, selecting 28 for the preliminary phase of analysis. Out of these startups, 7 have been presented to the investment committee and 6

entered our incubation programs, tailored to each startup's needs, in order to increase their value and overcome their most pressing issues.

In addition, last September we became the first Italian privately funded certified incubator for innovative startups in very early stage to be entirely dedicated to Life Sciences.

Cohesion

Motivated by this recognition and led by humility, pragmatism and passion we worked hard within local ecosystems – such as Universities, Research

Centres, Venture Capital funds and Companies – to build and share an effective model for selecting and promoting entrepreneurial projects across highly complex and heterogeneous areas such as biotech, medtech and pharma.

Local ecosystems represent one of the cornerstones in our development. It is with this principle in mind that in 2019 we opened two new sites in Trieste and Genoa and are now planning the opening of a new one in 2020 in Villa Guardia.

In addition, we consolidated our presence at the University of Pécs, Hungary.

Integration

The daily work with our partners enabled us to structure sustainable business pathways – built on strong technical and scientific basis – which take into consideration each project's strengths and weaknesses in order to design the best way forward towards the market.

Last year showed us that we are not alone in this journey: regions like Liguria, Friuli, Trentino, Toscana and Campania are ready to cross their borders and add their strength to ours, sharing their resources and innovation.

This scenario led Friulia and Istituto Atesino di Sviluppo (ISA) to become shareholders of Bio4Dreams, investing 500k euro each last December.

Furthermore, we have been recognized as "pioneer" at MIND - Milano Innovation District, the new city of science, knowledge and innovation – located where Expo 2015 took place – and we signed a partnership with Lendlease, the multinational construction, real estate and infrastructure company which is driving the MIND project execution.

The choice of MIND as our central and strategic location is ideal for our development and mid-term positioning t.

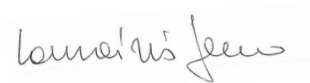
We are committed to work in this

direction and already at the beginning of 2020, we will launch a new Bio4Dreams site at Palazzo Italia – followed by the inauguration of our offices within the Mind Village.

Another fundamental step is our participation to the European Science Open Forum (ESOF) 2020 in Trieste, a city where we are already quite active and that will be home to the new Trieste Convention Center, one of the designated Innovation Circle locations.

In short, we are proud to be contributing to the consolidation of a new and already quite real Life Sciences ecosystem.

We work to make our "dreams" come true.



Laura Iris Ferro

President

February 5th 2020

2019 MILESTONES

18
NEW
SIGNED
PARTNERSHIPS

6
NEW
INCUBATED
STARTUPS

4
COMPLETED
STRATEGIC
PROJECTS

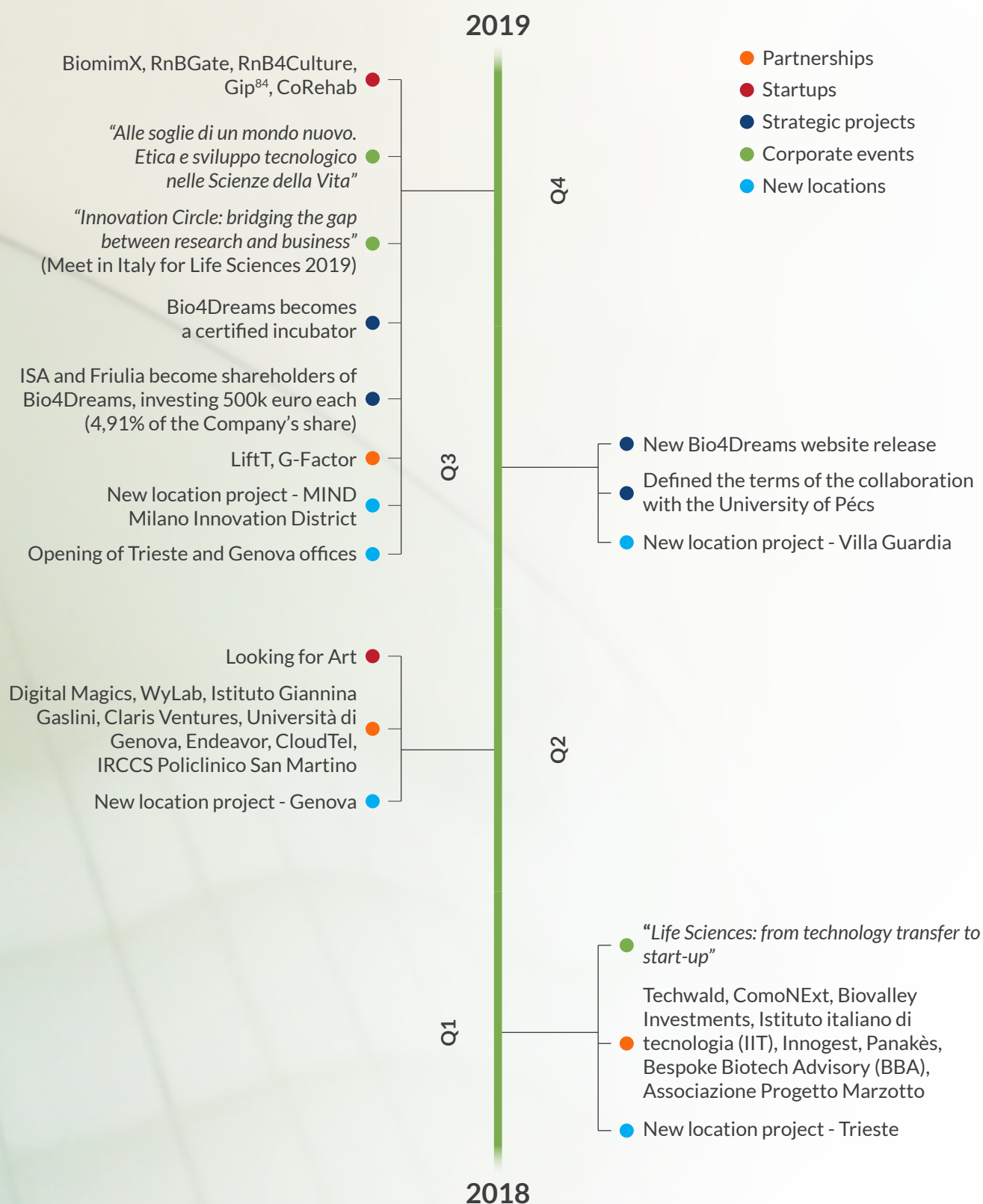
3
CORPORATE
EVENTS

2
NEW
OPENED
LOCATIONS

COMPARISON

Projects	till 2018	2019	Tot.
Partnerships	14	18	32
Startups	7	6	13
Strategic projects	1	4	5
Corporate events	2	3	5
Locations	5	2	7





BUSINESS NURSERY RESULTS

200

EVALUATED
PROJECTS

28

SELECTED
PROJECTS

7

STARTUPS
PRESENTED TO
INVESTMENT
COMMITTEE

6

NEW
STARTUPS
LAUNCHED

COMPARISON

Projects	2018	2019	Tot.
Evaluated	140	200	340
Selected	15	28	43

Startups			
Presented to IC	5	7	12
Launched	4	6	10

IC: investments committee



“Team, competitive advantage, IP, market, development and ecosystem fit. These the pillars of our startups.”

During 2019, Bio4Dreams' Business Nursery team focused on optimizing its scouting, evaluation and selection processes for entrepreneurial and startups projects.

In detail, the **six key analytical parameters** – team, competitive advantage, IP, market, development and ecosystem fit – have been refined, adjusted and shared with startups and partners.

This evaluation method, key asset of the Business Nursery, coupled with a

growing synergy with industrial, technological, clinical and financial partners, led to an increase in the number of evaluated startups and projects (+43% than 2018) and to a significant improvement in terms of quality and depth of analysis. This considerable qualitative improvement is best represented by the fact that as many as **21% of projects selected during the evaluation phase entered an incubation program at Bio4Dreams.**



NETWORK STARTUPS



4F Biotech develops innovative products and screening platforms to contrast the inflammatory processes which underlies fibrosis.



BiomimX is a pioneer in the generation of predictive models of human organs and pathologies that will revolutionise the way to test drugs.



BrainDTech has developed a diagnostic approach for brain disease through microRNA pattern analysis in microglial microvesicles.



CoRehab proposes medical solutions based on wearable sensors and interactive software that allow professionals to measure patients' activities.



ePhood is the first cloud-based platform designed to collect and analyse patients' phenotypic and genotypic data and promote healthier eating and lifestyle habits.



Gip⁸⁴ provides legal and corporate advisory to innovative startups and SMEs in Life Sciences.



I-Vasc has developed a minimally invasive medical device for varicose veins treatment.



Looking for art develops, promotes and markets artworks by young artists, acting as a community and as a bridge between them and the adult world of Art.



RnB Gate develops and sales new digital platform based on emerging technologies to create new business models or evolve pre-existing ones.



RnB4Culture promotes the knowledge transfer related to the cultural and artistic heritage of users, leveraging digital technologies.



VillageCare is the first Italian online orientation platform which support the caregivers of elderly or not self-sufficient people.



WonderGene

WonderGene has developed the first portable genetic analysis laboratory for quality control, food safety and species identification.

GRANT OFFICE RESULTS

17
SUBMITTED
PROPOSALS

8
FINANCED
PROJECTS

7,2 M€
TOTAL
CONTRIBUTIONS
non-refundable

1,4 M€
CONTRIBUTIONS
TO OUR NETWORK
non-refundable

COMPARISON

Projects	till 2018	2019	Tot.
Submitted	50	17	67
Financed	17	8	25

Contributions (€)*			
Total	64M	7,2M	71,2M
To our network	5,2M	1,4M	6,6M

*non-refundable

“The growth of the Grant Office through successful national and international projects.”

The most relevant aspect of 2019 was the expansion of Bio4Dreams' network, which brought the Grant Office in contact with several new and innovative Institutions active in the world of research and development: from newly established startups to research and clinical hospitals and international research centers.

Throughout the year, the Grant Office had the opportunity to work with many passionate researchers on interesting and demanding projects, facing several organizational challenges which led to **the refinement of internal working methodologies, and to the evolution of the operating structure** in order to quickly and appropriately respond to incoming requests. Among the successes

obtained at national level we want to highlight those obtained for the **"MY EYE" and "Pain Re-LIFE" projects in the call "HUB Ricerca e Innovazione Regione Lombardia"**. These **two projects, classified in 2nd and 8th place respectively**, involved two companies of the network: BrainDTech S.p.A. for "MY EYE" and IMS - Istituto di Management Sanitario for "Pain Re-LIFE".

At an international level, we want to underline the following strategic projects: **"INNOCORE", Erasmus + Program, financed by the European Commission and "DIANA", ERC - Proof of Concept call for proposal**. The network companies involved in the two above mentioned initiatives were Sanipedia S.r.l. alongside Bio4Dreams S.p.A. for the first one and Neuro-Zone

COMMUNICATION RESULTS

8,1k

WEB
USERS

1,35k

SOCIAL MEDIA
FOLLOWERS¹

23,4k

PAGE
VIEWS

193,7k

TOTAL
REACH

COMPARISON

Website	2018	2019	Δ
Users	4,4k	8,1k	+83%
Page views	17,1k	23,4k	+37%

Social media ¹			
Followers	585	764	+31%
Reach	122,4k	193,7k	+58%

Δ: percentage difference
¹Facebook, LinkedIn, Twitter





“Creative, structured and intuitive: an effective and accessible communication for everyone.”

This motto has been the starting point that jumpstarted a **whole restyling of Bio4Dreams’ contents**, which culminated in the release of the new corporate website, far more agile and intelligible, together with the activation of an educational editorial plan alongside the corporate one.

The efficacy of this strategy has been proven by a **sharp increase in social media followers** (+146% on an average basis) **and website visitors** (+83%) compared to last year results. These results are paving our way forward for 2020.

3
CORPORATE
EVENTS

>500
HOSTS AND
PARTICIPANTS

“Trento, Trieste and Genova: the milestones of our innovation.”

In Trento we faced the **journey from an entrepreneurial idea to the launch of a new startup in Life Sciences**. In Trieste we introduced Innovation Circle for the first time, a physical space where this journey gains consistency thanks to a joint effort of the main innovation players. In Genova we opened **a debate on the ethical**

aspects of the technological revolution and established a permanent committee dedicated to this topic. Distinguished guests, researchers, startups, entrepreneurs and academics contributed to this passionate journey sharing their professional and human experiences.

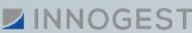
NEW PARTNERSHIPS

18
NEW
PARTNERS

32
TOTAL
PARTNERSHIPS

COMPARISON

Partners	2018	2019	Tot.
Innovation hubs	6	5	11
Incubators	2	5	7
Industry	6	3	9
Investors	-	5	5
	14	18	32



“Nurturing the right partnerships creates the ideal environment for startups growth.”

A key strength of Bio4Dreams is its ability to include and work alongside selected partners across the value chain of innovation in Life Sciences. In addition to the 14 ongoing partnerships, **18 new collaborations have been signed during 2019.**

Among these partners: **Universities and Research Centres** like Università di Genova, BIC Incubatori FVG, Istituto Giannina Gaslini e Istituto Italiano di Tecnologia (IIT); **Venture Capitals** firms like Innogest, Claris Venture, Panakès e Biovalley Investments; startups

Incubators and Accelerators like ComoNExt, Digital Magics, G-Factor e WyLab; **Advisory Companies** like Endeavor, LiftT, BioValley Investments, TechWald, CloudTel e Bespoke Biotech Advisors (BBA).

Such a significant and diverse network, on one hand, offers startups an ecosystem which eases the dialogue and interaction with potential industrial and synergistic players, and on the other hand, it quickens and optimises Bio4Dreams’ scouting and evaluation activities.



INNOVATION CIRCLE



“Rethinking technology transfer.”

A clear limitation to the traditional technology transfer approach in Life Sciences is the lack of direct involvement of key stakeholders across the value chain of innovation during the very initial phases of the transfer process.

However, promoting a synergistic collaboration between different players in the pre-competitive space – **by engaging them in the selection of promising startup projects and in the definition of their development plans** – would offer them a greater opportunity to steer the course of innovation towards their desired direction, while optimizing resources.

This idea is at the basis of

Innovation Circle, a strategic project presented by Bio4Dreams during the Meet in Italy For Life Sciences 2019 in Trieste.

Innovation Circle is a physical space where **the main stakeholders of the technology transfer value chain** – Universities, Research Centres, Innovation hubs, Incubators, Accelerators, Industry, Investors and Associations – **join their effort and work together**, side by side, pooling resources, networks and skills **to enhance and boost the most promising Life Sciences projects**.

At first, the initiative will focus on five core topics: therapeutics, diagnostics, medical devices,

regenerative medicine and artificial intelligence (AI) for healthcare.

Within Innovation Circle partners will be able to meet periodically, **share their early-stage ideas in these core areas**, select the most promising ones and pool the best expertise and resources to **optimize and boost projects development and technology transfer processes**.

Innovation Circle will be located at MIND - Milan Innovation District starting in the beginning of 2020 and later at the Trieste Congress Center.

Locations

MILANO

MIND – Milano Innovation District
Via Cristina Belgioioso 171
20157 Milano

TRIESTE

Convention Center di Trieste
Porto Vecchio, Magazzini 27 e 28
34132 Trieste

Partners



17 OTTOBRE 2019 | 9:00-10:30

Molo IV, Punto Franco Vecchio Magazzino - Trieste

INNOVATION CIRCLE: BRIDGING THE GAP BETWEEN RESEARCH AND BUSINESS



OUR LOCATIONS

MILANO
Legal site



BRESSO
Openzone



MILANO
MIND



OPENING
2020



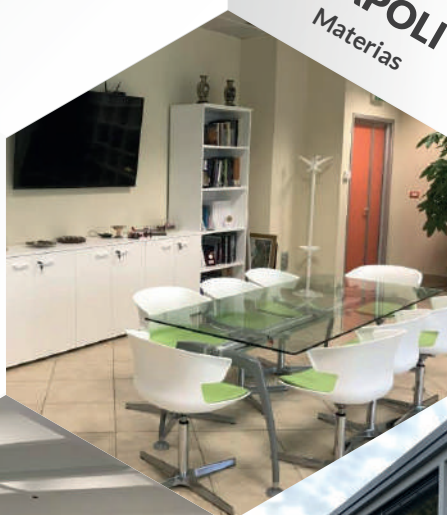
SIENA
Toscana Life Sciences



NEW

GENOVA
IRCCS Policlinico San Martino

NAPOLI
Materias



VILLA GUARDIA
Area Pharma Biotech

OPENING
2020



TRENTO
Polo Tecnologico



NEW

TRIESTE
BIC incubatori FVG



WHERE TO FIND US

COMPANY LOCATIONS

BRESSO

Openzone
Via Ludovico Ariosto 21
20091 Bresso (MI)
+39 02 37902240

GENOVA

IRCCS Policlinico San Martino
Largo R. Benzi 10
16132 Genova

MILANO

MIND – Milano Innovation District
Via C. Belgioioso 171
20157 Milano

MILANO (LEGAL SITE)

P.le Principessa Clotilde 4/A
20121 Milano

NAPOLI

Materias
C.so N. Protospisani 50
80146 Napoli

SIENA

Toscana Life Sciences
Via Fiorentina 1
53100 Siena

TRENTO

Polo Tecnologico
Via dei Soltieri 38
38121 Trento

TRIESTE




BIC Incubatori FVG
Via Flavia 23/1
34148 Trieste

VILLA GUARDIA

Area Pharma Biotech
P.zza XX Settembre 2
22079 Villa Guardia (CO)

COMPANY INFORMATION

For further information about Bio4Dreams, its network or any activities mentioned in this document, please visit our website, bio4dreams.com, write to info@bio4dreams.com, or follow us on social media:

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make science, think business.

