

PRIVATE EVENT
INVITATION ONLY

Bio4Dreams

The Business Nursery for Life Sciences

February 22, 2018 – 4:30 PM

Auditorium MUDEC – Via Tortona 56, Milano

16:30 – **Registration and Welcome Coffee**

17:00 – **Greetings to Participants** – Chairman Prof. Anna Gervasoni

17:10 – **Greetings from the Minister of Health** – Min. Beatrice Lorenzin*

17:20 – **The biotech framework in our Country: comparison of different points of view**

- Role of the innovation ecosystem in Life Sciences in Italy's growth and competitiveness – Dr. Riccardo Palmisano – President Assobiotec
- Venture Capital's point of view – Dr. Fabrizio Landi – Founder and Managing Partner Panakes
- Universities and Research Centers' point of view – Prof. Alessandro Quattrone – Director CIBIO Centre for Integrative Biology – Trento
- Industry's point of view – Dr. Fabrizio Renzi – Director Innovation, University and Research – IBM Italy

18:15 – **Bio4Dreams: the new incubator of innovative startups in Life Sciences**

- Introduction – Dr. Laura Iris Ferro – President Bio4Dreams
- Bio4Dreams: need, mission, vision – Dr. Pietro Conti – CEO Bio4Dreams
- Case study: BrainDTech – Dr. Fabio Bianco CEO BrainDTech – Dr. Emanuel Delamarche Precision Diagnostics at IBM Research – Zurich
- Case study: Immagina Biotech – Dr. Max Clamer

19:20 – **Conclusions**

19:30 – **Aperitivo** – Innovation Center, MUDEC

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*presence to be confirmed

make science, think business.



Bio4Dreams is launched, the new incubator for innovative startups in Life Sciences

The first of such realities in Italy to be entirely privately funded and focused on Life Sciences

Milano, February 22nd 2018 – Bio4Dreams, officially established in September 2017, is the first Italian incubator focused on Life Sciences, born entirely from private investments. Bio4Dreams stems from the decades-long experience of its management team in launching innovative startups in the biotech field. Already strong of three companies constituted, 12 developing entrepreneurial projects and another 5 in pipeline, ready to be launched in 2018.

Bio4Dreams is the answer to the ever-growing gap between research, almost entirely operated within academia, and industry.

Bio4Dreams speaks to both, innovation generators (universities, research centers and companies working in biotech, pharma and medical devices), and single researchers – scientists who need the tools to launch their own entrepreneurial idea. Thanks to a 6-months program of personalized acceleration, followed by 2-3 years of incubation, startups have access to a whole ecosystem, entirely dedicated to strategic market positioning.

In Bio4Dreams, startups can find a distinctive set of skills such as management, patenting, technical-scientific assessment, finance and market positioning, with substantial experience in the Life Sciences sector, as well as a cohesive, multidisciplinary team, whose commitment is to the provision of the needed support and stability during a company's first steps.

The strong points of Bio4Dreams are modularity and personalization of the incubation programs. Through the employment of common and validated methodologies, each incubated startup receives only the exact combination of competences, spaces and resources it requires. While it can benefit from a vast international network, allowing scientists to validate their work on a global stage, a crucial step to accelerate growth and market positioning.

*“A singular feature and strength of Bio4Dreams – says **Pietro Conti, Bio4Dreams’ CEO** – lies in its position as a third-party subject. On the one hand, in respect to institutional structures, traditionally marked by excessive bureaucratic laces and blind to certain market needs, and on the other hand, independent from venture capitalists and investment funds, fixed on medium-term returns. Bio4Dreams is free to weight each project objectively, in light of both scientific and market considerations, choosing what best integrates with the existing ecosystem and with the innovation requirements in the biotech and medtech sectors”.*

According to **Fabio Bianco, Scientific Director of Bio4Dreams**, *“Bio4Dreams arises to meet the needs of four different players: universities, generating a great deal of intellectual property, but struggling to properly transfer it and extract value from it. Pharma and biotech companies who, in a fragmented world such as that of Life Sciences, often have a hard time screening projects to understand which ones will actually be relevant on the market. Investment funds who, on the other hand, may in some cases lack the adequate expertise to assess technologies, still at a very early stage of development. And finally young researchers,*



who often have brilliant ideas, which fail to express their potential due to an efficient ecosystem to support them.”

*“Young research are the core of our initiative – explains **Laura Iris Ferro, president of Bio4Dreams** – because it is people who make a difference. We want to give them the chance to measure themselves in the real world. To journey together on a road that is both long and winding, as much as it is marked with achievements, leading from a lab desk, to capital, market and eventually results. Challenges are welcome, here at Bio4Dreams, we believe it is the right time to develop an innovative model, supporting the growth in a field where Italy hasn’t always had a strong culture: biotech.”*

*“The launching of Bio4Dreams is a promising signal for all new entrepreneurial initiatives, who now have a counterpart on whom they can rely on in order to innovate, grow and turn an idea into an innovative business. – says **Anna Gervasoni, general director AIFI and president of HIT** - Our market is not great in size yet, but it is so in quality: Italian actors who are consolidating a position in the supply chain in support of technological startups, represent a unique chance for our entrepreneurial system. Thus, our commitment is, first of all, to foster and expand a network encompassing technology transfer offices, incubators, accelerators, investors, seed funds, angels, venture capitalists and corporate venture capitalists”.*

According to **Fabrizio Renzi, Technology, Innovation, University and Research Director at IBM Italia:**

“Shortening the value chain and the time needed to go from scientific ideas to their development in research labs and to the creation of practical applications that solve everyday problems, is one of the most pressing challenges of modern society. This stands for all branches of science and is an ever-growing need in every industry. Bio4Dreams represents an operative tool that is not only able to reduce the gap between research and business in Life Sciences, but also to act as a real catalyst for technical and scientific skills and practical results. This makes Bio4Dreams interesting and unique”.

*“The Italian biotech landscape for Life Sciences is mostly comprised of small and micro companies, who run the risk of not being able to take the opportunities offered by open innovation models that, to date, have only rarely been able to attract world-class venture capitalists. The rise of new incubators that are able to welcome ideas, nurture them and get them closer to the market, is a trend that must be encouraged. Especially considering that, to date, 80% of R&D activities are conducted outside company labs. – Concludes **Riccardo Palmisano, President of Assobiotec Federchimica**, the Italian association for the development of biotechnologies.*

Bio4Dreams is member of Assobiotec Federchimica and AIFI, has its registered office in Milano and its operative headquarters in Bresso (MI), in the scientific campus Openzone. In the near future, there will be new operative branches in the biotech area of Villa Guardia (CO), and in Trento, integrated with HIT (Hub Innovazione Trentino) and with strong synergies with **CIBIO - Centre for Integrative Biology**. Another site will be established at the **San Diego BioLabs**. Finally, Bio4Dreams holds numerous strategic partnerships, and other agreements under negotiation, with national and international content providers (universities and research centers). Last but not least, Bio4Dreams has recently signed an industrial partnership with **IBM Italia**.

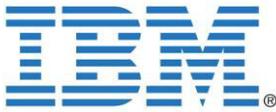
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