



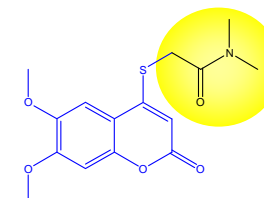
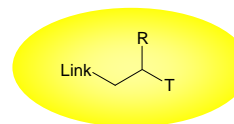
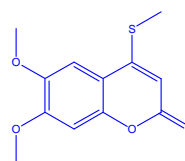
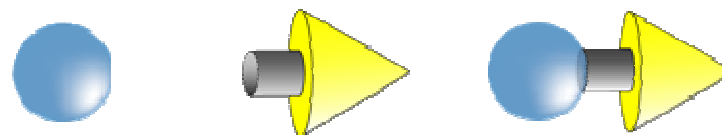
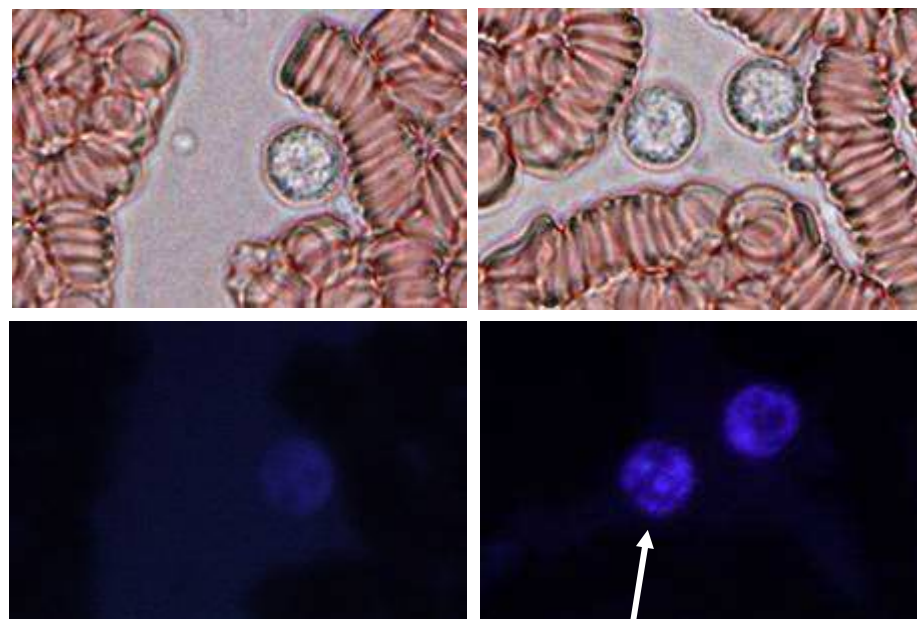
## Synovo GmbH

- Founded March 2004
- Hybrid services/drug discovery firm
- Purchased assets of Sympore GmbH, via a loan from a Pharmaceutical company
- Cash positive in 2004 and profitable since
- Growth rate 2005-2007 ca. 100% p.a.
- 2 compounds in development
- 2 technologies in licensed





- Targetting inflammatory cells
- Drug optimisation for Crohn's disease / IBD
- Multi-disciplinary
- First EU project for most partners
- Goal to get a compound into the clinic
- 1.4 M from the EC tax payer



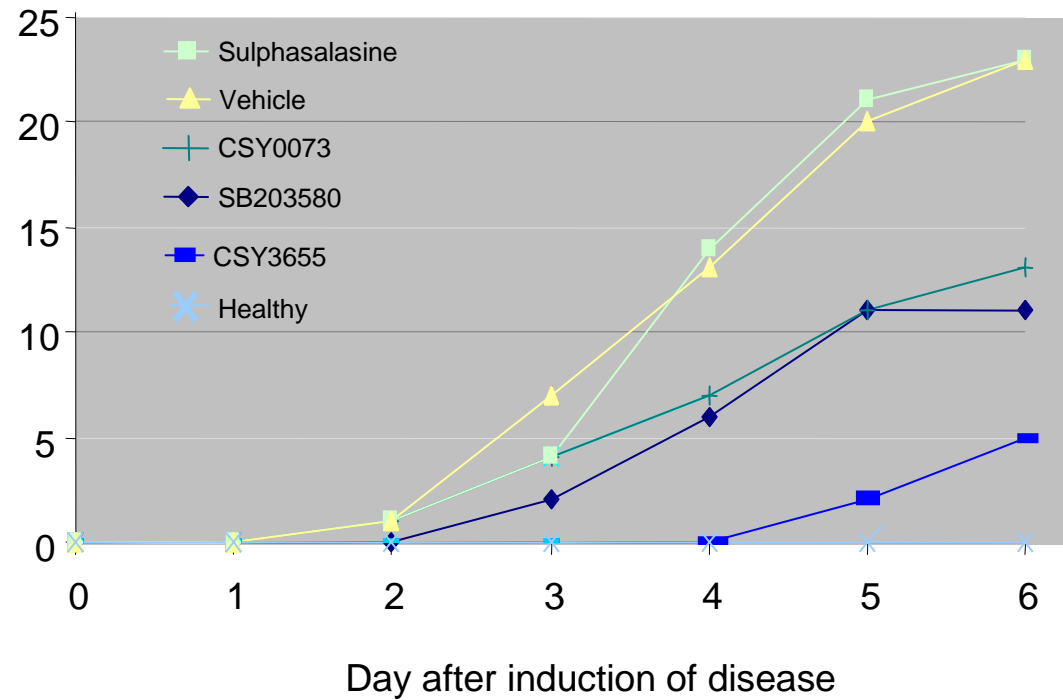
Brussels, 29.01.2010





- Two candidates for the clinic emerge
- Considering foundation of a spin-out
- Follow-up project Kinaccept funded

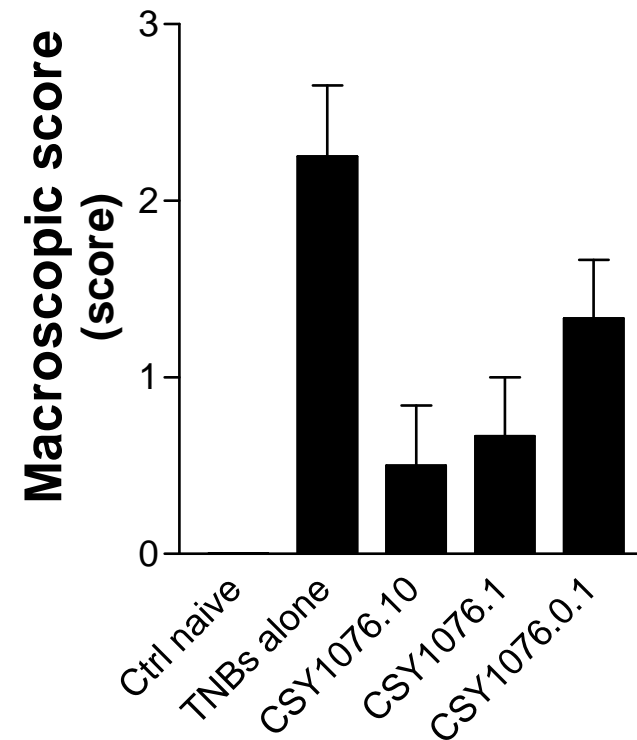
### Inflammatory bowel disease model Diarrhoea score





- Two candidates for the clinic emerge
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## Mucosal damage





## Experience made – plus side

- Generally, a strengthening of our overall position
- We ran it like a company
- Focused on getting to product
- Tasks were often quite unrelated to partner's normal research
- Required us to send materials and results in many directions at once
- We gained friends all over Europe through the project
- We started a small business activity in the Czech republic as consequence of our learning in the project





## Experience made – down side

- Significant costs as well as benefits
  - We incurred a €70.000 tax bill following the change in balance sheet required by EU finance officer
- Discipline in project execution a major issue
  - everyone highly motivated but new tricks take some learning
- We still carry significant patent costs as a consequence
- Reporting burden for the other SMEs was greater than their perceived value from the project





## Recommendations for other SMEs and EC

### Structure and management

- Consortia are like companies so why not make incorporation part of the application process?
- Keep work packages and goals simple
- Do not expect specialists to necessarily be easily won over to multi-disciplinary work
- Value collaborative skills – bring these people into a project for that very reason





## Recommendations for other SMEs and EC

### Intellectual property

- Consider having a patent attorney as a partner
- Costs continue long after the project and can be as much as the amount received for the work
- EPO should accord a special status to applications arising from EC funding:
  - no fees,
  - no expiry while not actively prosecuted

