

As part of the city of Nantes' candidature for a University Hospital Institute

(Institut Hospitalo-Universitaire, IHU),

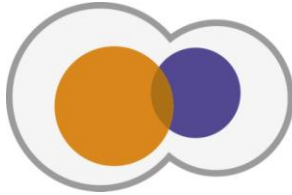
the Nantes IHU is resolutely focusing on biomedical innovation and economic development:

- ✓ *Several significant collaboration agreements with Novartis, Roche, LFB, the Grimaud group and Cellectis.*
- ✓ *Longstanding collaboration with the Atlanpole Biotherapies cluster's biotech companies.*
 - ✓ *€30 million in investment over 5 years already secured.*
 - ✓ *Target: the creation of 12 biotech companies over the next 5 years.*
- ✓ *Innovation-focused governance, with ambitious but realistic technology transfer and research exploitation objectives.*
- ✓ *A significant increase in the number, size and international scope of the biotech companies within the IHU's boundaries.*

Nantes (France), February 23rd, 2011. The French government's tender for University Hospital Institutes (Instituts Hospitalo-Universitaires, IHUs) emphasizes the research exploitation, innovation capacity and return on investment that candidates will have to demonstrate. The city of Nantes' candidature - entitled the "European Center for Transplantation and Immunotherapy" (TSI-IHU) - meets all these conditions and has federated local technology transfer and research exploitation stakeholders around its innovation-focused program. All the IHU's business development, innovation projects and private-public partnerships are now being coordinated by Professor Magali Giral (Scientific Manager of the DIVAT patient cohort/biological resource center and recently appointed as the IHU's Biomedical Innovation Director) and Jean-François Balducchi (Chief Executive of the Atlanpole cluster and the IHU's Economic Development Director). The two coordinators will draw on the combined expertise of Atlanpole and the tech transfer offices at Nantes University Medical Center and the University of Nantes. The IHU's researchers have a strong tech transfer culture and a proven track record in the field, with over 30 patents, 9 spin-outs created the last 10 years, over 200 high-qualified employees and nearly €48 million in funding raised between 2005 and 2009. The future interregional technology transfer company "SATT Ouest Valorisation" (championed by the Universities of Nantes, Angers, Le Mans and Rennes) will underpin this initiative.

"The IHU's know-how, fundamental research platforms and pre-clinical and clinical facilities are unique in France. By joining forces, the region's existing development teams will enable us to rapidly transform scientific discoveries into innovative products and services." commented Atlanpole Chief Executive Jean-François Balducchi. *"The innovation model promoted by the IHU has been running in Nantes for almost 20 years now; it's founded on spinning out biotech companies on the basis of new scientific knowledge. These privately funded start-ups serve as the vehicles for the initial steps in economic development. If a company grows, it can be floated on the stock market (as was the case for Vivalis) in order to raise funds and fuel further growth on its own or it can sign an alliance with a big pharma company for the final steps in product development. This research exploitation model is at the heart of the pharma industry's R&D strategy and is being deployed worldwide in drug discovery. In France, Nantes is certainly up there with the leaders!"*, he added.

Within the framework of the official IHU tender, the first collaboration agreements have been signed with multinational pharma companies (including Novartis and Roche), local authorities (the Pays de Loire Regional Council and Nantes Metropolitan Council), the French Muscular Dystrophy Association (*Association Française*



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contre les Myopathies, AFM), the French cystic fibrosis charity *Vaincre la Muco'* and the biopharmaceutical companies LFB and Grimaud group. The list is growing, in view of the many biotechnological applications of the IHU's work - particular on stem cells, the development of a breed of pig for medical use in cornea and pancreatic islets transplants of type I diabetes (a European new joint project- collaboration with the Grimaud group and Hypharm), gene and cell therapies more generally, diagnostic tests in personalized medicine and, lastly, telemedicine for monitoring transplant recipients. These applications will have major medical and economic impacts over the next five years.

The IHU's 1,200 staff (including 225 lab researchers and 148 clinical researchers), 9 SMEs (with over 200 employees) and the collaborating pharma companies are already fully committed to this dynamic new initiative which, in combination with the IHU's investment support, is expected to generate significant outputs in the next five years:

- ✓ the development of an innovative biotherapy for immunoregulation.
- ✓ with a potentially global market.
- ✓ creation of several high-potential biotech companies.
- ✓ increased export sales growth for the SMEs involved in the IHU.
- ✓ 30 patents and their corresponding licensing agreements.
- ✓ reinforced collaboration with the pharmaceutical industry.

"Investment of nearly €30 million over 5 years has already been secured", emphasized Professor Magali Giral, the IHU's Biomedical Innovation Director. She went on to say that "The IHU's cutting-edge research projects will represent a total budget of €130 million in the 4-5 years following the institute's creation, with half of this sum likely to be sourced from the private sector. The IHU initiative is well and truly underway!"

About the Nantes IHU project

The Nantes University, Nantes University Hospital, the Nantes National Veterinary School (Oniris), Nantes urban area and the region Pays de la Loire intend to create a University Hospital Institute (*Institut Hospitalo-Universitaire*, IHU) called the "European Centre for Transplantation Sciences and Immunotherapy". This patient-centered translational research project is focused on curing diseases by the transplantation of organs, cells and genes and by opening up new frontiers in regenerative medicine, with a strong unifying bond: immunology. The TSI-IHU project (led by Professor Jean-Paul Soullou and involving over 1000 staff) is establishing itself as Europe's leading program in the transplantation sciences, Europe's busiest centre for kidney transplants and leading pancreas transplant centre and one of the most visible places in gene and cell therapy in France (in collaboration with the AFM). The TSI-IHU project combines clinical laboratories (5 joint INSERM and INRA/university units), Nantes National Veterinary School and university groups. For the first time in Europe, TSI-IHU brings together research groups working on not only organ and hematopoietic cell transplantation but also new frontiers in transplantation: allo- and xenogenic cells and "gene drugs". The project envisions the creation of new companies and over 800 highly qualified jobs. Key partnerships have been signed with biotech firms (9 of which were founded within the IHU's boundaries) and leading pharmaceutical groups including the Grimaud group, LFB, Roche and Novartis.

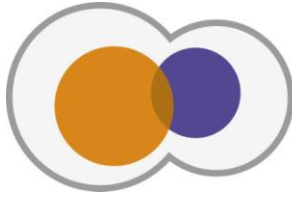
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