Vantage Points as an IMI Consortium Member

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BIO-Europe
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Berlin
Disclaimer

Dr. Stefan Beyer is employed by Vibalogics as managing director
Service provider for innovative product developers
Focus on infectious and replication competent viruses and bacteria
Vibalogics delivers Clinical Trial Material

PRODUCTS

Vaccines
Oncolytic Viruses
Gene Therapeutics
Viral Gene Vectors
Bacterial Gene Vectors
IMI Ebola Call November 2014

Brussels, 6 November 2014
“The European Commission and the European pharmaceutical industry are launching today a €280 million call for proposals under the Innovative Medicines Initiative (IMI)

- to boost EU research on Ebola. The funding will cover urgent actions
- addressing the current epidemic and
- put in place a long-term strategy to manage any future outbreaks[...]. “

- 8 different projects for this call including

**EBOMAN:** EBOla vaccine MANufacturing
Project Start: 01 December 2014
Period: 2 years, with possibility for extension
EBOMAN Goals

- Immediate manufacturing of clinical material.
- Creation of additional capacity (by scale up, process improvements).
- Creation of product understanding (BSL classification downgrading, process and product characterisation) to cope with increased need for the vaccine.
EBOMAN Achievements

- EBOMAN expanded the overall European GMP manufacturing capacity for BSL 2 and BSL 1 classified live bacteria and viruses, particularly for new experimental vaccines
- EBOMAN provided the vaccines needed for the clinical trials of the EBOVAC1 and 2 projects
- EBOMAN provided 2 million doses of the vaccine regimen, held by the partners Janssen Vaccines & Prevention and Bavarian Nordic
Vibalogics’ Contribution

- Optimization of aseptic manufacturing process
- Adaptation of quality requirements
- Implementation of
  - larger filling machine
  - semi-automatic visual inspection
  - semi-automatic vial labelling
  - larger warehouse

- Supporting clinical trials
- Provision of manufacturing capacity for Ebola vaccines
- Provision of manufacturing capacity for new vaccine candidates outside the Ebola field (Zika, Marburg, West Nile fever, Chikungunya, MERS, RSV, influenza, ...)

This project has received funding from the Innovative Medicines Initiative 2 Joint Undertaking under grant agreement No 115850. This Joint Undertaking receives support from the European Union’s Horizon 2020 research and innovation programme and EFPIA. www.imi.europa.eu
Company strategy in 2014

- Growth in terms of revenues, staff and general size
- Attracting new customers small and big in size
- Expansion of site
- Proof of business concept

but keeping focus on our core expertise “Live viruses and bacteria”

Expectations because of EBOMAN

- Pulling investments (shareholder & external money, in addition to IMI funding)
- Increasing market visibility
- Increasing professionalism
- Increasing general attractiveness for shareholders and customers
Backing of Vibalogics’ Strategy 2

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Company Performance to date

- Shareholders and Third Party have invested in expansion (total costs for expansion > 2 million Euro)
- Visibility is increasing, but still space for improvements
- Professionalism proven through honorable customer feedback
- Shareholder appreciate Vibalogics business concept
- New business opportunities
Vibalogics‘ Achievements

...partly triggered and backed by the EBOMAN project

- Expansion of capacity, now providing very high standard mid-sized fills including state-of-the-art visual inspection, labelling and storage
- Expansion of customer base
- Establishment of service partnerships
- Many new projects in the field of immunotherapeutics and gene therapy:
  - Oncolytic viruses and bacteria
  - Virus vectors
- Reputation in the industry

- Strategic partnership with Sirion Biotech to establish and market an AAV manufacturing platform

- Considerable revenue growth

- Staff increased by approximately 100% since 2014
Summary

EBOMAN has, in effect, facilitated Vibalogics’ goals to grow and increase visibility within the industry more quickly than would have been achievable otherwise.
Thank you for your attention

Vibalogics
www.vibalogics.com

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