

**CONFERENCE ON
“BIOTECHNOLOGY FOR TURKEY”**

Thursday 8 November, at Grand Cevahir Hotel, Şişli, Istanbul

Sponsored by
PHARMACEUTICAL and CHEMICAL R&D FOUNDATION (İKEV)

Scientific Organizers
**BOSFOR BIOSCIENCE PARTNERS
(Dr Selçuk Özceada & Assoc. Prof. Talat Çiftçi)**

Final Program

08:00	Registration
08:45 - 08:50	<i>Welcome Address (and Moderator): Kaya Turgut (IKEV)</i>
08:50 – 09:00	<i>Opening Address: Reha Denemeç MP</i>
09:00 – 09:30	An International Scan of Biotech Strategies Dr Yali Friedman (New Economy Strategies - USA)
09:30 – 10:00	Biotechnology Strategic and Financial Overview Dr Frances Cloud (Nomura Code - UK)
10:00 – 10:20	Technology Transfer, Academic and Industry Cooperations Dr Jake Micallef (ValirX - UK)
10:20 – 10:40	Biotechnological Approaches to the Diagnosis and Treatment of Rare Genetic Disorders Assoc. Prof. Hans Flodh (Shire Human Genetic Therapies - Sweden)
10:40 – 11:00	Biotechnology in Korea Dr. Jongsei Park (Korea Bio-Venture Association “KOBIOVEN” – Korea)
11:00 – 11:15	<i>Coffee</i>

11:15 – 13:00

**Presentations by Companies Working in the Area of
Biotechnology**

Moderator: Assoc. Prof. Talat iftçi (Bosfor Bioscience Partners)

Genkord	Dr Nezh Hekim
Iontek	Dr Onur Bilenoglu
ITT	Dr Serdar Savaş
Metis	Dr Serdar Tuncer
Pakmaya	Assoc. Prof. Mustafa Turker
Salubris	Prof. Dr Tanıl Kocagöz
Vaxgen	Mr Cüneyt Unutmaz (Korea)

13:00 – 14:00

Lunch

14:00 – 15:10

**Presentations by Turkish Researchers Working in the Area of
Biotechnology - Session I**

Moderator: Prof. Asuman Bozkır (Ankara University)

9 Eylül University	Prof. Fikret Kargı
Ankara University	Prof. Cengiz Sancak
Bilkent University	Assist. Prof. İhsan Gürsel
Boğaziçi University	Prof. Betül Kırdar
Ege University	Prof. Fazilet Vardar Sukan
Hacettepe University	Prof. Erhan Pişkin
Ist. Tech. University	Assoc. Prof. Candan Tamerler

15:10 – 15:25

Coffee

15:25 – 16:35

**Presentations by Turkish Researchers Working in the Area of
Biotechnology - Session II**

Moderator: Prof Atilla Hıncal

Istanbul University	Prof Ayşegül Topal Sarıkaya
Koç University	Assoc. Prof. Metin Türkay
Marmara University	Prof. Beyazıt Çırakoğlu
ODTÜ	Prof. Gülay Özcengiz
Sabancı University	Prof. Hüveyda Başağa
TÜBİTAK-MAM	Dr Kemal Baysal
Yeditepe University	Assoc. Prof. Serdar Alpan

16:45- 18:00

Panel Discussion

Moderator: Dr Selçuk Özceada (Bosfor Bioscience Partners)

Panelists:

Dr Frances Cloud	Nomura (UK)
Assoc. Prof. Hans Flodh	Shire Human Genetic Therapies (Sweden)
Dr Yali Friedman	New Economy Strategies (USA)
Dr Jake Micallef	ValirX (UK)
Dr Jongsei Park	KOBIOVEN (Korea)
Mr Simon Tripp	Battelle / Impact Economics (USA)

18:30 – 19:30

Cocktails

19:30 -

Dinner

- *Simultaneous Turkish – English translations will be provided*
- *Poster presentation area will be made available to presenters*

Bosfor Bioscience Partners:

Bosfor is a niche consultancy, providing business development services to pharmaceutical companies and corporate financing services more widely to companies in the healthcare sector.

The founding partners of this "boutique" consultancy collectively have many years of top level management experience in Turkish pharma companies, as well as in consultancy experience in providing strategic advice to international pharma companies on product development and portfolio management. This working experience, is backed with academic knowledge in science (Partners' PhDs are in Immunology and Biotechnology) and in business administration (both partners have MBAs from international Business Schools). One of the partners also recently served as Secretary to the Ministry of Health in Cyprus. The consultancy can therefore boast for truly crossing the divides of science and business, as well as of public and private sectors. Full profiles of the two partners are available at www.bosforbio.com

Bosfor maintains constant contact with various stakeholders and employs key advisors in the pharmaceuticals and healthcare sectors. Although Bosfor only became fully operational since May 2006, it already has in its portfolio a number of local and international companies in pharmaceuticals and healthcare sectors for providing services in sectorial consulting to fund managers, strategic guidance, business development (in- and out-licensing) and corporate financing (inc. M&A) to companies.

Amongst Bosfor's areas of expertise are:

- Advice on entry strategy to Turkey, market analysis, partner selection, company formation, HR recruitment, office selection and start-up
- Setting up of R&D collaborations between overseas and local academic centres, R&D centres and pharmaceutical industry
- Pre-clinical studies from lead optimization to animal studies
- setting up of clinical trials from phase I to IV and including bioequivalency studies
- Dossier preparation and regulatory submissions
- Liason with Turkish MOH
- Contract Active Ingredient and Finished Pharmaceuticals production
- All types advice and services, from market research, to acting as intermediary on pharmaceutical business development, corporate financing.

In the area of pharmaceutical business development, in just over one year of activity, Bosfor have already completed 3 in-licensing deals and are in various stages of completing 14 others with 5 local companies, 2 of which are among the top 10 in Turkey. Bosfor is the Turkish representative of an in-licensing syndicate, which has one major local company from each of Portugal, Spain, Italy, Greece. Bosfor also has very close ties with the larger in-licensing syndicate which has one representative from each of 25 EU countries.

In the area of corporate financing, Bosfor provides strategic guidance and helps finding the best solution to companies' financial needs. Bosfor currently has 12 local and one Italian company in its portfolio of companies that are looking for investors/purchasers. Bosfor also has close ties with various types of investors. Bosfor is well acquainted with local strategic investors and is in strategic cooperation with the leading local and overseas finance organizations. In the area of private equity, two projects with total transaction values of around 50m USD is in the final stages of completion.