

## BioBusiness Asia 2009

Company Name	BIA Separations GesmbH		
Presenter	Charles M Y Lim	Title	Vice President Asia Pacific Region
Address	Karfreitstraße 14/III 9020 Klagenfurt, Austria		
Website	www.biaseparations.com		
No. of employee	70	Year of foundation	1998
Company Categories	<input type="checkbox"/> Novel Therapeutics <input type="checkbox"/> Genomics <input type="checkbox"/> Pharmaceuticals <input type="checkbox"/> R&D Service <input type="checkbox"/> Medical Devices <input type="checkbox"/> Other _____		
Paid-in Capital			
Company Stage	<input type="checkbox"/> Seed <input type="checkbox"/> Start up      x Expansion <input type="checkbox"/> Mezzanine		
Company Overview	<p>BIA Separations is the only worldwide manufacturer of Short Monolithic Columns optimized to meet the research and production needs of the biotechnology industry. The company is headquartered in Klagenfurt, Austria and currently has two subsidiaries: Slovenian subsidiary, located in Ljubljana, consists of Research &amp; Development as well as Production facilities and a sales office located in Wilmington, Delaware (US).</p>		
Company History	<p>BIA Separations was founded in 1998 by a group of scientists and venture capital investors whose purpose is to become leaders in innovative liquid chromatographic methods and develop monolithic materials for the next century. Based on more than 10 years of experience, BIA Separations has developed a wide range of CIM Convective Interaction Media® that address the growing need for timesaving innovations in therapeutic biomolecule purification. Through both internal initiatives and external collaborations, this ISO certified company pursues the highest quality standards in its research, development, production, and customer service efforts. Additionally, the company uses its expertise in liquid chromatography to develop and validate analytical methods and design industrial purification processes. The people of BIA Separations are committed to providing customers the most reproducible and innovative products to meet their current and future separation needs.</p>		
Main Products/ Service & Niche of Products/ Service	<p>BIA Separations manufactures and sells laboratory and industrial proprietary short monolithic chromatographic columns based on CIM Convective Interaction Media® Technology. CIM® Monolithic Columns are primarily suitable for purification of large biomolecules such as viruses (viral vectors and vaccines), DNA (plasmid DNA) and larger proteins (Immunoglobulins G and M, pegylated proteins). CIM® Monolithic Columns exhibit unrivaled characteristics in terms of operational flow rates, binding capacity and separation resolution for large biomolecules. Products are used in research, laboratory, pilot and industrial production stages and are extremely simple to use, with no packing of columns needed.</p>		
Market Potentials	<p>Huge potential for the development and production of vaccines and plasmid DNA and fast protein separations</p>		

<p>Company Core Competence or Competitive Advantage</p>	<p>CIM<sup>®</sup> TECHNOLOGY &gt;</p> <p><b>Revolutionary Chromatographic and Bioconversion Supports</b></p> <p>With the invention of the monolith chromatography supports a new era of chromatographic separation has begun. Principle of monolithic stationary phases has been since successfully implemented in CIM<sup>®</sup> Monolithic Supports. Due to <b>large inner channels diameter</b> and <b>convective mass transfer</b>, CIM<sup>®</sup> supports offer excellent <b>separation power</b>, exceptional <b>chemical stability</b> and <b>flow characteristics</b> even for large biomolecules.</p>
<p>Partnering Objectives</p>	<p>Applications development and marketing</p>