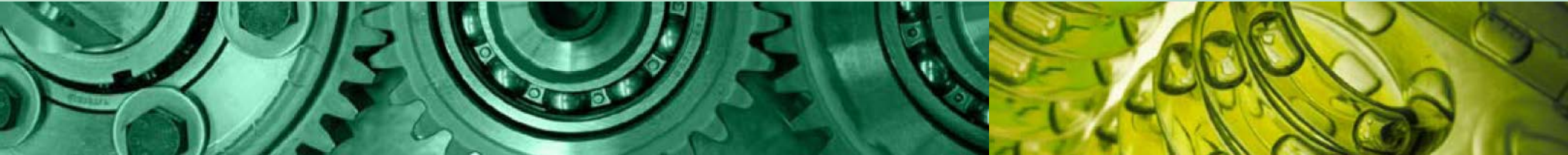




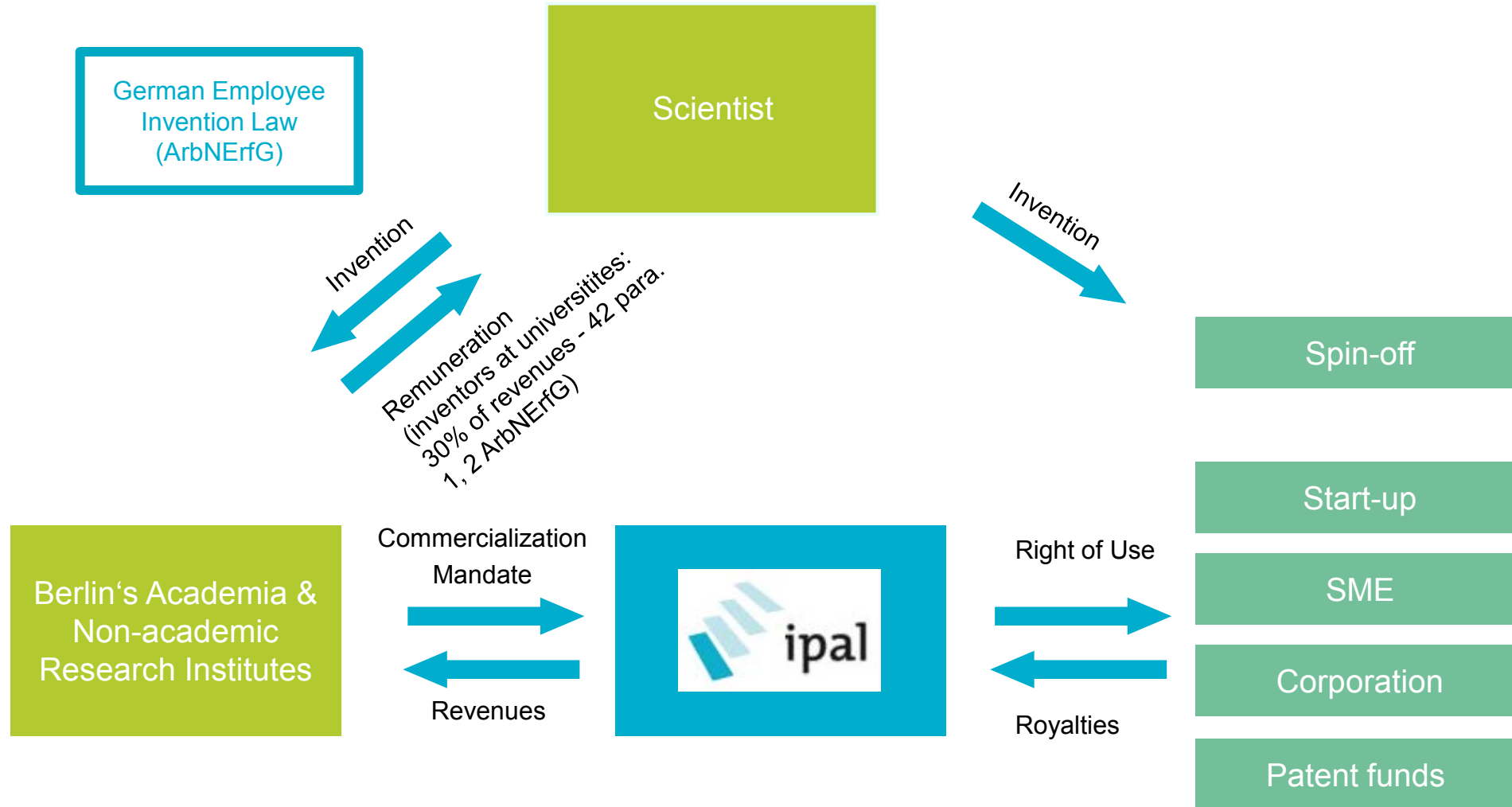
Innovations
Patents
Licences

Corporate Presentation



As of February 2012

Technology Commercialization for Berlin's Academia



Shareholders and Cooperation Partners



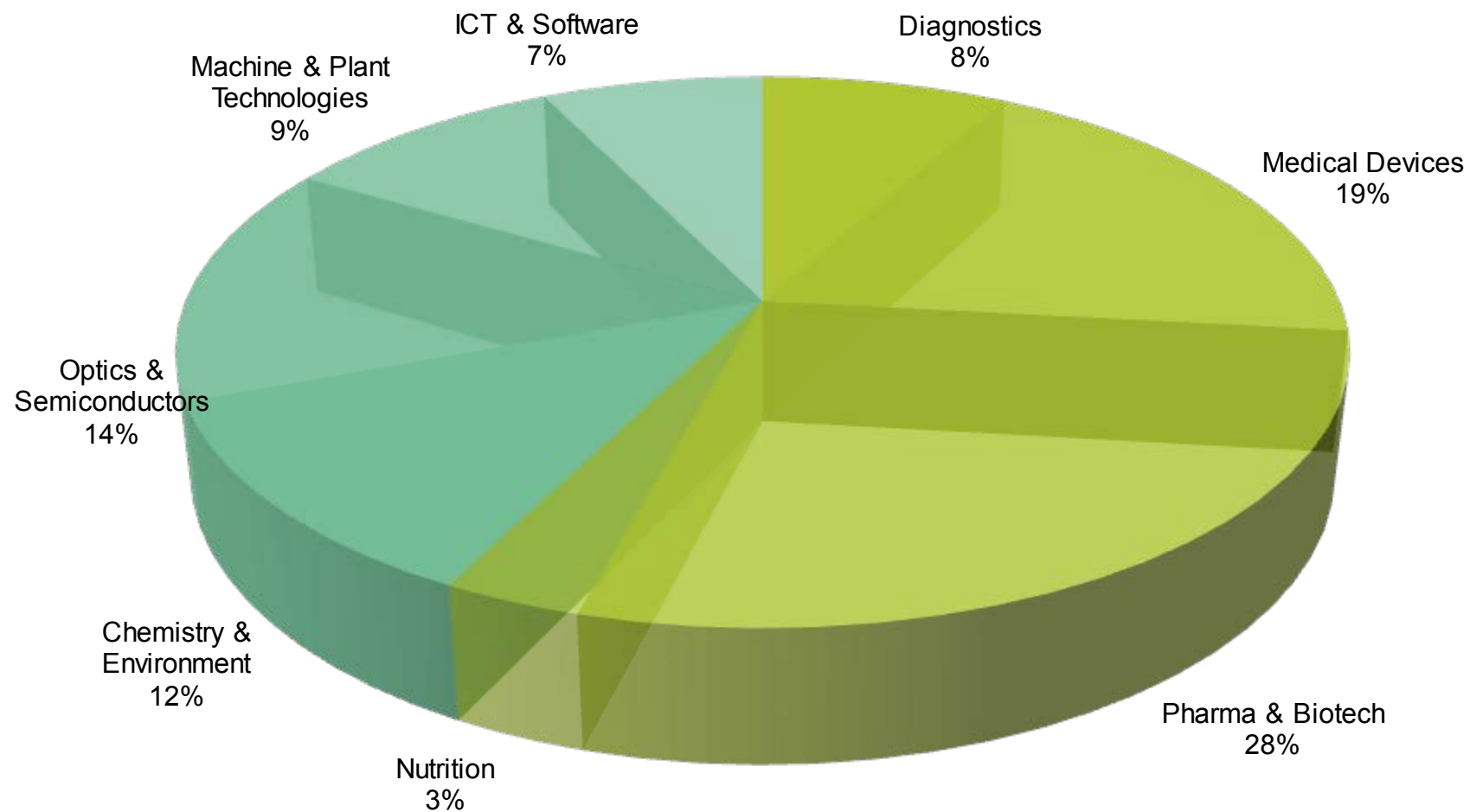
 Shareholders  Cooperation Partners

Key Facts

- Founded in October 2001
- 23 employees
- Patent portfolio: 229 technologies
- 1,475 invention disclosures
- Thereof 489 patent applications
- 117 licensing and patent sales agreements
- Size of account > 16.5 M EUR (royalties not included)
- Total revenues 2.3 M EUR (2002 - 2011)

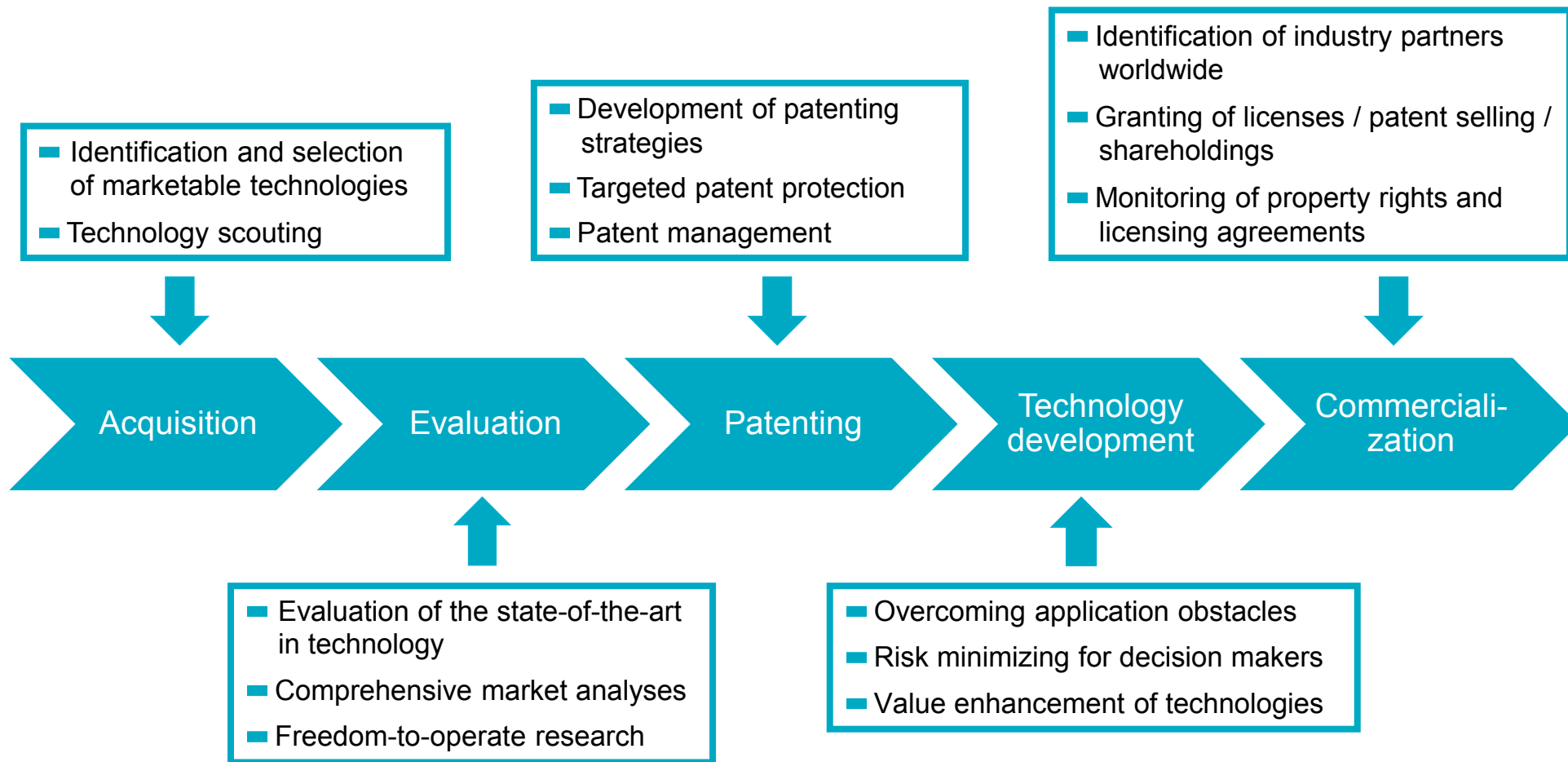
As of December 31, 2011

ipal`s Portfolio by Technology Areas

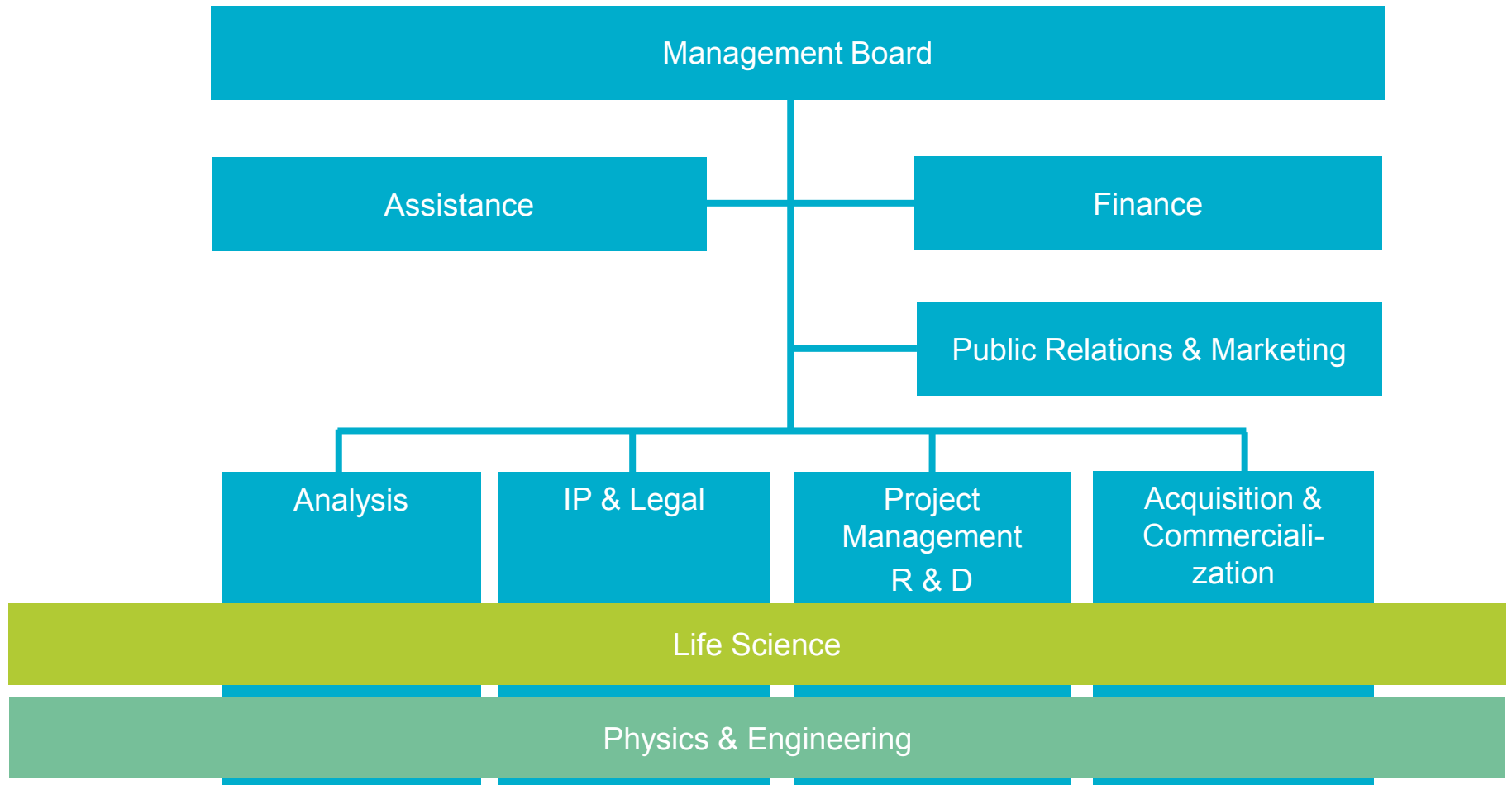


As of December 31, 2011

ipal's Value Chain



Organization Chart of ipal



ipal Provides its Services for ...



Universities & non-university research institutes

Patent and technology development funds

Founders of IP-based start-ups / small and medium-sized enterprises (SME)

Evaluation of Technologies

- Assessment of state-of-the-art and novelty research
- Market analyses (demand, market environment, application potential)
- Assessment of technological inventions
- Patent protection strategy consultation
- Developing business plans
- Freedom-to-operate-analysis

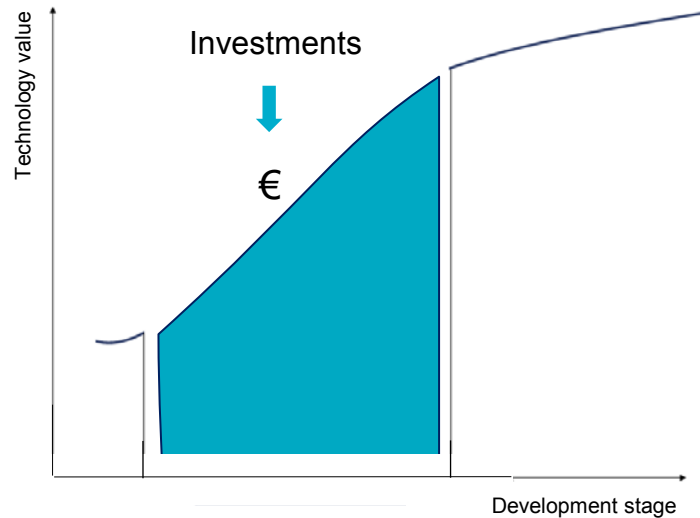
IP Management

- Cost and quality control of patent registrations
- Co-ordination of the evaluation process
- Passing on ipal's favourable conditions with patent lawyers and other advisors to customer
- IP administration (managing deadlines, annual fees, etc.)
- Preparing and performing IP Due Diligence

Portfolio Management

- Strategic IP portfolio consultation
- Support with in and out-licensing (negotiating and drafting contracts)
- Exploring financing options for technology developments (TEF, grant applications, solicitation of VC Investors)

Technology Development



- Technologies reach ipal at a very early stage of their development
- They often pose too high risks for potential technology buyers
- Low intrinsic value of the technologies

Technology value vs. Development stage



Integrated technology and know-how development

Further development with a focus on commercialization potential

Value enhancement of the projects → Achieving higher revenues

IBB Technology Development Fund



- *Investitionsbank Berlin (IBB)* fund
- 10 million euro capital contribution
- Revolving investment
- Focus on a few promising patents with high innovation potential
- 4 - 5 projects are supported annually
- Support of projects with an average direct investment of 200,000 euro
- Development duration: 1 - 2 years

ipal is service provider for the Technology Development Fund

Our Licensees



Success Story - Approximal caries infiltration



Product: Icon

- Invention in the area of approximal caries by Charité researchers
- Inventors: Dr. Sebastian Paris, Dr. Hendrik Meyer-Lückel, Prof. Dr. Andrej M. Kielbassa
- Novel treatment method for cavity infiltration

- Development of a patenting strategy
- Patenting
- Identification of potential licensees
- Licensing

- Purchase of an exclusive license
- Preparation of a project and business plan
- Conducting of studies / further development
- Product development and marketing



Winner of the Deutscher Innovationspreis 2010 (German Innovation Award 2010)



Success Story – Brewing technique for making non-alcoholic beer



- Invention in the area of brewing by a TU Berlin research team
- Inventors: Prof. Frank Methner, Thomas Kunz
- Novel brewing technique for making non-alcoholic beer

- Development of a patenting strategy
- Patenting
- Identification of potential licensees
- Licensing

- Purchase of an exclusive license
- Preparation of a project and business plan
- Carrying out scale-up studies
- Product marketing

Product: Relaunch of the non-alcoholic beer of the Holsten and Lübzer brand



Source: Carlsberg Deutschland



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