

# AMR innovation – the SME perspective

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1. Introduction to the BEAM Alliance
2. The role of SME in bringing innovation and new products in the field of AMR
3. The particular situation of SME's
4. What do SME need from a global and from a Swiss perspective

Disclosures Marc Gitzinger:

- CEO and Founder at BioVersys AG, a Swiss based small pharmaceutical company exclusively focused on drug discovery and development in the field of Antimicrobial Resistance (AMR)
- Vice President of the BEAM Alliance: **B**iotechs in **E**urope innovating in **AntiM**icrobial resistance

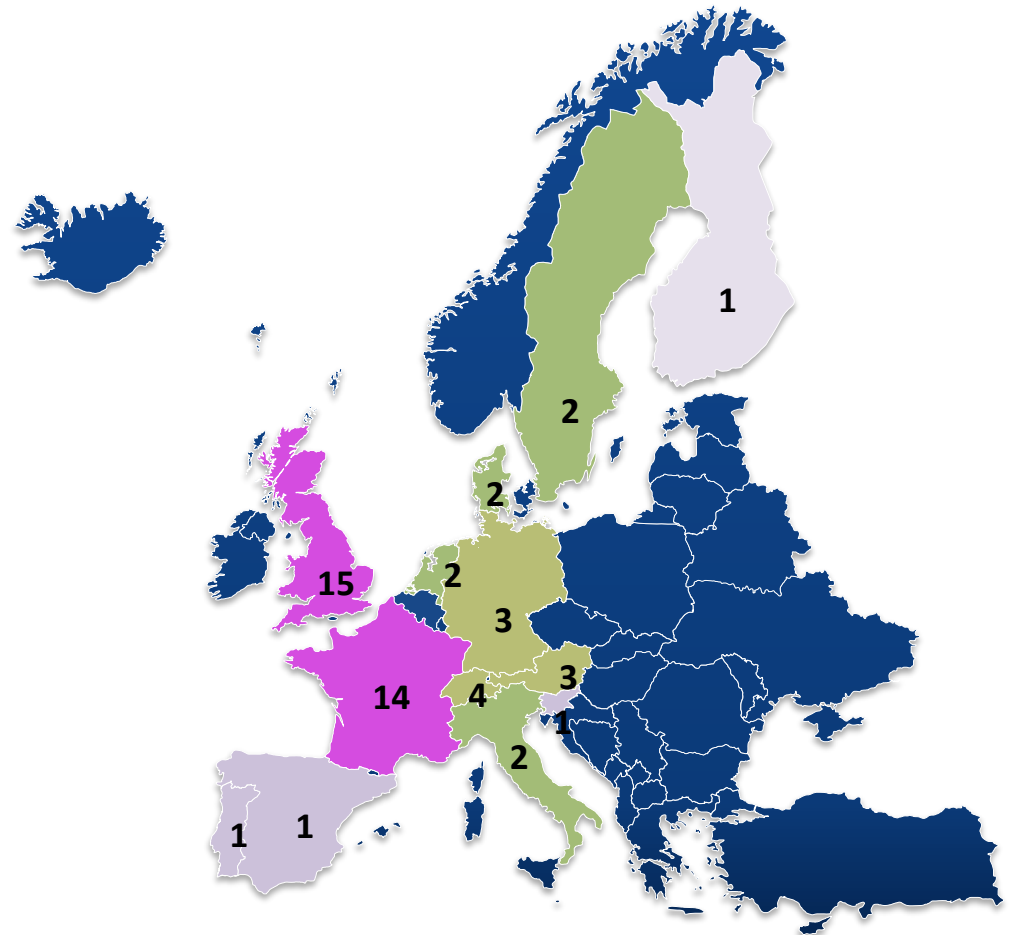
# BEAM Alliance

Who we are:



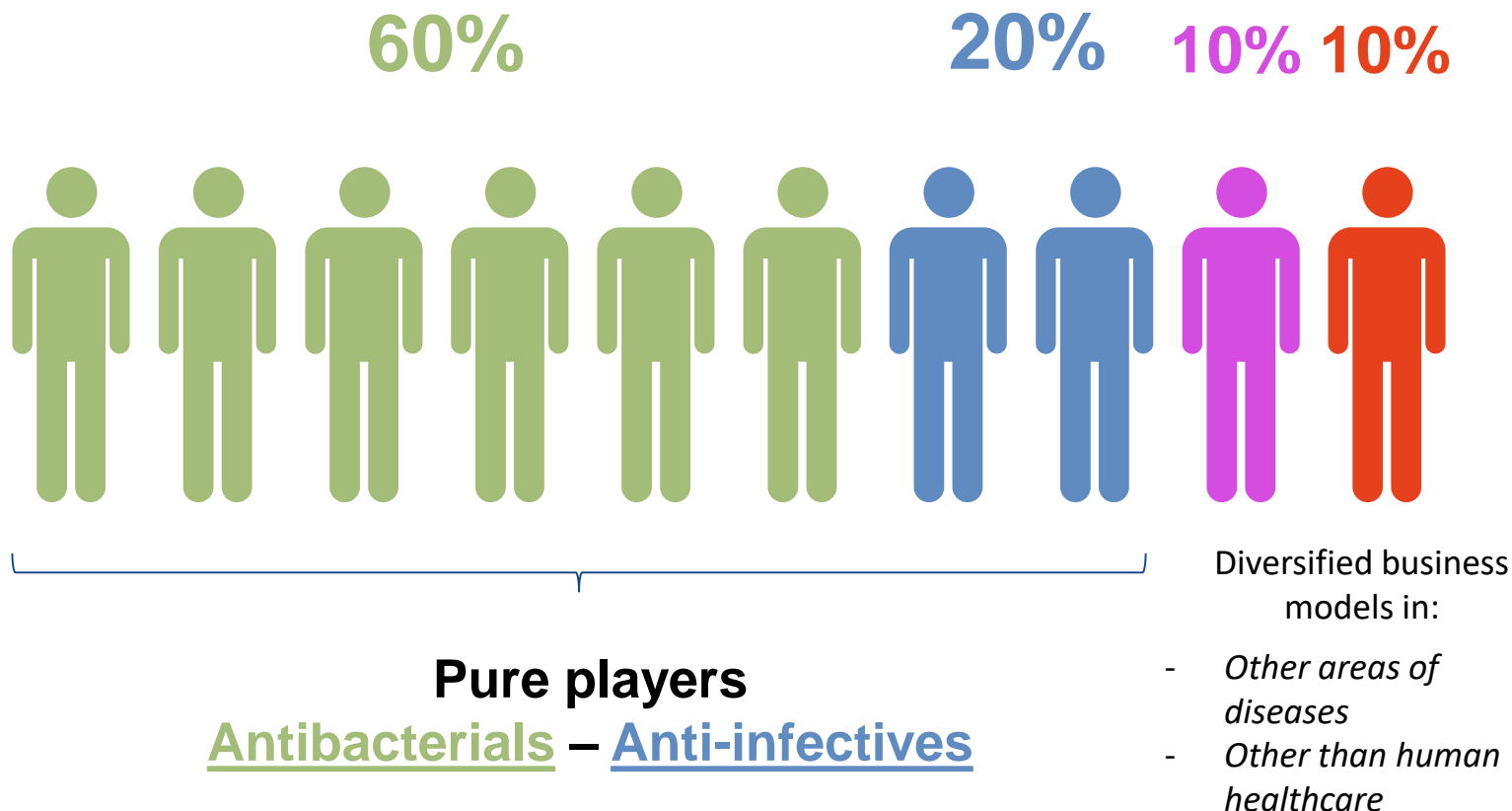
Beam is a consortium created in 2016 that represents 51 **European** biotech companies working on new **antimicrobials**

80% are antimicrobial focused



# BEAM Alliance

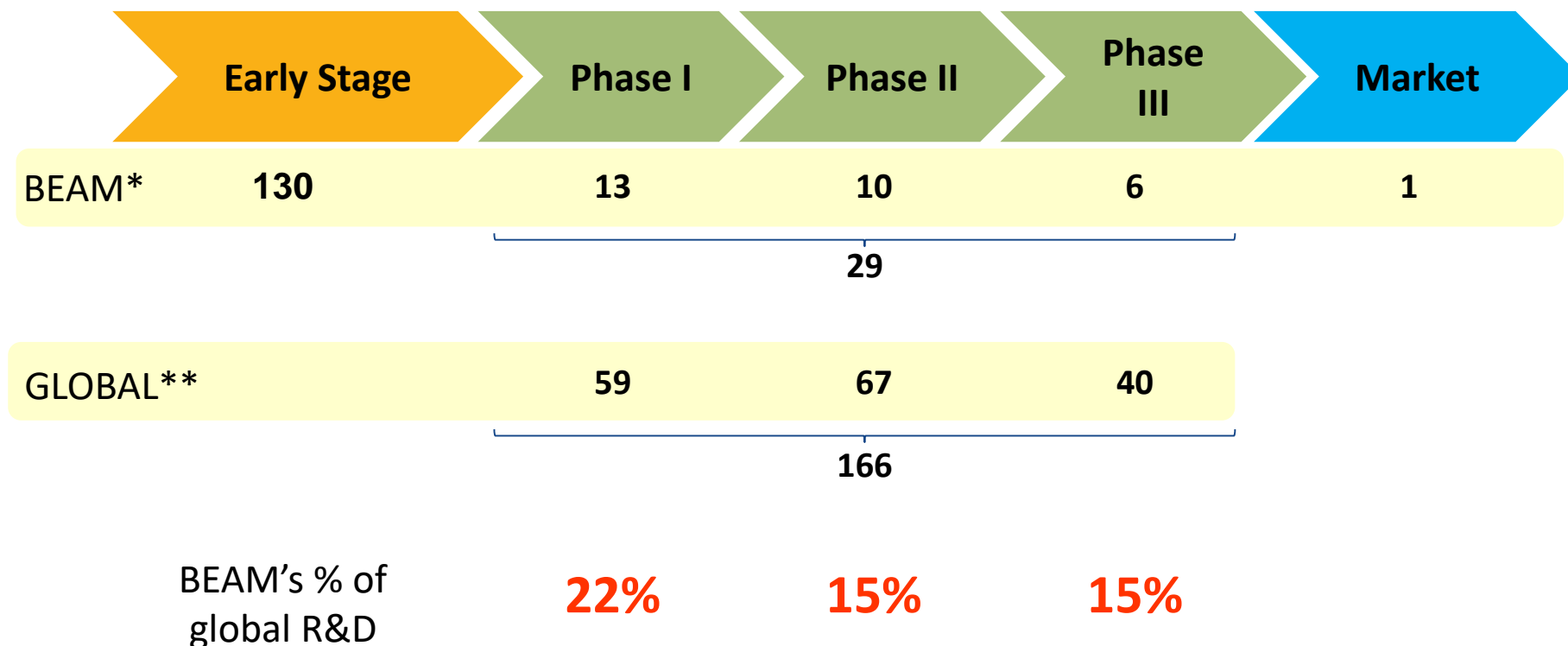
80% are pure players in the anti-infective field



Source : 49 biotech companies website + survey Summer 2016

# BEAM's pipeline 2017

Number of projects in antibacterials per stage



**BEAM is a key contributor to ATM's innovation**

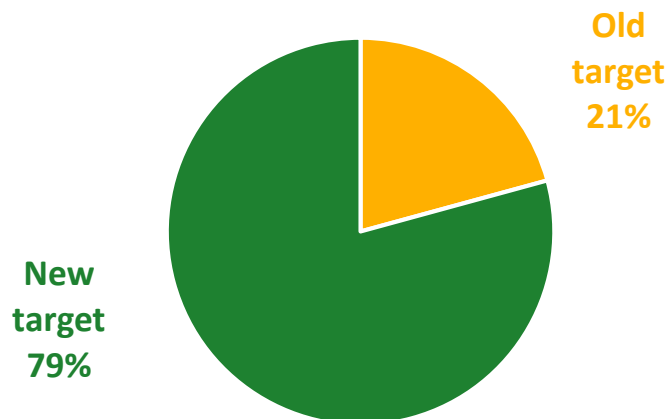
*\*\*Source: published data (WHO, + Septeos internal Data)*

*\*Source : 48 biotech companies website + survey Summer 2016*

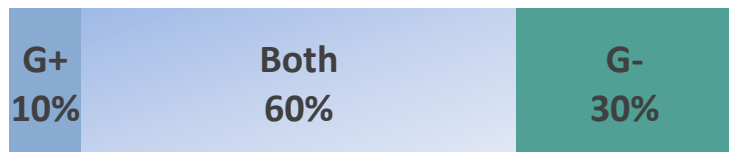
# BEAM Alliance

European pioneers in the field of AMR R&D

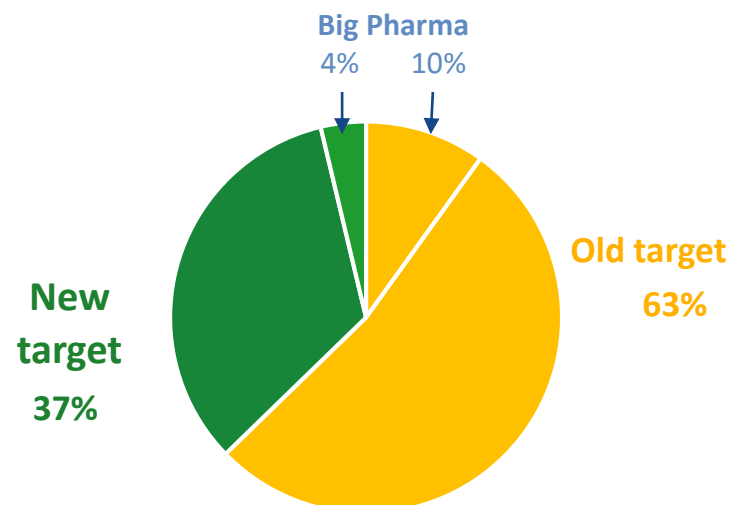
BEAM 's pipeline



Spectrum



Non-BEAM pipeline

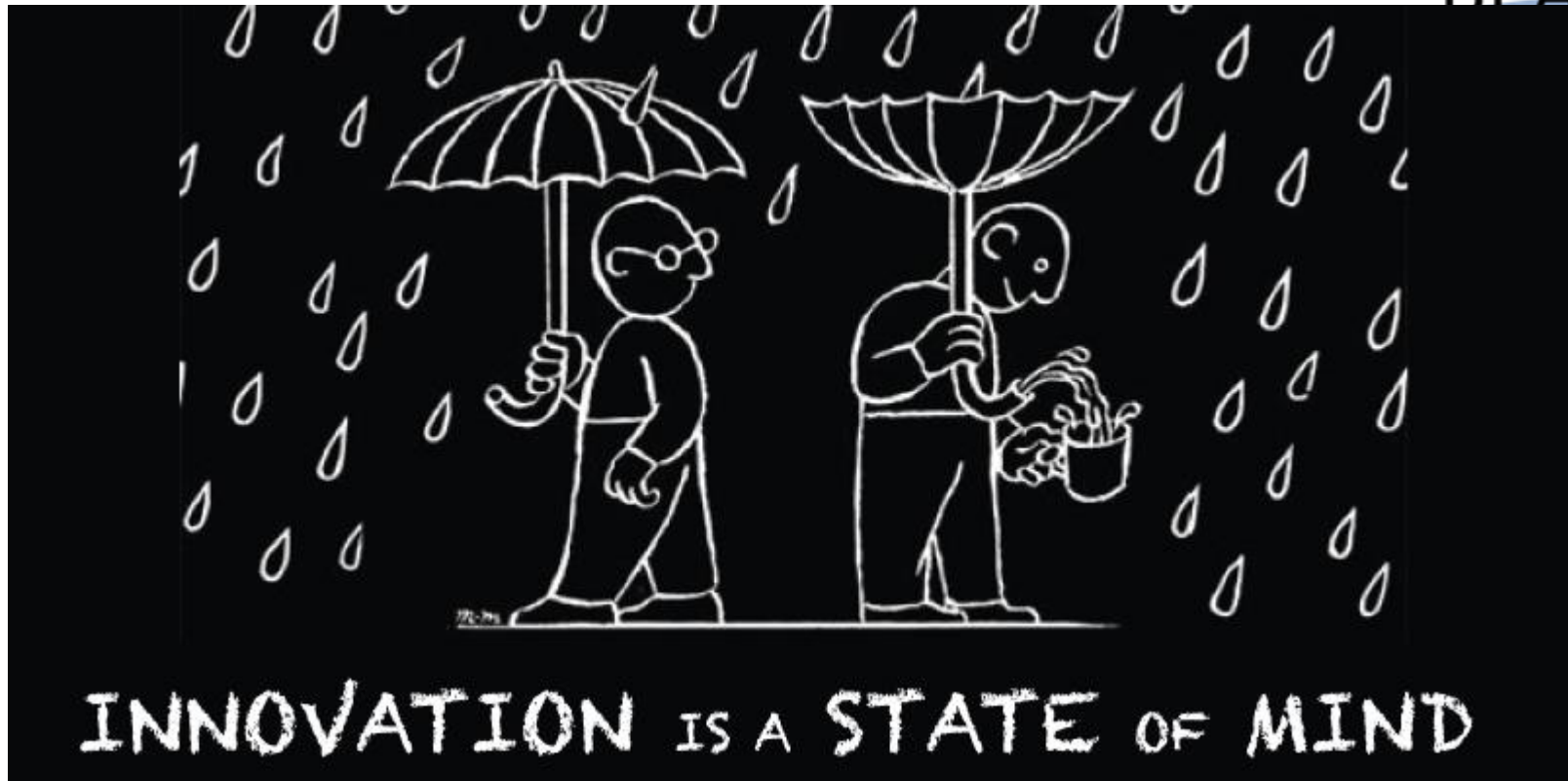


Spectrum



# SME's are the innovation engine

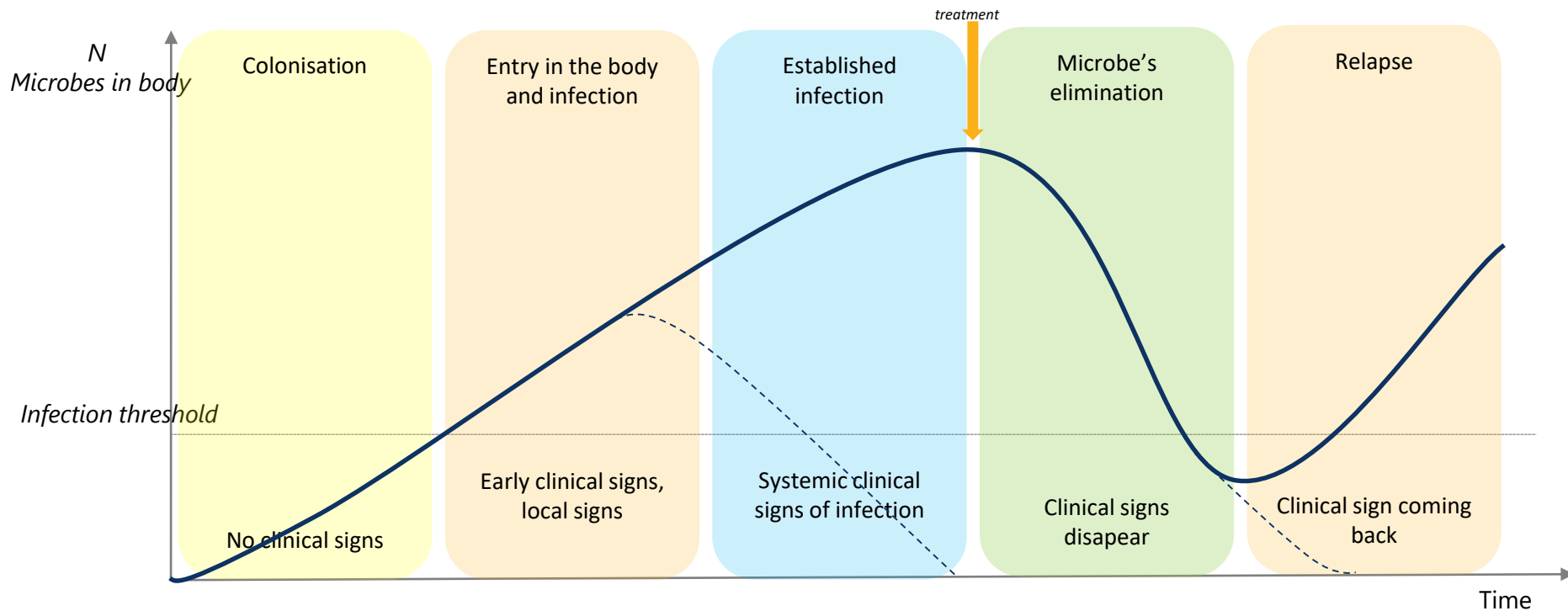
SME's fill the innovation gap



- From prophylaxis to treatment, boosters, anti-virulence or protection
- All pathogens for which a risk is assumed/identified
- Can be disruptive, paradigm shift in patient management algorithms

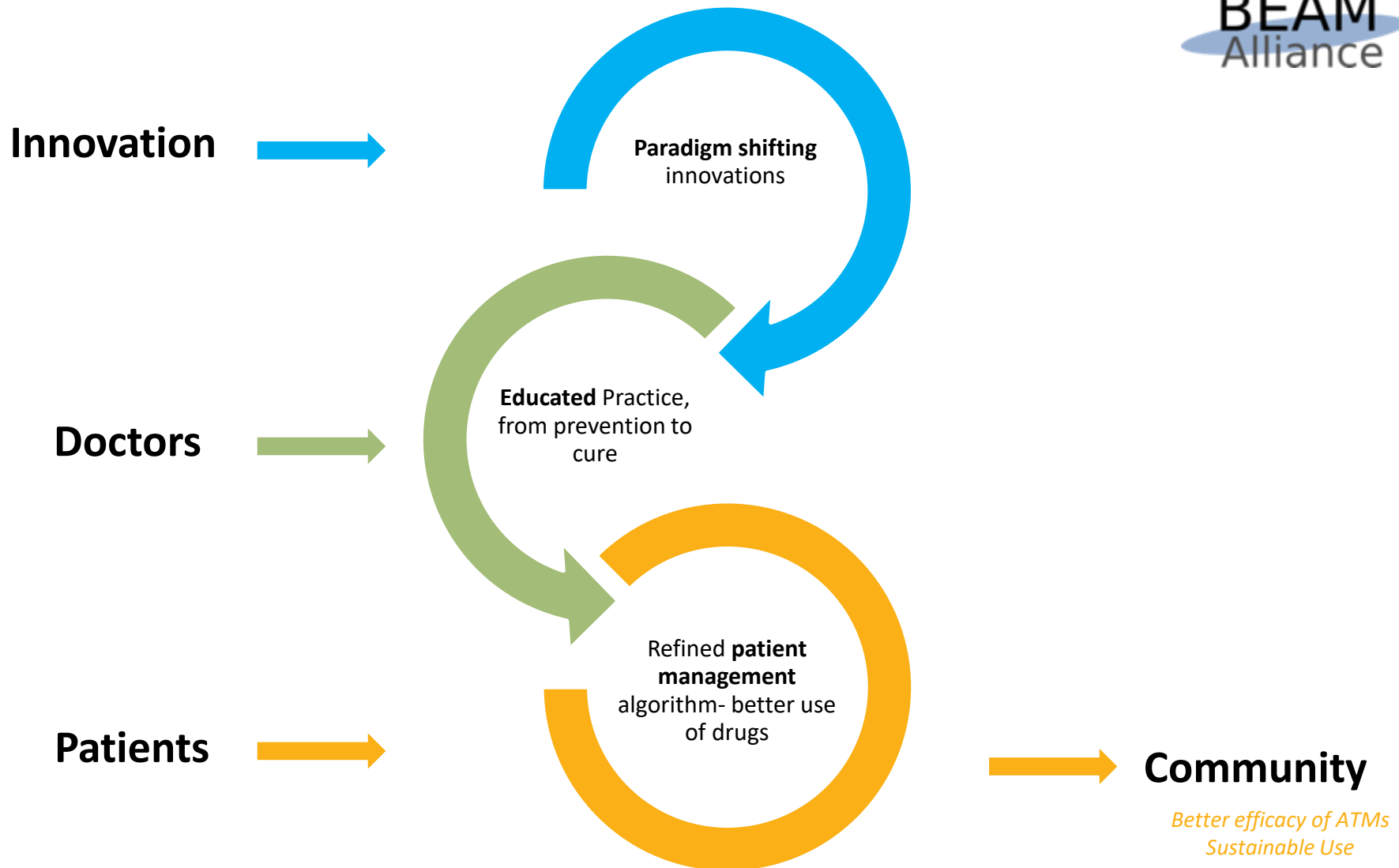
# From no infection to no infection...

SMEs explore the issue of AMR from all perspectives



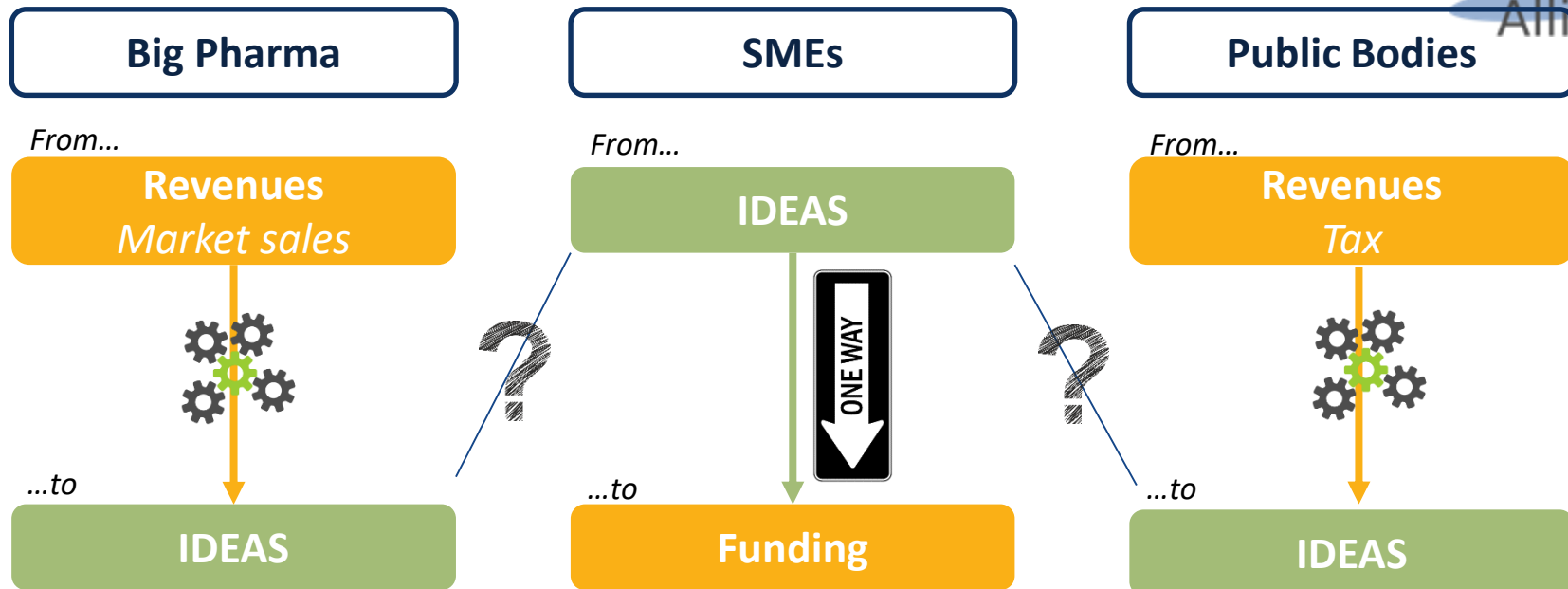
# Focus on PATIENT FIRST

We are activists – a better ecosystem from R&D to Patient Care



# SMEs are the Innovation Engine

Understanding what SME can do and what not



**Risk financing, purely based on Return on Invest**  
**Beyond the technological risk, a market risk/failure cannot be accepted**

INNOVATION

DISRUPTION

DOING THE SAME  
THINGS A BIT  
BETTER

DOING NEW  
THINGS

MAKING THINGS THAT  
MAKE THE OLD THINGS  
OBSOLETE

# BEAM Alliance in the AMR ecosystem

They support SMEs – BEAM is the hub to engage with SMEs



World Health Organization



Department of Health



access to  
medicine  
FOUNDATION



# BEAM Alliance voices the needs of SMEs

Improvements for the development process and to attract Private Capital



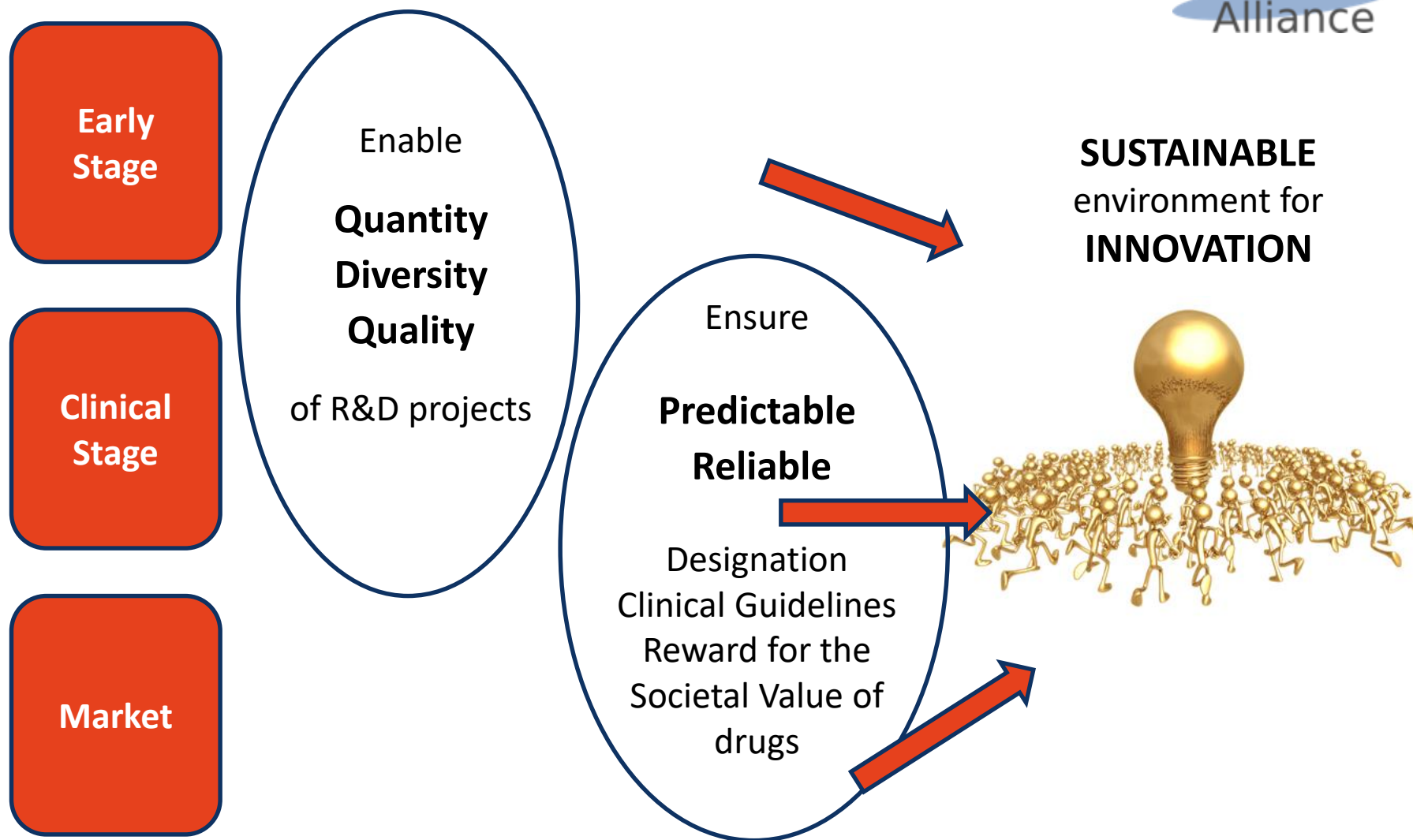
## What is lacking in the AMR investment space to pursue R&D and attract/retain investors:

1. **Identification of patient population:** surveillance data is in its infancy, we would need to better assess what are the practices, use of diagnostic and the actual drivers for selected treatment algorithm. In hospital and in the community.
2. **Value for innovation reaching the market:** a pricing that integrates the medical need addressed, the reduction in treatment time, ICU/hospitalization time, the protection against further spread of a superbug threat, the social impact...
3. **Clear Development path:** a European designation equivalent to QIDP and/or breakthrough/PRIME designation for rare deadly infections, the path for early discussions on trial design for novel approaches
4. **Differentiation criteria:** suitable evaluation criteria as many innovative targets cannot be assessed by MIC – PK/PD
5. **Appetite from large pharma players:** results from the lack of the above-mentioned aspects

- **Position of Switzerland on the global action plan on AMR**
  - What is the Swiss strategy to incentivize AMR innovation again (**Pull:** Market Entry Rewards, IP protection, market exclusivity, voucher and **Push:** Grants, Phase Entry Rewards)
- **Clear Development path:** Clear path forward to allow discussion on the right trial design for novel approaches (number of patients, infection sites/types, relevance PK/PD, patient pooling), accelerated market access
- **Stronger focus on R&D and innovation incentives within the StAR**
  - NRP72 follow up
  - Further “Push” incentives, **also for SME** (alone or on a global, EU level)
- **Involvement of SME:** Integrate SME as discussion partners within the National Strategy plans via SBA, BEAM or SME directly

# Building a sustainable environment

To reinvigorate the AMR R&D field



**Thank you for your attention**

**Please contact us for further information**

[www.bioversys.com](http://www.bioversys.com) / [www.beam-alliance.eu](http://www.beam-alliance.eu)

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