

Ambrosetti Technology Forum Life Sciences, 2024
A personal view on tech transfer - Antonio Lanzavecchia

My background: MD; Human Immunology at the Basel Institute; Founding Director Institute for Research in Biomedicine (IRB), Bellinzona; Scientific Founder of Humabs BioMed (acquired by Vir Biotechnology). Funded by 3 ERC grants.

A new idea in 2003:

Unmet medical need:	Life-saving drugs for emerging ID (SARS, Ebola, Avian Flu...).
The solution:	Monoclonal antibodies from human memory B cells.
An effective technology:	Foundational patent granted to IRB and successfully defended.
Easy path to products:	mAbs to SARS, Influenza, HCMV, Ebola, HBV, SARS-Cov2...

Tech transfer choices in 2004:

Classical VC vs Angel investor	Early exit vs organic growth.
Structure and location	Classical structure in a Bio Hub vs incubation in a research Lab.

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Humabs BioMed trajectory:

Founded in 2004 with investment by Bill Rutter (Dean UCSF and Chairman of Chiron).

Licensing and Collaboration agreement with IRB (>50 Mio return to the IRB).

Incubation in my laboratory → >40 personnel, patents, >25 publications in Nature/Science/Cell.

Non-dilutive funding through licensing contracts with Pharma.

Exit: acquisition of Humabs by Vir Biotechnology in 2017.

New medicines:

Ansuvimab approved for therapy of Ebola. *Sotrovimab* approved for early therapy of COVID19 (2Mio doses distributed). *Tobevibart* in clinical trials for HBV/HDV.



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My take-home lesson:

- Medical need and easy path to product
- Cost-effective structure and partnership with Founder's Laboratory
- Non-dilutive funds for high return to investment



HUMABS BioMed
a subsidiary of Vir Biotechnology

