

Peter Kayatz, PhD

Contact

Name	Peter Kayatz, PhD
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Languages	German, English
Profiles	LinkedIn, Xing
Organizations	plcd - Pharma Lizenz Club Deutschland



Professional Experience

- since 2008 **Waterbergh Management (Owner)**
Hightech Start-up Consulting
Business Planning, Deal Structuring, Negotiation, Financing, Licensing, Business Development, Interim Management, Coaching
- 2004 - 2008 **AlcaSynn Pharmaceuticals (Managing Director)**
Drug development company focusing on small molecules of the morphinan group (www.sanochemia.at).
Set up of organization
Acquisition of grants and soft loans > € 1 million
Trade sale to Sanochemia Pharmazeutika AG for € 20 million (post money valuation)

Project management according to PMA / IPMA guidelines for the development and production of HAPI GMP material for GLP toxicity testing. Coordination of nine working groups. Time frame: 18 months. Manufacturing site: Sanochemia.
- 2002 – 2004 **CAST - Center for Academic Spin-offs Tyrol (Portfolio Manager)**
Technology transfer centre based at the University of Innsbruck, Tyrol, Austria. CAST offers management consulting and seed financing (www.cast-tyrol.at).

Portfolio management, interim management, venture development, fundraising.
- 2001 – 2002 **Roche Innovatis (Interim Manager)**
Developer, manufacturer, and distributor of laboratory devices for automated cell culture

analysis for the pharmaceutical and biotech industry (www.innovatis.com).

Redesign and setup of organizational structure, workflow management, product development, and negotiation of suppliers, subsequent to a growth financing by Ventizz Capital Partners, Düsseldorf.

2000 – 2001

IMH Venture Capital (Interim Investment Manager)

International venture capital company with over EUR 100 mn assets under management. Since 2003, the IMH-funds are being managed by Triginta Capital (www.triginta-capital.com).

Planning and execution of the life sciences competence centre within IMH. Managing due diligence processes, deal structuring, financing, and deal monitoring of early-stage life sciences companies.

2000 – 2002

IVP - Innovations & Venture – Partners GmbH (Venture Capital Advisor)

Management consultancy, Berlin – Nuremberg – Munich, focusing on venture capital and private equity financing as well as turn-around management. In 2005 IVP Innovations & Venture - Partners merged with FairVest to form Concentro Management (www.concentro.de).

Head of the Competence Center 'Life Sciences'

Consulting of Venture Capital Firms: venture screen / due diligence

Start-up Consulting: acquisition of venture capital / interim management

Activities

since 2018

Member of the Advisory Board of Alpine Quantum Technologies, Innsbruck

AQT realizes the first general-purpose Quantum Computer.

since 2018

Member of the Board of Regenta Pharmaceutical, Singapore

Regenta Pharmaceuticals is a biopharmaceutical company headquartered in Beijing, China and Singapore bringing innovative medicines to patients in China and around Asia.

since 2016

Lecturer in Entrepreneurship & Innovation, and Marketing, at MCI, Innsbruck

MCI Management Center Innsbruck – The Entrepreneurial School®

since 2015

Lecturer in Financial Planning and Management at UFL, Liechtenstein

UFL is the Private University in the Principality of Liechtenstein.

2015

Coach & Panelist at the Ignite Training Program for Entrepreneurship, Cambridge Judge Business School

Ignite is an intensive, one-week training program for aspiring entrepreneurs and corporate innovators to trial and prepare business ideas for the commercial environment.

since 2012

Member of the Advisory Board of tech2b, Linz

tech2b Inkubator GmbH is the Upper Austrian business high-tech incubator.

- 2009 - 2010 **Shareholder & Coach of peakfactor GmbH, Berlin**
Science & business network for decision makers and professionals in the pharmaceutical and biotech industries.
- 2008 **Member of the Shareholder Committee of Axon Neurosciences, Vienna**
Developing therapeutic small molecules and vaccines for Alzheimer's disease.
- 2004 - 2017 **Juror and Coach for Science4Life Venture Cup**
The European key business plan competition for life sciences and chemistry.
- 2002 **Author of a Book Chapter in 'Gene Technology as an Economic Factor'**
A workshop at the 'Berlin-Brandenburg Academy of Science'
"Gene technology as an economic factor: definitions and assessment criteria, a Workshop"
published by K. Köchy and F. Hucho, Spektrum, Akademischer Verlag, 2002
- 1999 **Peer Reviewer for Graefes Arch. Clin. Exp. Ophthalmol.**
Referee in the peer review procedure of the international scientific journal
Graefes Archive for Clinical and Experimental Ophthalmology

Advanced Education

- 2018 **Art of Hosting – Professional Programme on Facilitation and Participatory Leadership**
European Forum Alpbach, Alpbach
- 2018 **Organization Design Work Shop**
Handelsblatt Fachmedien, Köln
- 2017 **Global Innovation Expert Program Module**
Innovation Orbit, Vienna
- 2013 **Conducting Difficult Negotiations**
plcd - Pharma Lizenz Club Deutschland, Mannheim
- 2010 **Licensing & Business Development**
plcd - Pharma Lizenz Club Deutschland, Berlin
- 2009 **Scientific Market Positioning**
plcd - Pharma Lizenz Club Deutschland, Darmstadt
- 2008 **License Contract Valuation**
Avance, Mannheim
- 2005 **Negotiation Strategies Course**
EBD Group, Munich
- 2004 **Licensing in the Pharmaceutical and Biotech Industries**
Forum Institute for Management, Heidelberg

- 2004 **Marketing of Scientific Study Results**
Forum Institute for Management, Heidelberg
- 2001 **Legal Structuring of Venture Capital Transactions**
Euroforum, Hamburg
- 2000 - 2001 **Postgraduate 'BioBusiness'**
University of Heidelberg
Management of high-tech companies, accounting, financing & valuation, controlling,
patenting & licensing
- 2000 **Accounting & Balancing**
Haufe Akademie, Munich

Grants & Awards

- 2003 **Science4Life Venture Cup 2003** (30 T€ prize-money)
The European key business plan competition for life sciences and chemistry.
- 1999 **Borchers Plakette** - Award of the Technical University Aachen
for my PhD Thesis with distinction
- 1991 **Scholarships**, Carl-Duisberg-Foundation and Bayer AG, Leverkusen

Academic Education

- 2000 **Doctor rerum medicinalium**, ophthalmology (magna cum laude)
University of Cologne, Medical School
Investigations into the pathogenesis of AMD (age-related macular degeneration), with a focus on
the processing of peroxidized lipids and proteins in the retina of rats.
- A total of 11 scientific full papers. Key publications are:
- Oxidation causes melanin fluorescence
Invest Ophthalmol Vis Sci. 2001 Jan;42(1):241-6.
 - Ultrastructural localization of light-induced lipid peroxides in the rat retina.
Invest Ophthalmol Vis Sci. 1999 Sep;40(10):2314-21.
- 1999 **Doctor rerum naturalium**, cell biology (summa cum laude)
Technical University Aachen (RWTH)
Development of the first electron microscopic technique for the ultrastructural localization of
lipid peroxides.
- 'Ultrastructural localization of light-induced lipid peroxides'
Methods Enzymol. 2002;352:378-91

- 1993 - 1994 **Diploma Thesis**, protein chemistry (summa cum laude)
Diabetes Research Center, Dusseldorf
Signal transduction of the insulin receptor – investigation of the autophosphorylation sites of the intracellular domain of the insulin receptor
- 1987 – 1993 **Master Degree in Biology** (Dipl. Biol. - summa cum laude)
University of Cologne
Advanced courses in biochemistry, molecular genetics, organic chemistry, and botany