



PRIVATE EQUITY IN ACTION - CASE STUDY

Pieris



Country	Germany
Region	Bayern
Investor	Global Life Sciences Ventures

Without venture capital investment, Pieris AG - a biopharmaceutical company engaged in the discovery and development of treatment for life-threatening human disorders - would almost certainly no longer exist.

In 2002, Pieris sought investment to drive R&D, and in the intervening 10 years, Global Life Sciences Ventures and additional VC firms have supported the business through multiple rounds of financing, through the clinical trial process, and through two changes of management. Through its revolutionary technology, the business is now in a position to develop products that will make a difference to countless lives.

10
years of venture capital /
biotech partnership

40
employees added during the
investment period

What did the business need?

- Capital for research and development
- Expansion of level of resources and infrastructure
- Build intellectual property through well-executed patent strategy
- Access to complementary know-how and key opinion leaders

How did private equity backing create lasting value?

- Involvement in multiple rounds of financing
- Support of strategy to raise additional €35m in grants and up-front payments via collaborations
- Brought in large US VC firm as lead investor in series B round
- Pieris signed several major pharmaceutical collaborations during 10-year period
- Access to networks from academia and finance



Venture financing has been paramount to our success. It not only has allowed us to attract top talent and make big R&D investments, but also maximises leverage in business negotiations.

STEPHEN YODER

- Change and complete management where necessary

CEO
Pieris AG

What outcomes did private equity investment achieve?

- Built a clinical stage biopharma company from a university spin-off
- Progress through phase I of clinical trial process
- Built a strong biopharmaceutical pipeline
- Creation of 40 new jobs for region
- High visibility achieved within the biopharmaceutical sector
- Introduction of new CEO and CSO in 2010

More information

[Pieris AG](#)

[Global Life Sciences Ventures](#)

