

PRESS RELEASE

37 Chemical SMEs and Start-ups meet with more than 60 Industry representatives and Investors at the 1st European Chemistry Partnering

- 135 participants from 15 countries representing 3 continents.
- 22 Pitches and more than 200 Partnering meetings.
- Dr Sean Simpson enthralled with the LanzaTech foundation story.
- 2nd European Chemistry Partnering set for February 23rd 2018

February 16th 2017, Frankfurt am Main

135 decision makers from 15 countries took part in the 1st European Chemistry Partnering in Frankfurt am Main, Germany. 22 small and medium-sized chemical companies and chemical Start-ups described their offerings in short presentations. More than 200 Partnering meetings with investors and industry representatives were held. The organizers expressed their gratitude and confidence. Next year the 2nd European Chemistry Partnering will take place on February 23rd 2018.

The concept of creating a Pitch-and-Partnering event for the chemistry industry and its user industries has proven to be successful. The Conference was fully booked and expectations were exceeded. The international audience attending this pioneering event in Frankfurt am Main, Germany came from the following countries: Austria, Belgium, Bosnia and Herzegovina, Canada, Croatia, France, Italy, Japan, the Netherlands, Poland, Spain, Switzerland, the United Kingdom, the USA and Germany.

Particularly noteworthy was the high proportion of industry representatives from large companies as well as the number of investors. This group represented 40 per cent of all participants, comprising 30 companies and 10 investors. The participants from chemistry Start-ups and SMEs added-up to 34 per cent. Many founders and managers of SMEs took advantage of face-to-face discussions on an equal-footing with first-tier management of major companies, innovation managers and project managers - as well as investors. The remaining participants came from Clusters and Industrial parks, Trade associations and Service companies, as well as from Research institutes and Universities.

One of the highlights of the 1st European Chemistry Partnering was the Keynote Speech from Dr Sean Simpson, Founder and Head of Research at LanzaTech from the USA. In a lively lecture, he presented his audience the principles of Gas Fermentation. Here, microorganisms convert carbon dioxide into raw material for the chemical industry. Furthermore, Dr Simpson was able to impart valuable advice for successful business development in chemistry to all entrepreneurs based on his twelve years at LanzaTech.

"Chemistry makes the world go around" was the motto of the 1st European Chemistry Partnering. Dr Holger Bengs, the initiator of the event series, said: "We are very pleased that so many people active in the chemistry industry have used the 1st European Chemistry Partnering as an opportunity for further growth and for the initiation of new business contacts. It was a creative and very stimulating prelude, which also challenged us to leave the comfort zones of our own areas of expertise, to look further than our own disciplines and to find new business friends. We are proud of what we have achieved. Next year, the 2nd ECP will not only be significantly larger, but will also be even more valuable to all participants."

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BCNP: A short profile

BCNP Consultants is a Germany-based Consultancy that specializes in the areas of Biotech, Chemistry, Nanotechnology and Pharmaceuticals (BCNP). BCNP's core competences include scientific and technical expertise, strong networks and industry knowledge. The company provides Strategy, Communication and Sales consulting services via its divisions BCNP strategy, BCNP communications and BCNP connect. Specialist areas are Market and Technology analysis as well as Innovation scouting. Since 2016 BCNP has published the annual Compass to Europe's Innovative Chemical Companies (www.chemistry-compass.eu), to encourage entrepreneurship in the chemical industry. New in 2017 is the marketplace "European Chemistry Partnering", to bring together, and engender dialog among, creative minds and decision makers on an international stage.

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