

## Peter Kayatz, PhD

### Contact

Name Peter Kayatz, PhD  
Address Kuehtaier Strasse 23  
6433 Oetz  
Austria  
Web kayatz@waterbergh.com / www.waterbergh.com  
Tel / Fax / Skype +43 512 270 245-27 / - 28 / waterbergh  
Languages German, English  
Profiles LinkedIn, Xing  
Organizations plcd - Pharma Lizenz Club Deutschland  
DÖIM – Dachverband Österreichischer Interim Manager



### Professional Experience

since 2008 **Waterbergh Management (Owner)**  
Hightech Start-up Consulting  
Business Planning, Deal Structuring, Negotiation, Financing, Licensing, Business Development, Interim Management, Coaching & Training

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](http://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](http://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](http://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 2019      **Member of the Project Advisory Board of INITS**, Vienna  
INITS is the business incubator of Vienna, Austria.
- 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 2015      **Lecturer in Financial Planning and Management at UFL**, Liechtenstein  
UFL is the Private University in the Principality of Liechtenstein.
- 2016 - 2019      **Lecturer in Entrepreneurship & Innovation, and Marketing, at MCI**, Innsbruck  
MCI Management Center Innsbruck – The Entrepreneurial School®
- 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.

- 2012 - 2019      **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

- 2019              **Certification as Interim Manager**  
incite, Vienna, according to ISO 17024
- 8/2019           **Learning Journey to Digital Rwanda, Kigali**  
Ecotec, Vienna
- 1/2019           **Learning Journey to Silicon Savannah, Nairobi**  
Ecotec, Vienna
- 2018              **Art of Hosting – Professional Programme on Facilitation and Participatory Leadership**  
European Forum Alpbach, Alpbach
- 2018              **Organization Design Work Shop**  
Handelsblatt Fachmedien, Cologne
- 2017              **Global Innovation Expert Program Module**  
Innovation Orbit, Vienna
- 2013              **Conducting Difficult Negotiations**  
plcd - Pharma Lizenz Club Deutschland, Mannheim

2010	<b>Licensing &amp; Business Development</b> plcd - Pharma Lizenz Club Deutschland, Berlin
2009	<b>Scientific Market Positioning</b> plcd - Pharma Lizenz Club Deutschland, Darmstadt
2008	<b>License Contract Valuation</b> Avance, Mannheim
2005	<b>Negotiation Strategies Course</b> EBD Group, Munich
2004	<b>Licensing in the Pharmaceutical and Biotech Industries</b> Forum Institute for Management, Heidelberg
2004	<b>Marketing of Scientific Study Results</b> Forum Institute for Management, Heidelberg
2001	<b>Legal Structuring of Venture Capital Transactions</b> Euroforum, Hamburg
2000 - 2001	<b>Postgraduate 'BioBusiness'</b> University of Heidelberg Management of high-tech companies, accounting, financing & valuation, controlling, patenting & licensing
2000	<b>Accounting &amp; Balancing</b> Haufe Akademie, Munich

## Grants & Awards

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

## Academic Education

2000	<b>Doctor rerum medicinalium</b> , 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.
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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