



Interview Shortlisted Company – European Small and Mid-Cap Awards 2021

Name of the company
Marinomed Biotech AG
What are the key qualities your company has?
Marinomed Biotech AG is a biopharmaceutical company. It specializes in the development of innovative products based on its patent protected technology platforms Marinosolv® and Carragelose®, which has recently been shown to reduce the risk of infection with SARS-CoV-2. Marinomed's key quality is the ability to invent, generate IP and enable commercialization with the global markets as target.
What prompted your company to go public?
The aim of going public was to finance the growth of Marinomed. The proceeds were successfully used for clinical validation of our Marinosolv® platform and business expansion. After several years of growth with private funds, going public was a logical next step and a key success factor.
What were the main challenges along the road to becoming public?
Financing and managing the growth of the company before the IPO was the biggest challenge. Besides that, challenges associated with the corporate structure and the legal environment had to be solved.
What have been the key benefits (for your company) of going public?
The company has much more visibility today to both customers and investors. A stock option program allows employee participation in the success. The company has now access to the vast public equity and debt capital markets.
After going public, what reactions have you had from investors, customers, employees, etc.?
The reactions were overwhelmingly positive. While investors got a platform for trading their stake and validating the value, customers highlighted the greater public awareness. Employees got a fast upgrade in knowledge of equity capital markets and enjoy the benefits of working in a public company.
What experience/advice would you want to share with companies that are thinking of going public?
At the beginning of an IPO project, the challenges seem endless. Develop your equity story first. Why you are doing the IPO and why should investors buy your share and not others? When you

have your story, plan the process, take good advisors, and then execute the project. It will be a once in a lifetime experience.

Where do you see yourselves in 5 years?

Marinomed aims to become an important innovation player in the European life science sector. Growth and innovation are needed to achieve that and Marinomed is committed to both.

Have you had any assistance from the European Union, e.g. funding projects, etc.

Ahead of the IPO, Marinomed has received a venture loan from the European Investment Bank (EIB). This was of particular importance for investors since the EIB is known for its strict due diligence policy. On the way to the IPO Marinomed has been involved in several EU projects and is working with several scientific institutions that receive funding from the Horizon 2020 program.

If you had 3 wishes: What should the EU be doing to encourage more SMEs to go public? What should the EU be doing to provide ongoing support for listed companies?

- At least, the opposite should be avoided.
- Easing the regulatory barriers for smaller companies would be helpful.
- Contribute with examples, studies and educated information that the equity capital market is helping to unlock resources for the future and is one of the few opportunities for the general public to participate and own a share of a company.