

## IN THIS SECTION:

**£100m Raploch regeneration scheme will build 800 homes**  
By Matthew Magee

**True stories:**  
'Tax simplification frees up time and money'

**True stories:**  
'I have concerns over maternity provisions'

**African oil hopes for BowLeven on eve of flotation**  
With a multinational dream team in place, one oil independent is on the verge of hitting black gold, writes Valerie Darroch

**Bad news for business**  
Policies that extend parental leave come at a cost to firms

**Banks' abysmal failure to serve 'poor' revealed in MAS study**  
Exclusive By Teresa Hunter

**Biotech pioneer holds its ground to land £400,000**  
By Julia Fields

**Bound for a change**  
By Ken Symon, Business Editor

**Business rate plea ignored as McCabe offers R&D assistance**  
By Ian Fraser, Financial Editor

## Biotech pioneer holds its ground to land £400,000



email



print

By **Julia Fields**

**Biotechnology firm** Pro2Kem has landed more than £400,000 in first-round fundraising despite refusing to leave Scotland to please prospective investors.

A further £300,000 is expected through a consortium of private American investors in the coming months. The financing was delayed by nearly a year after company executives stood their ground on keeping their headquarters in Dundee.

Pro2Kem founder and chief executive Dr Roger White revealed that the money could have been secured last January if he'd been willing to move operations to the US state of Massachusetts.

The company has developed laboratory instruments that use laser scattering detectors to monitor the aggregation (or clumping) of proteins, information that can be used to help discover new drugs for degenerative diseases such as Alzheimer's.

Pro2Kem claims the units are a quarter of the price of competing technologies and are so simple they could be used by "an 18-year-old with a higher in chemistry", allowing PhD researchers to concentrate on other things. Pro2Kem needed the cash infusion to accelerate the launch of its products in Britain and the US.

White explained: "We could have raised all of our money last January if we left Scotland and upped sticks. The investors were saying, 'You can have the money but we don't see why you are in Dundee. Why aren't you in Boston?'"

"Dundee has a very high rating. That wasn't the issue. In Boston, the venture capitalists can practically walk to all their investments. If you were a company raising £10 million then it would be more worth their while to fly over to Scotland."

The success of Pro2Kem hinges on selling into the US, the largest pharmaceutical and medical device market. Its instruments will be used by research institutions, universities and pharmaceutical companies.

However, White refused to be lured away from what he considers to be an excellent research base in Dundee - where he plans to develop new technology. Instead, the 44-year-old Londoner continued marketing to various investors the merits of having a Scottish HQ and opened a Boston office, as well as hiring a contract manufacturer in the US.

"I firmly believe a research and development-based company like ours needs to have roots," White explained.

"We are a UK company when it comes to our research. It would have taken me time to develop new links with academia, which we already have in Dundee."

**Coal price boom prompts ATH Resource expansion**

By John Phelps

**Credit abuse bill running out of time**

By Teresa Hunter

**Despite what cynics say, Brown's sums may add up**

Balancing Act by Alf Young

**Elphinstone on the verge of £52m UA Group deal**

Christmas looks like it might come early for Ken Ross, the man rebuilding Scotland's landscape, writes Valerie Darroch

**Gladedale in bid talks for Edinburgh's**

**Quartermile**

By Julia Fields

**Good news for business**

Less red tape for firms and exceptions for university spin-outs

**Gordon's Family Bonus**

**PRE-BUDGET REPORT**

Reporting by Ian Fraser, Julia Fields, Valerie Darroch and Ken Symon

**Indifferent news for business**

Fears over investment switch delay

**Investors: we won't police 'fat-cat' pay**

By Ian Fraser

**SRH hits the Goode times ... and plans to enlarge**

Scottish Radio Holdings' new chief executive is tuning in to the idea of expansion. Steven Vass met him

"I don't think we would have succeeded by shipping out to the US. There are a lot of advantages to being in Scotland and in the US."

The gamble has paid off, with a number of British private investors contributing £414,000 and American individuals following with the rest.

Pro2Kem has taken its first orders in the UK from the University of Abertay and a number of companies. It signed a distribution agreement with Tokyo-based Marubun Corporation this month to sell its products into Japan and is now considering appointing an agent in China.

In the US, a supply chain has been established and Pro2Kem will launch its sales push in January, with a US vice president of sales to be appointed. Elwood Vogt, formerly vice-president of biotechnology manufacturing for US multinational Sigma-Aldrich, has also joined Pro2Kem as group chief operating officer.

The company expects to reach profitability by the end of 2005 and to be self-funding in the future.

05 December 2004

[◀◀ back to previous page](#)

**Do we need another inquiry into the deaths at Deepcut barracks?**

Yes

No

[view results](#)

Scotland must aim for  
more public flotations  
By Julia Fields

Scots firm in world first  
with futuristic video  
drama series for  
mobile phones  
By Steven Vass

Scottish law firms wake  
up to brand realities ...  
finally  
By Steven Vass

Selfridges scraps plans  
for £90m flagship store  
in Glasgow  
By Ian Fraser

Slovakia office pays off  
for Recruitment Zone  
By Julia Fields

Threat to regional  
funding that can only  
provoke a direct reply  
By Alan Wilson, chief  
executive of SCDI

Universities urged to  
tap into EU fund  
By Ken Symon Business  
Editor

[news](#) - [news in focus](#) - [international](#) - [sport](#) - [business](#) - [sevendays](#) - [review](#) - [magazine](#) - [blog](#)

[ebooks](#) - [meet the staff](#) - [archive](#) - [awards](#)

[news alerts](#) - [letters](#) - [subscriptions](#) - [photo sales](#) - [sales & advertising](#) - [recruitment](#) - [property](#) - [site map](#)

© 2004 newsquest (sunday herald) limited. all rights reserved