



Biotech-Hotspot North Rhine-Westphalia

北莱茵-威斯特法伦
生物科技热点

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Enhancing Global Cooperation	4
强化全球合作	6
Biotech-Hotspot North Rhine-Westphalia Germany	
德国北莱茵-威斯特法伦州生物技术热点	6
ChInValue Project – Internationalization of	
leading edge clusters	8
ChInValue Project – 尖端集群的国际化	9
BIO.NRW - The Home of Biotech	10
BIO.NRW - 北莱茵-威斯特法伦州生物产业联盟	12
BluCon Biotech.....	14
BluCon Biotech.....	16
Forschungszentrum Jülich GmbH	18
于利希研究中心	20
KànMedIm	22
KànMedIm	24
Lead Discovery Center	26
Lead Discovery Center (先导化合物发现中心)	28

Internationalisation of German Leading-Edge Clusters, Future Projects and Comparable Networks

The German Cluster Landscape at a Glance

The different clusters and networks (co-funded by the German federal government, the federal states or the private sector) cover a wide range of industrial branches, thematic areas and fields of technology, e. g. automotive, aviation, biotechnology, lightweight construction, organic electronics, photonics, power electronics and renewable energies.

The Home of Biotechnology

BIO.NRW is the home of biotechnology in North Rhine-Westphalia (NRW), Germany's economically most powerful federal state. Since 2009, BIO.NRW promotes and actively supports life science business and academia in NRW by various means. NRW is also hosting the largest biotech industry in the nation – mainly situated along the states distinctive valleys of the rivers Rhine and Ruhr.

Aims & Objectives

Based on excellent experience with the German “Spitzencluster-Wettbewerb” (“Leading-Edge Cluster Competition”), the funding measure “Internationalisation of Leading-Edge Clusters, Future Projects, and Comparable Networks” by the German Federal Ministry of Education and Research supports German clusters and networks in advancing their cooperation with international partners in the field of Research and Development and Innovation (R & D & I).

In each of the three rounds of the program in 2015, 2016 and 2017 about 10 leading German clusters and networks in all industries have been selected and provided with funding of up to EUR 4 M per cluster or network. BIO.NRW has been selected for its ChInValue Project (see below) in the third and final round of the program as the only network with China as partner country and the only life science network as well.

德国尖端集群，未来项目与同等网络的国际化

德国集群概况一览

不同的集群和网络（由德国联邦政府、联邦州和私营企业联合创建）涵盖各种不同的行业部门、主题领域和技术领域，如：汽车、航空、生物技术、轻质结构、有机电子、光子学、电力电子学和可再生能源。

目的和目标

BIO.NRW 是德国经济上最强大的联邦州北莱茵 - 威斯特法伦州 (NRW) 的生物产业联盟。自 2009 年以来，BIO.NRW 通过各种方式促进并积极支持北威州的生命科学事业和相关学术界。北威州还拥有德国最大的生物技术产业 - 主要位于莱茵河和鲁尔河沿岸各州的独特山谷中。

目的和目标

基于德国 “Spitzencluster-Wettbewerb” （“尖端集群竞争”）的卓越经验，德国联邦教育和研究部为“尖端集群，未来项目和同等网络的国际化”项目提供资助措施，去支持德国的集群和关系网络推动它们与国际伙伴在研发与创新 (R&D&I) 领域的合作。

在 2015 年，2016 年和 2017 年的三轮项目计划中，德国联邦教育和研究部在每个行业每一轮都选择了10个主要的德国集群和关系网络，为每个集群或关系网络提供高达400万欧元的资金。

BIO.NRW 凭借其 ChInValue 项目（见下文）已在此国家项目的第三轮也即最后一轮成功被选中，这是项目中德国全国唯一将中国作为合作伙伴国家，以及唯一的生命科学项目。

Biotech-Hotspot North Rhine-Westphalia Germany



- ~345 Life Science Companies
- 108 Core Biotech Companies
- 25 Universities and Universities of Applied Science
- 6 Institutes of the Max Planck Society
- 5 Institutes of the Fraunhofer Gesellschaft
- 6 Leibniz Institutes
- 3 Helmholtz Research Centers



ChInValue Project – Internationalization of leading edge clusters

BIO Clustermanagement NRW GmbH (BIO CM) in concert with BIO.NRW has been granted the prestigious BMBF (National Ministry of Education and Research) funded project „Internationalization of leading-edge clusters, future projects and comparable networks” in 2017 with China as partner country.

Our first Chinese network partner within this project is China Medical City (CMC) in Taizhou, Jiangsu which is part of the Yangtzekiang delta region where a number of large and economically strong cities like Shanghai, Nanjing, Suzhou, Hangzhou and others are located. The Yangtze delta region with about 150 million inhabitants accounts for roughly 10 % of China's population but more than 20 % of the nation's GDP. NRW and the Jiangsu province have been celebrating 30 years of partnership in 2018.

BIO CM together with BIO.NRW has started the ChInValue project by strategically expanding the network contacts between NRW and the Yangtze delta area through several delegation trips into the region. Also, the NRW community of company representatives that are interested in market entry in China have been trained in several workshops covering topics like “Intellectual Property”, “Market Entry Strategies” or “Cultural Properties”. Besides these components of the internationalization strategy for BIO.NRW the current status of the ChInValue project includes two R&D project proposals under preparation by German-Chinese Life Science consortia in the area of drug discovery and medtech/diagnostics. Due to the localization of the Chinese partners in the Zhejiang province (Hangzhou) this area as part of the greater Shanghai region became a geographic focus of the project.

For further information on the ChInValue project please contact **Mrs. Qi Liu** (liu@bioclustermanagement.de) or **Dr. Nils Schrader** (schrader@bioclustermanagement.de).

ChInValue Project – 尖端集群的国际化

北莱茵-威斯特法伦州生物集聚管理公司

(BIO Clustermanagement NRW GmbH) 联合北莱茵-威斯特法伦州生物产业联盟 (BIO. NRW) 以中国为伙伴国，于 2017 年接受著名的德国国家研究与教育部 (BMBF) 授予资助项目“尖端集群、未来项目和同等网络的国际化”。

在这个项目中，我们第一个中国的合作伙伴是位于江苏泰州的中国医药城 (CMC)。泰州所处的长江三角洲地区是众多拥有强大经济实力的大型城市所在之处，例如上海，南京，苏州和杭州等。拥有约 1.5 亿居民的长江三角洲地区约占中国人口的 10%，贡献了全国 GDP 的 20% 以上。在 2018 年，北莱茵-威斯特法伦州（北威州）与江苏省共同庆祝三十年的合作关系。

BIO Clustermanagement NRW GmbH 与 BIO. NRW 共同启动了 ChInValue 项目，通过多次代表团访问长三角地区，战略性地扩大了北威州与长江三角洲地区之间的合作网络。此外，在项目中，对进入中国市场感兴趣的北威州公司接受了多个研讨会的培训，涉及“知识产权”，“市场进入战略”和“文化财产”等议题。

除了以上 BIO. NRW 国际化战略的组成部分外，ChInValue 项目现包括在德中生命科学联盟准备下的，两个分别在药物发现和医疗技术/诊断领域的研发项目提案。由于研发项目中的中国合作伙伴位于浙江省（杭州），作为大上海地区的一部分，该地区也将成为 ChInValue 项目的地理重点。

有关 ChInValue 项目的更多信息，请联系刘琪女士

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BIO.NRW – The Home of Biotech

BIO.NRW is the biotechnology network of NRW and catalyses the sustainable development of the state's biotech sector by building on NRW's strengths in industrial and pharmaceutical biotechnology, and in enabling technologies. It activates cooperation between business, research, investors and policy makers.

Technology Transfer

Tech transfer support is a key contribution from BIO.NRW. We organize events, working platforms and meetings to promote the dialogue between business, research, investors and policy-makers and to activate cooperation.

Biotech Business & Sciences

BIO.NRW compiles comprehensive and current online databases of academic institutions and companies active in the life sciences in NRW. Free to access and easy-to-use, these resources are valuable tools for identifying business partners. More information on www.bio.nrw.de

Fairs, Exhibitions and Conferences

Companies and academic institutions can generate awareness of their activities locally, nationally and internationally by being a part of the BIO.NRW common stands on fairs, exhibitions and conferences. BIO.NRW also organizes a series of workshops and symposia, called BIO.NRW.academy.

Support of Young Professionals

BIO.NRW takes a special interest in supporting young professionals in biotechnology. We organize conventions where graduates meet representatives from industry and academic science. The



'Business Angel Network – BIO.NRW' helps financing and funding biotech startups. In addition, a forum that brings together investment institutions, private investors, business angels and developers provides information about the current NRW biotech scene.

What we are looking for

- To showcase North-Rhine Westphalia's strengths in the Biotech Business
- To foster targeted B2B Partnering
- To seek and intensify international cooperation
- To discuss the latest innovations in NRW



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BIO.NRW – 北莱茵-威斯特法伦州生物产业联盟

北莱茵-威斯特法伦州生物产业联盟(BIO.NRW)集中了北威州的生物技术公司,通过发挥北威州的工业与制药生物技术优势,推动北威州生物技术产业持续发展,并对更多技术的发展发挥带动作用。BIO.NRW促进产业、科研、投资者以及政府之间的合作。

技术传输

技术转让支持是BIO.NRW的一项主要贡献。我们通过组织活动、工作平台和会议以促进产业、科研、投资者以及政府之间的对话与合作。

生物产业与科学

BIO.NRW综合汇编北威州活跃在生命科学领域的学术机构和公司的最新在线数据资料。这些资源可免费、方便地获取,是了解产业合作伙伴的有用工具。如需更多信息,请访问 www.bio.nrw.de

商展、会展和会议

企业与学术机构可通过参与BIO.NRW的商展、会展和会议等的共同展台,来提升其在当地、国内以及国际的业务名气。BIO.NRW也组织一系列的研讨会,这些称为“BIO.NRW学术”。

青年人才支持

BIO.NRW特别注重对生物技术产业的青年人才的支持。我们组织研究生与业界和学术界的代表进行交流。我们通过“北威生物产业创业天使网络”(Business Angel Network – BIO.NRW)帮助新创生物技术公司融资。此外,我们还举办论坛,汇聚投资机构、私人投资者、天使基金以及开发人员,向他们提供有关北威州生物产业发展的当前局势。



我们寻找的对象

- 展示北莱茵-威斯特法伦州在生物技术领域的强项
- 促进有针对性的 B2B 伙伴关系
- 寻求和加强国际合作
- 探讨北威州最新的创新技术



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2017
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Industrial Biotechnology, Bioplastics, Process Development
Lactic acid, PLA



BluCon Biotech GmbH – Next Bioplastics Commercially viable biobased and biodegradable plastic!

BluCon Biotech GmbH was founded in August 2017 and has laboratories and offices in BioCologne Park, Cologne. The business objective of the company is to provide a process by which L-lactic acid can be produced at lowest possible production costs so that the bioplastic PLA (poly lactic acid) will become commercially competitive to fossil based plastics. PLA produced today is still too expensive for a broad market, and in addition it is produced from sugar. This will not be ethically acceptable once production volumes reach several tens of millions of tons of PLA per year. The basis of BluCon Biotech´s process is i. the use of residues of the paper recycling industry and agriculture which are not competing with food supplies, and ii. an innovative fermentation process that directly converts these raw materials into the product L-lactic acid. Besides developing Blucon technology to commercial stage,





Blucon Biotech GmbH will serve as a platform to acquire further technologies in the field of applied biotechnology. With its core team, the company has outstanding expertise in the microbiology of extremophilic bacteria, in strain and process development and in project management. It is very well connected both in Germany and internationally.

BluCon Biotech collaborates with: B.R.A.I.N. AG, EW Biotech GmbH, RWTH Aachen, Fraunhofer CBP, Depei Biotechnologies Ltd., Hangzhou, Tongjitech Biomaterials Co., Ltd. , Hangzhou

What we are looking for

Contacts and collaborations in the field of:

- Industrial Biotechnology
- Pretreatment of biomass
- PLA technology
- PLA products
- PLA for medical products
- Bioplastics
- Bulk chemicals produced by microorganisms



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2017
4
工业生物技术、生物塑料、工艺开发
乳酸, 聚乳酸



BluCon Biotech GmbH – 新一代的生物塑料，商业可行的生物基和生物可降解塑料

BluCon Biotech GmbH 成立于2017年8月，在德国科隆的 BioCologne Park 设有实验室和办公室。

该公司的业务目标是通过一种方法，以尽可能低的生产成本生产L-乳酸，使得生物塑料PLA（聚乳酸）可以以最低的价格生产，让其相对于化石基塑料具有商业竞争力。对于广阔的市场来说，现在市面上的聚乳酸产品仍然过于昂贵，并且这些产品是由糖作为原料生产的。这意味着一旦产量达到每年几千万吨 PLA，这在道德层面上是不可接受的。反观BluCon Biotech，我们的生产流程基础是使用不与食品供应竞争的纸张回收工业和农业残留物作为原料。另外通过我们的一种创新的发酵工艺，可直接将这些原料转化为L-乳酸产品。

除了将Blucon的技术发展到商业阶段外，Blucon Biotech GmbH还将作为一个平台，用于获取应用生物技术领域的其他技术。凭借其核心团队，该公司在极端细菌的微生物学，菌株和工艺开发以及项目管理方面拥有出色的专业知识。公司在德国本土和国际上





都有很好的联系与合作。

已与BluCon Biotech达成合作的有：B.R.A.I.N. AG, EW Biotech GmbH, RWTH Aachen, Fraunhofer CBP, Depei Biotechnologies Ltd., Hangzhou, Tongjiecheng Biomaterials Co., Ltd., Hangzhou

我们寻找的对象

以下领域的联系者和合作者：

- 工业生物技术
- 生物质预处理
- 聚乳酸技术
- 聚乳酸产品
- 医用品用聚乳酸
- 生物塑料
- 微生物产生的散装化学品



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Energy, Information, Sustainable Bioeconomy, Research
Infrastructures, High Performance Computing (HPC)

Forschungszentrum Jülich GmbH

We do not wait for progress to happen, but instead look to shape it ourselves.

As a member of the Helmholtz Association, we work on behalf of the German Federal Government and the Government of North Rhine-Westphalia towards providing comprehensive solutions for the grand challenges facing society in the three fields of information, energy and bioeconomy, and information technology, thus laying the foundation for future key technologies.

We offer comprehensive solutions for the grand challenges facing society in the three fields of information, energy and bioeconomy, and information technology, thus laying the foundation for future key technologies





Furthermore we provide infrastructure (e.g. most powerful electron microscopes, supercomputer) that is available to external partners.

Forschungszentrum Jülich develops simulation and data sciences as a key research method and makes use of large, often unique, scientific infrastructures.

What we are looking for

We are looking for (academic) partners in the three fields of information, energy and bioeconomy.



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能源, 信息, 可持续生物经济, 研究的基础设施
高性能计算集群 (HPC)



Forschungszentrum Jülich GmbH 我们从不等待成果，而是自己寻求去塑造它。

于利希研究中心 (Jülich Research Centre) 作为德国亥姆霍兹国家研究中心联合会的成员，代表德国联邦政府和北莱茵 - 威斯特法伦州政府，为在社会在信息，能源和生物经济以及信息技术三个领域面临的巨大挑战提供全面的解决方案，为未来的关键技术奠定了基础。

于利希研究中心为在社会在信息，能源和生物经济以及信息技术三个领域面临的巨大挑战提供全面的解决方案，从而为未来的关键技术奠定基础；

此外，我们为外部合作伙伴提供研究基础设施（例如强大的电子显微镜，超级计算机）。





于利希研究中心利用大型的，独特的科学基础设施，将开发模拟和数据科学作为关键的研究方法。

我们寻找的对象

信息技术，能源和生物经济三个领域的（学术）合作伙伴。



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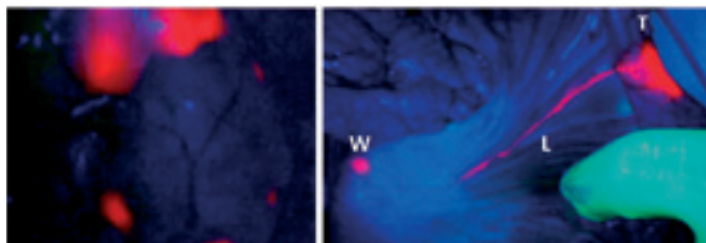
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2018
5

KànMedIm

Imaging markers for minimally invasive surgery
TargetSignals – a technology platform for AI supported
fluorescence navigation in minimally invasive surgery

KànMedIm – Seeing What´s Essential

KànMedIm´s technology development has emerged from the EUREGIO Biotech Center and its close association with the University of Applied Sciences Münster is the basis of a platform for product developments with broad applicability. The University of Applied Sciences Münster is one of the most highly regarded Applied Universities in Germany. The founders of KànMedIm have very a long standing experience in surgical imaging and use of different imaging modalities. KànMedIm´s portfolio of product development addresses markets with unmet medical needs today. Its lead compound "TargetSignals" is designed to mark cancerous lesions for artificial intelligence supported navigation in minimally invasive surgery. KànMedIm has teamed up with Hangzhou Jianpei Technology Inc., Ltd, a leading Chinese AI company, to develop an integrated surgical navigation system. This system is designed to make minimally invasive surgery safer, easier and faster and is planned to achieve clinical proof of concept according to medical device regulations. This first





product will be followed by a pipeline of other cancer products in also highly attractive markets. KànMedIm has well established relationships to leading laparoscopic device manufacturers such as Karl Storz, Olympus, Maxer Endoscopy and others and plans to roll out its products in Europe, USA, Japan and China. For international partners, KànMedIm also can provide support in medical device certification in Europe.

What we are looking for

- KànMedIm is looking for clinical and strategic partners to advance the company by collaborating for product development in China as well as partners that have interest to achieve CE certification for their products in Europe.



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业务范围
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2018

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微创外科标记物成像
TargetSignals – 个用于微创手术的人工智能荧光导航技术平台

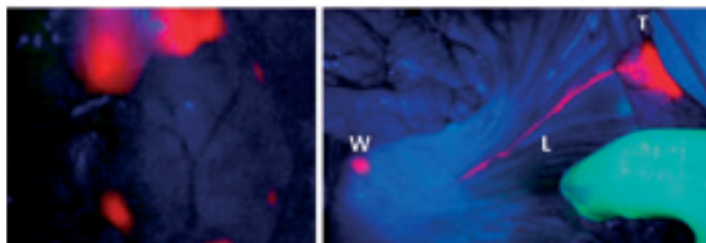
KànMedIm

KànMedIm – 探求本源

KànMedIm 的技术开发源于EUREGIO生物技术中心，它与明斯特应用科学大学联系紧密，这也成为了它们具有广泛的适用性的产品的开发平台基础。明斯特应用科技大学是德国最受尊敬的应用大学之一。KànMedIm的创始人在手术成像和使用不同成像方式方面拥有丰富的长期经验。

KànMedIm 的产品开发组合解决了当今未满足医疗需求的市场问题。它的主要化合物“TargetSignals”旨在标记癌症病变，从而用于微创手术中的人工智能导航。KànMedIm 与中国领先的人工智能公司杭州建培科技有限公司合作开发了一体化手术导航系统。该系统旨在使微创手术更安全，更容易和更快速，并计划根据医疗器械法规实现临床概念验证。

在第一个产品之后，其他癌症产品也将在极具吸引力的市场中





陆续推出。KànMedIm 与领先的腹腔镜设备制造商建立了良好的关系，如 Karl Storz, Olympus, Maxer Endoscopy 等，并计划在欧洲，美国，日本和中国推出其产品。对于国际合作伙伴，KànMedIm 还可以为其在欧洲的医疗器械认证提供支持。

我们寻找的对象

- KànMedIm 正在寻找临床和战略合作伙伴，通过在中国开展产品开发合作以及有兴趣在欧洲获得CE认证的合作伙伴来推动双方共同发展。



联系人

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Lead Discovery Center

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Founded (year)
Number of Employees
Areas of Activity
Products

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2008

73

Drug Discovery & Preclinical Pharmaceutical Research
Broad portfolio of preclinical drug discovery projects



Lead Discovery Center (LDC) – Paving the way for innovative medicines

LDC is a professional drug discovery company with all required infrastructure, core competencies and disciplines operating in a fully integrated way at highest industrial standards. The LDC is working closely together with an academic and industrial scientific network, e.g. the Max-Planck-Society, universities and pharmaceutical companies. LDC functions as a facilitator to translate academic basic research results into professional drug discovery projects and high quality products –lead structures with proven efficacy in a therapeutic animal model. LDC offers the full workflow in early pharmaceutical drug discovery in its five scientific departments.

Assay development & Screening: biochemical and cellular assays, MTS and HTS (S2 approved Robocon/cellular uHTS system, Thermo CRS Dimension 4 system, CyBio System for biochemical assay based on fluorescence, luminescence and radioactive read-outs)

Biology: cellular pharmacology, -efficacy, -toxicity, mode of action and phenotypic studies, cellular selectivity, biomarkers, pharmacodynamic markers

Pharmacology: assessment of drug-like physicochemical properties, safety and efficacy, early ADME profiling, PK-, PD-,



early toxicity-, *in vivo* efficacy and metabolite studies, LC-MS based bioanalytics

Medicinal Chemistry: organic synthesis, rational drug design, cheminformatics, design of focused compound libraries, structure-activity and structure-property relationships (SAR, SPR), pharmacophore models

Therapeutic Antibodies: organic synthesis, rational drug protein production, hybridoma & phage display, antibody engineering and humanization, project management according to industry best practices

What we are looking for

- We are looking for innovative projects (small molecules, therapeutic antibodies) with high scientific quality, which are addressing a clear medical need. The PI should be motivated to cooperate in a joint early stage drug discovery project (e.g., validated target or hit-to-lead phase).



Contact Persons

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Lead Discovery Center (领先探索中心)

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药物研发与临床前药物研究
范围广泛的临床前药物研发项目



Lead Discovery Center (LDC) – 有限公司 为创新医药铺平道路

LDC 是一家专业的药物研发公司，基础设施配备完善，拥有强大的核心技术能力，采用最高行业标准，将各种学科完美整合。

LDC 与学术和工业科学网络如：马克斯·普朗克学会 (Max-Planck-Society)、高校和制药公司有着密切的合作。

LDC 是将基本的学术研究成果转化为专业药物研发项目与高质量产品 - 对治疗性动物模型具有证明功效的先导结构的促成者。

LDC 的 5 个科研部门提供药物早期研发阶段的完整工作流程。

检测开发与筛选： 生物化学和细胞检测、中通量筛选 (MTS) 和高通量筛选 (HTS) (S2 认可的 Robocon/细胞超高通量筛选 (uHTS) 监测系统、Thermo CRS Dimension 4 系统、基于荧光、冷发光和辐射读数的 CyBio 生物化学检测系统)

生物学： 细胞药理学、功效、毒理学、作用机制和表型研究、细胞选择性、生物标记、药效学标记

药理学： 类药物理化学性质、安全性和功效评估、体内功效和代谢研究中，对药物吸收分布代谢和排泄 (ADME) 前期分析、药动学 (PK)、/药效学 (PD)、前期毒理学的基于 LC-MS 的生物分析

药物化学： 有机合成、合理药物设计、化学信息学、筛选化合物库的设计、结构活性与结构性能关系 (SAR,SPR)、药效团模型



我们寻找的对象

- 我们寻找具有高科学品质、解决明确医学需求的创新项目（小分子、治疗性抗体）。项目负责人 (PI) 应积极有意在药物联合研发的早期阶段（如：验证靶标或活性化合物到先导化合物（hit-to-lead）阶段）进行合作。



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03rd – 06th June 2019

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International Partnering Conference with NRW-joint booth
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See our upcoming events at
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北莱茵-威斯特法伦州生物产业联盟

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