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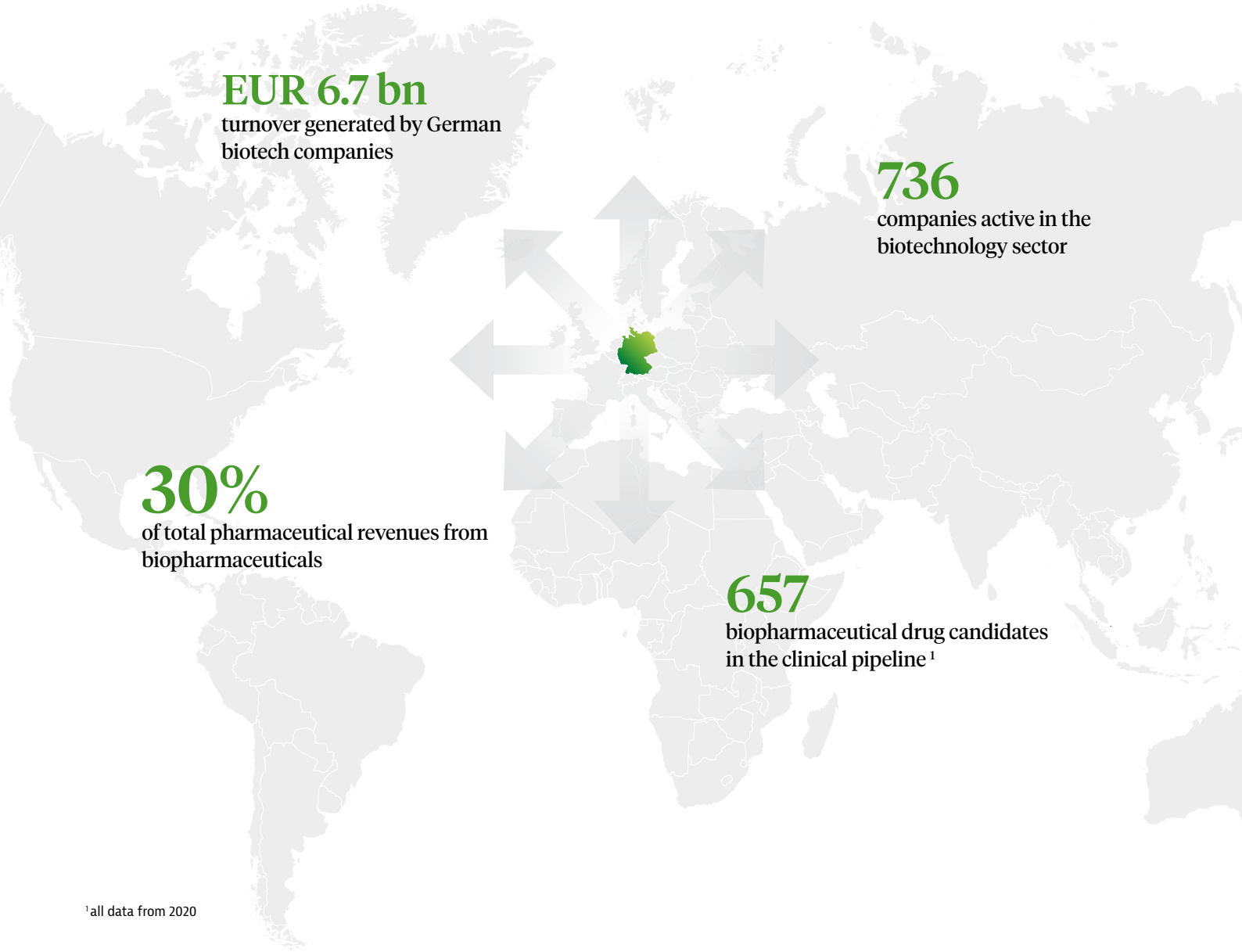
The Medical Biotechnology Sector

Summary

Germany's medical biotechnology industry received a major boost because of the Covid-19 crisis. Biotech companies, specifically vaccine developers but also diagnostics and equipment manufacturers, enjoyed enhanced public reputations and achieved considerable financial successes. Government support – at levels far surpassing funding rates in previous years – has contributed significantly to this development. In addition, investor interest in this highly innovative field is on the rise. The Covid-19 pandemic has demonstrated the need for versatile platforms and short development periods.

German companies were able to prove their competencies for developing new therapies and diagnostic tools. BioNTech's messenger RNA (mRNA) platform, used in the Pfizer/BioNTech vaccine, is but one of many examples of recent German biotechnological innovations. To ascribe the vast investment and revenue increases solely to Covid-19 would however be misguided. The whole German biotech industry is growing – with ever more cooperation and licensing deals confirming international recognition of German competencies in development and manufacturing.



EUR 6.7 bn
turnover generated by German biotech companies

736
companies active in the biotechnology sector

30%
of total pharmaceutical revenues from biopharmaceuticals

657
biopharmaceutical drug candidates in the clinical pipeline [1]

[1] all data from 2020

Market Data

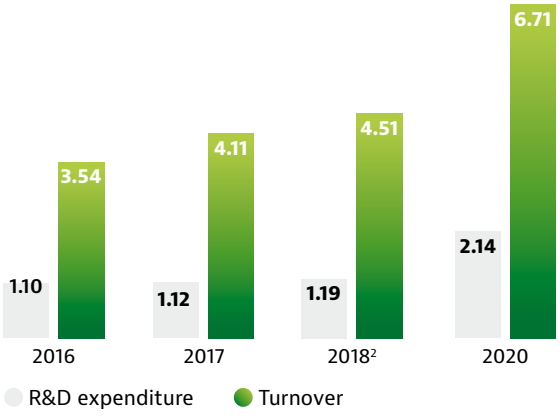
Biotechnology is a key driver of pharmaceutical industry innovation. This is particularly true for the invention of novel treatments and diagnostic methods. New technologies and research tools have paved the way to a better understanding of disorders and enabled strategies that combat causes as well as symptoms. The personalized medicine age is inconceivable without medical biotechnology, with the healthcare industry very much reliant on developments in the sector. This is best seen in the growing importance of biopharmaceuticals among new drugs approved.

According to the Boston Consulting Group and Association of Research-Based Pharmaceutical Companies (vfa) report, 25 of 56 new drugs approved in Europe in 2020 were biopharmaceuticals. With 45 percent of new drug approvals, this is the second-highest level since the first biopharmaceutical was approved. The growing importance of biologics has seen medical biotechnology company turnover increase over the past ten years. In Germany alone, sales of the 339 approved biopharmaceuticals reached EUR 14.6 billion in 2020, compared to just under EUR 10 billion in 2016. This positive trend is reflected by a growing biotechnology sector in Germany. According to the annual survey carried out by BIOCOM, there are currently more than 730 dedicated biotechnology companies predominantly active in biotechnology. The total turnover of these so-called dedicated biotechnology companies reached EUR 6.7 billion which is an almost 50 percent increase to 2018. Innovation plays a major role, demonstrated by the fact that research and development (R&D) spending of dedicated biotechnology companies is at a very high level and reached EUR 2.1 billion in 2020.

The global scale of the international biotechnology industry necessitates collaborations with international partners from academia, clinics, and industry. In recent years, German biotechnology companies have proven very adept at forming strategic R&D partnerships and securing major pharma licensing deals. German expertise is also becoming increasingly attractive for international investors.

Several biotechnology companies have hit the headlines with large investments or impressive flotations. The financing situation in the R&D sector has also improved steadily, with several double-digit venture capital (VC) rounds and a new record of EUR 2.2 billion in VC collected.

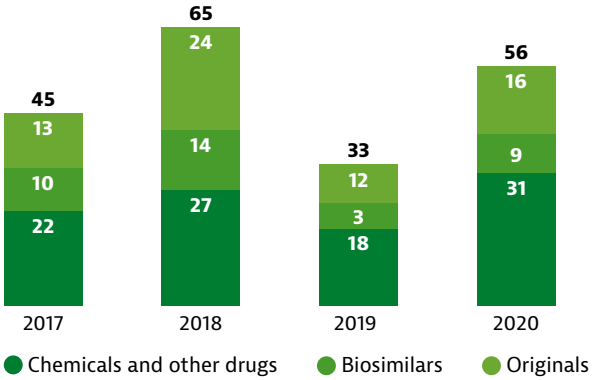
Dedicated Biotechnology Companies in Germany - Turnover and R&D Expenditure
in EUR billion



Source: BIOCOM / 23rd Guide to German Biotech Companies (2022)

² no data collected in 2019 due to Covid-19

Newly Approved Drugs in Germany and the EU
Biopharmaceuticals and other Drugs



Source: Biotech Report vfa (2021)

Industry Trends

New Understanding of Disease and Personalized Medicine

Novel technologies and the rapidly growing toolbox of modern molecular biology – including genetic engineering, genome sequencing, and protein analytics – allow researchers and clinicians to identify and target the causes of many diseases better than ever before. Decades of research in immunology have also yielded a deeper understanding of the body's defense system. Together, these developments have paved the way for personalized medicine that is already beginning to transform the pharmaceutical industry and modern healthcare.

Pioneering Solutions for Current Medical Issues

Germany is among the world's leading targeted diagnostics and therapy markets. German biotechnology companies are best known for their expertise and innovation potential in a broad range of indications. The following list represents only a small selection of current medical issues that offer international parties numerous points of reference for collaboration and strategic partnerships.

- *mRNA technologies and (corona-) vaccines:* Vaccines are designed to enable the patient's immune system to recognize viruses, other pathogens, and cancer cells to subsequently attack them. With Covid-19 being caused by corona viruses, vaccine technologies were placed at the center of worldwide attention. German biotechnology companies could once more prove their innovative power and experience in the field of vaccine development. With less than a year between the start of the program and authorization, the first approved corona vaccine by BioNTech and Pfizer was not only quickly available but also the first-ever approved mRNA-based vaccine. Because mRNAs are by their nature very unstable molecules, mRNA vaccines were therefore not used before the pandemic. In comparison, alive, dead, and vector vaccines have been less complicated until today. The mRNA platform was originated by the German biotech company CureVac, which first started working on this approach in 1999. However, mRNA technologies have a much broader field of usage than just viruses. BioNTech's main focus of development are vaccines and immunotherapy for cancer. Identifying typical antigens produced by the targeted type of cancer enables the mRNA vaccine technology. Currently, they have multiple candidates in phase I and II trials. It allows the immune system to learn how to recognize typical cancer cells. Another promising innovation currently in phase II trials are individualized immunotherapies. Individualized immunotherapy can be realized using a patient's blood sample through on-demand RNA manufacturing of predicted patient-focused Tumor-Specific Antigens (TSAs). Several German companies follow pioneering approaches in using mRNA platforms to treat a broad range of diseases.

- *Biosimilars:* After a biopharmaceutical patent expires, competitors can start marketing similar drugs if they show no relevant differences to their reference product. Such biosimilars have become very successful after the first was approved in 2006. In recent years, multiple biosimilars have become available and their revenues have increased by around 65 percent annually. Biosimilars available for more than one year generated 52 percent of total revenue with those agents in Germany. For specific types, such as the autoimmune disease and cancer drug Rituximab, up to 90 percent of prescribed doses are from biosimilars.

- *Recombinant antibodies:* Most hybridoma-generated antibodies have an animal origin which can cause reactions from the immune system. For this reason, the animal DNA is switched for human DNA sequences. The final construct is then transferred into a suitable cell structure through recombinant DNA technology. Production of these agents can then happen completely in vitro, often with the help of

PHARMACEUTICAL SECTOR

The pharmaceutical industry is the largest sector within the German healthcare industry. This publication highlights its strengths and international partnership opportunities.

E. coli bacteria. This allows the improvement not only of the quality of natural antibodies but also the creation of completely new formats of antibodies previously not available in nature. The first antibodies of this sort were licensed in the EU in 1998. Today there are already 107 recombinant antibody pharmaceuticals that have been approved. This trend is likely to continue, with 65 percent of the biopharmaceutical pipeline containing recombinant antibodies – mainly in the fields of oncology and immunology. In 2020, German companies produced 18 of the approved antibodies making the country the second-highest producer of different antibodies after the USA.

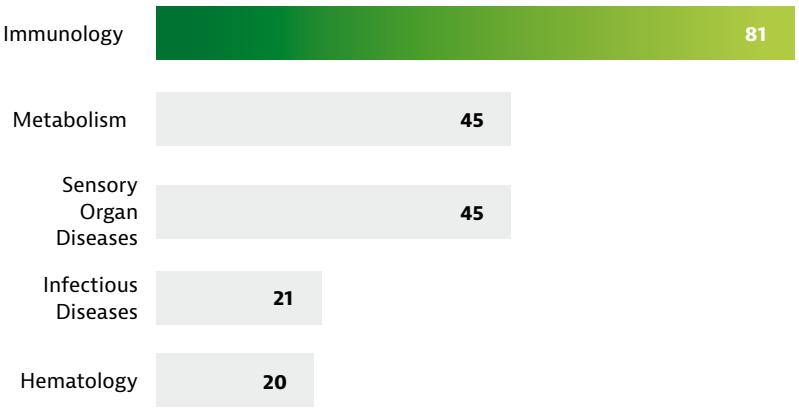
- *Advanced Therapy Medicinal Products:* As one of the pioneering countries in the research of advanced therapy medicinal products (ATMPs), Germany is one of the world's leading and Europe's driving force in this area. Typically, ATMPs are classified into three groups: gene therapy medicines, somatic-cell therapy medicines and tissue-engineered-medicines (TEPs) but also include combinatory products using these technologies. Their advantage compared to conventional medicines shows specifically with hereditary diseases. Regular medication often includes lifelong administration whereas ATMPs have to be administered once.

  For uncommon diseases, such as rare types of cancer and in the field of regenerative medicine, ATMPs are also taking the industry by storm. The active ingredients in ATMPs are not conventional small molecules or proteins but nucleic acids. Even complete cells or tissues enable them to affect the origins of diseases where previously only symptoms could be fought. According to the vfa, as of July 2021, some 11 gene therapeutics, one cell therapeutic, and two TEPs have been approved within the EU. The Paul-Ehrlich-Institut (PEI) in Germany can also approve additional ATMPs subject to certain restrictions. As a result, almost 10 further TEPs are already in use in the country as well as a cancer vaccine containing cytokine-induced killer cells. More ATMPs are currently awaiting approval and thousands of studies are being conducted.

- *BioIT innovations:* The combination of biotechnology and information technology has the potential to cause fundamental innovations and disruptions in various aspects of life and industry. Traditional players in health, agriculture, forestry, and the food industry as well as the environment sector are expanding their services. A growing number of non-classical actors, especially from the digital economy – such as Alphabet and Apple – are also entering these markets. At the intersection of biology and technology, for example in electronics and robotics, radical new products are emerging that will enable significant bioeconomic advancements. Substantial R&D investments and new biotech enterprises are on the horizon for the next 15-20 years. The focus of smart medicine is on increasing the effectiveness of treatments, especially for cancer, immune and cardiovascular diseases. These are all diseases that are responsible for a large proportion of premature deaths in industrialized countries.

Medical Indications with a High Proportion of Biopharmaceuticals

Share of German Pharmaceutical Market Turnover in 2020 in percent



Source: Biotech Report vfa (2021)

Sector Structure

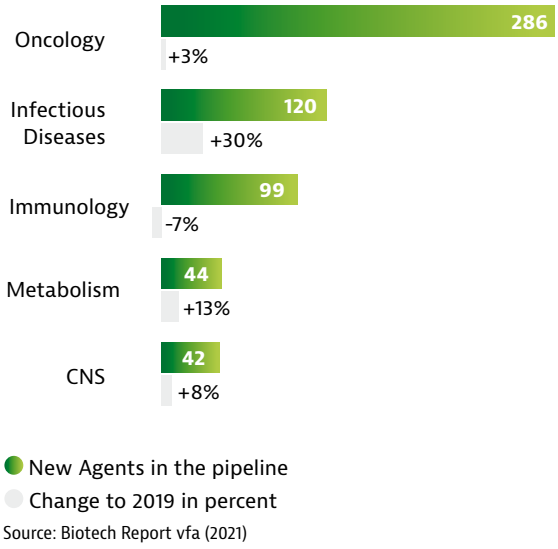
Three Major Activity Fields
The medical biotechnology sector in Germany can be classified into three major fields of activity:
- Drug development
- Diagnostics
- Contract service provision

Drug discovery companies are mostly looking for and optimizing biological molecules to cure or stop diseases including cancer and Alzheimer's disease as well as rare diseases like cystic fibrosis. Vaccine developers also belong to this group. The core is built by biopharmaceutical companies that already have clinical-stage drug candidates. Germany's biotechnology sector enjoys growing maturity, with the clinical pipeline bigger than ever before. According to the vfa, the 700-plus active companies in Germany had a total of 657 drug candidates in the clinical biopharmaceutical pipeline in 2020.

Diagnostics is mainly concerned with the development of molecular biological test systems (for example, SARS-CoV-2), companion diagnostics for therapies or prenatal tests.

Contract service providers offer services related to the development and manufacturing of therapeutics. For example, they conduct research into or manufacture active ingredients in small and large quantities on behalf of other companies.

Biopharmaceutical Drug Development Pipeline
Number of Drug Candidates according to Medical Indication in 2020

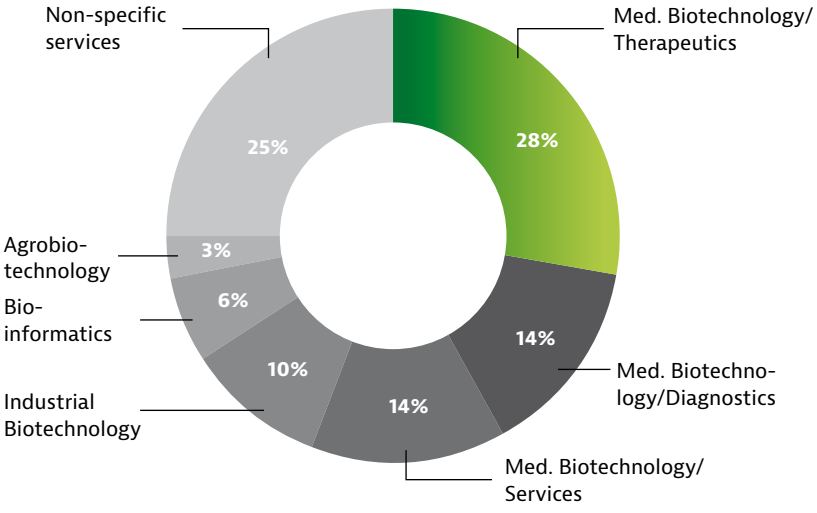


Source: Biotech Report vfa (2021)

Therapeutic Proteins and Vaccines
Of the class of therapeutic agents, 429 are recombinant antibodies, 111 represent vaccines, 73 other forms of recombinant proteins, and 44 belong to the class of gene therapeutic agents in the pipeline. It is noteworthy that 16 percent of all therapeutic agents in clinical phase III are biosimilars. This underlines the high level of expertise and the growing activity in the field of biosimilars in Germany. In terms of the medical indications that are targeted, oncology continuously dominates the biopharmaceutical pipeline with 286 substances in clinical development. Other major areas of R&D activity are infectious diseases (which achieved the highest level of increase, most likely connected to the Covid-19 pandemic) and immunology. These three indications already cover 68 percent of all drug candidates in the pipeline.

Diagnostic Field
The Covid-19 pandemic has highlighted the importance of diagnostics. Last year a record number of 110 companies were working in the diagnostics field. This reflects the increasing demand for early disease detection, for example, in infection diagnostics and the relevance of companion diagnostics for therapeutic treatments including personalized medicine in cancer treatment. In 2020,

Dedicated Biotech Companies: Main Areas of Activity



Source: BIO Deutschland (2021)

diagnostic companies alone achieved sales of EUR 2.8 billion. Diagnostics are also of growing importance for investors.

Strong Service Businesses

Germany has a long tradition in bioengineering and bioprocessing. Building on this, a large number of biotechnology and pharmaceutical companies act as service providers for research and manufacturing. They profit from an ongoing outsourcing trend – making Germany the number two location worldwide in terms of production of EU-approved biopharmaceuticals and the number one in Europe. The country also has a strong network of contract research organizations (CROs) covering services relevant for the life sciences such as target validation, lead optimization (including delivery technologies), toxicological studies, bioanalytics, and clinical trial management. The majority of CROs in Germany are small and medium-sized enterprises (SMEs). As they speed up drug development, the versatility and strength of the German CRO landscape is a solid reference point for collaboration at the international level.

The HEALTH MADE IN GERMANY initiative provides a free online database of German healthcare companies for potential international partners and customers. More than 3,500 German manufacturers are listed with company profiles, product portfolios, and contact information.

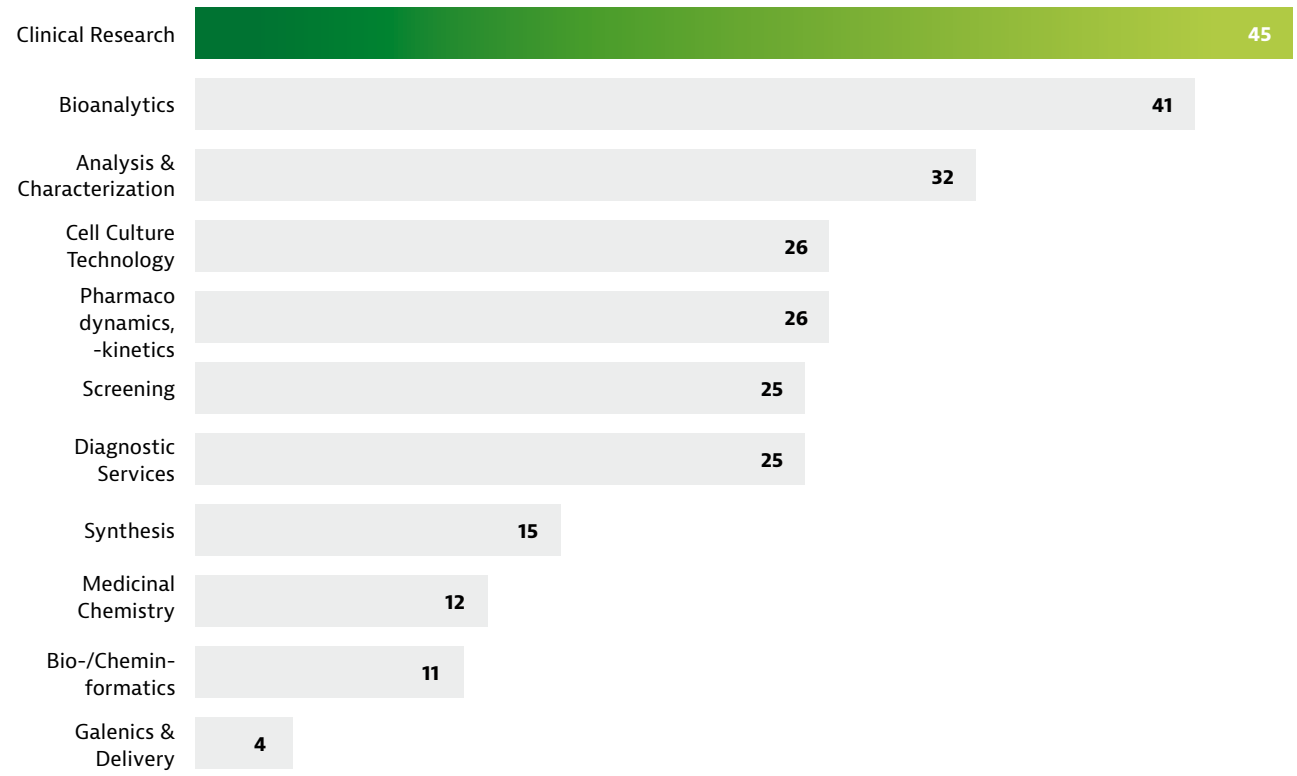
A listing of German contract researchers that disseminates information, connects partners and opens the path for German expertise to serve people all over the world.

Guide to Contract Research in Germany
www.health-made-in-germany.com

A directory of biopharmaceutical contract manufacturing organizations, created to make it easier for international clients to find firms in Germany that are best-suited for their projects.

German Biomanufacturing Guide
www.health-made-in-germany.com

Main Areas of Activity of Contract Research Organizations (CROs) in Germany
Relative Proportion of the Entire Service Spectrum (multiple entries possible)



Source: Guide to Contract Research in Germany, HEALTH MADE IN GERMANY (2020)

The Biotech Landscape in Germany

Germany's excellent R&D environment and comprehensive funding options have contributed to a high level of R&D activity in the biotech sector. In 2020, total annual R&D spending passed the EUR 2 billion mark. Every year companies participate in thousands of research projects with partners from industry and scientific institutes, reinforcing Germany's reputation as one of the best environments for biotechnology worldwide. The country is renowned for its outstanding capabilities, resources and infrastructure along the entire value chain: from R&D through scale-up and production to sales, marketing and after-sales services.

Innovation Environment

German biotechnology companies are anchored in a unique life-science innovation environment that is made up of universities, non-academic research institutes belonging to research organi-

Biotechnology Clusters ("BioRegions") and their Headquarters in Germany

Source: Germany Trade & Invest (2021)

1. Industrielle Biotechnologie Nord
2. Life Science Nord
3. BioCon Valley
4. BioNord
5. BioRegioN
6. HealthCapital Cluster Gesundheitswirtschaft in Berlin
7. Gesellschaft für Bioanalytik Münster
8. BioIndustry
9. BIO.NRW
10. BioRiver – Life Science in the Rheinland
11. BioCologne
12. MedLife e.V
13. bioanalytik-muenster
14. Technologieland Hessen
15. cc-NanoBioNet e.V.
16. BioRN - Life Science Cluster Rhine-Main-Neckar
17. Technologiepark Heidelberg
18. IGZ- Innovation and Start-up Centre Würzburg
19. BIOPRO
20. BioRegio Stern Management GmbH
21. BioPark Regensburg
22. BioRegio Freiburg – BioValley
23. BioPharma Cluster South Germany
24. BioM - Munich Biotech Cluster
25. Cluster Offensive Bayern
26. BMD Life Sciences Agency
27. InfectoGnostics Forschungscampus Jena
28. Medways
29. Bio City Leipzig
30. biosaxony
31. BioLAGO – the Health Network
32. Technologiepark Weinberg Campus
33. BioRegio Regensburg
34. Cluster für Individualisierte ImmunIntervention e.V. (Ci3)

zations (Max Planck Society, Fraunhofer Society, Helmholtz Association, and Leibniz Association), and industry. Clusters, in which the expertise of diverse partners from science and industry is bundled along the value chain, are major drivers of innovation. The German Federal Government has been providing targeted financial support for several clusters and related infrastructure, for example, by establishing the German Centers of Health Research.

Life Science Clusters in Germany

The country's "BioRegions" are regional clusters for the advancement of modern life sciences in Germany. Over the past three decades, these biotechnology networks have established themselves as Europe's leading R&D hubs. Each region specializes in specific areas and facilitates collaboration between universities, R&D institutes and private sector companies. Most clusters are located in the states of North Rhine-Westphalia, Bavaria and Baden-Württemberg, but biotechnology hot spots are spread across the entire country. Smaller regional clusters in particular have developed strong cooperations with other industrial sectors and international partnerships.

Around 30 BioRegions are active members of the "AK Bioregio" taskforce that is the "Council of German BioRegions" (www.biodeutschland.org). The council's goal is to advance the German biotechnology sector by coordinating and promoting local activities. It was also involved in managing the Covid-19 reactions of the bio-clusters. International companies in particular can benefit from the BioRegions, enjoying easy access to local networks and research project funding.

Start-ups on the Rise

Life-science cluster collaboration and available incentives have proved invaluable to the establishment of new companies in the sector. Start-up dynamism has increased in recent years. With 42 start-ups in 2019, the number of new companies doubled compared to the previous year (20 in 2018) – most likely accelerated by the Covid-19 pandemic. In 2020 there were 25 new enterprises recorded. Most of the newcomers are active in the medical biotherapeutics field.

Several federal funding initiatives support the establishment of young companies. These include the Central Innovation Program (Zentrales Innovationsprogramm Mittelstand – ZIM) which provides funding for SMEs with business operations in Germany and promotes cooperation between research institutions and the private sector. The German government and several companies have set up the High-Tech Gründerfonds (HTGF) as a public-private partnership. This investment instrument provides technology start-ups with seed capital and later-stage financing.

Clinical Trials

Germany offers excellent expertise for clinical trials. There are currently 1,543 active, non-recruiting studies in Germany. The country was the world's fifth-leading clinical trial location in 2019. Geographically located at the heart of the EU with excellent access to other European countries, Germany's competencies in this field are highly appreciated by international pharmaceutical companies. German clinicians enjoy a reputation as credible and serious partners for the provision of high-quality data.

German Expertise

German medical biotechnology companies apply cutting-edge technologies and use their considerable experience to develop innovative products and platforms for the medicine of the future. Whether active in drug discovery, diagnostics, or drug development – many of these companies are considered pioneers in their respective fields.

Here, leading representatives of three German biotechnology companies report on what makes their expertise so interesting for international partners, why global alliances and strategic partnerships are the key to successful business development and what they have learned from the corona pandemic.

MorphoSys AG works to discover, develop and commercialize innovative therapies for people living with cancer and autoimmune diseases. The company has more than three decades of experience in antibody technology. Being able to provide patients with the best treatment available is driving its more than 750 employees across Germany and the United States.

BioSpring Gesellschaft für Biotechnologie mbH is a leading industry expert in oligonucleotide science and technology, delivering products at all production scales that meet the highest quality standards for therapeutic and diagnostic applications. BioSpring is a privately-owned company with over 400 employees. Headquartered in Frankfurt, Germany, BioSpring is an international player with a subsidiary in the United States and a local presence in Japan.

Rentschler Biopharma SE is a leading global Contract Development and Manufacturing Organization (CDMO). The family-owned company with around 1,000 employees is situated with its headquarters in Laupheim, Germany, and its site in Milford, USA. Rentschler Biopharma offers end-to-end solutions including biopharmaceutical process development and manufacturing as well as related consulting, such as project management and regulatory support.

Dr. Jean-Paul Kress
CEO, MorphoSys AG, Planegg

What distinguishes Biotech made Germany in international comparison?
In Germany we have excellent conditions: well-trained scientists and outstanding academic research institutions that drive innovation and have led to exciting spin-offs. This became evident in the nearly 30-year history of MorphoSys and other examples.

What can international partners expect from collaborating with MorphoSys?
MorphoSys has evolved into an international company. We forged R&D partnerships with leading global pharma and biotech companies, and we have a very diverse team with employees from 40 different nationalities. We now focus on proprietary drug development and have built a significant presence in Boston. Through collaborations with international partners we have generated a deep knowledge of the US healthcare market and offer a lot of expertise in innovative drug development.

What are your most important "lessons learned" from the corona crisis for international business?
In July 2020, the FDA granted accelerated approval of our first own Oncology medicine, an immunotherapy for a very aggressive form of blood cancer. Hence, we needed to build our commercial team and launch our product in the middle of the pandemic. We quickly pivoted with our sales activities, focused on virtual engagements and new digital marketing tools. We will certainly benefit from the agility and digital focus of our organization.

www.morphosys.com

Dr. Sylvia Wojczewski
CEO, BioSpring Gesellschaft für Biotechnologie mbH, Frankfurt am Main

What distinguishes biotechnology "made in Germany" in international comparison?
The biotech sector is characterized by very specialized and service-oriented companies. Additionally, German companies have been focused on international business for a long time, understand customers' needs and have responded to them in an adaptable and flexible way. They have excellently trained employees at all levels.

What can international partners expect from collaborating with BioSpring?
As absolute experts in the field of therapeutic oligonucleotides, we perfectly understand the technical requirements and the demands of our international partners. We are completely internationally oriented. Trust, meeting deadlines, reliability, flexibility and fast communication are essentials. Our experts – in all parts of the company – allow us to collaborate with customers according to their individual needs. We work in state-of-the-art facilities with excellent logistic conditions

What are your most important "lessons learned" from the corona crisis for international business?
The last months have shown: We live in a completely global world. Our customer and supplier relationships are totally internationalized. It has paid off to have a secured and diversified supply chain that balances (out) our procurement processes. At the same time, we have successfully intensified our customer and supplier communications across all channels. It was helpful here that we have close and trusting partnerships with our customers.

www.biospring.de/about

Frank Mathias
CEO, Rentschler Biopharma SE, Laupheim

What distinguishes biotechnology "made in Germany" in international comparison?
Germany offers outstanding research facilities, entrepreneurial spirit and highly qualified professionals. The ability of German companies to respond quickly to evolving industry and client needs is also a major strength. Germany should see these conditions as an opportunity and continue to invest, so that we can fully exploit our potential in biotechnology and continue to play a leading role internationally.

What can international partners expect from collaborating with Rentschler Biopharma?
Rentschler Biopharma offers process development and production of highly complex biopharmaceuticals for clinical as well as for commercial supply. We support our clients with flexible business models from three locations across the globe. We also offer consulting services – from cell line selection to regulatory processes – based on decades of experience. This is enabled by our excellent and highly motivated team that works in trusting and close collaboration with our clients.

What are your most important "lessons learned" from the corona crisis for international business?
In my view, the pandemic has demonstrated how much we can achieve in a short time when we all join forces. At Rentschler Biopharma, we always believed in strong alliances: We seek alliances with expert strategic partners and thereby offer our clients the best possible range of high-quality services across the biopharmaceutical value chain. Our ultimate goal is to ensure the reliable supply of essential medications to critically ill patients.

www.rentschler-biopharma.com

SPECIAL TOPIC

German Biotechnology and Covid-19

The Covid-19 crisis has been rendered tolerable thanks to the biotechnology industry. More than 70 German biotech companies are actively involved in the fight against the pandemic. The continual evolution of the virus, which has resulted in new variants, created huge challenges for scientific study. However, three successful variables allowed the crisis to be kept under control: Rapid tests, medication for infected patients and vaccines. As of January 2022, more than 150 million vaccine doses have already been administered in Germany; worldwide it has been more than 8.5 billion vaccines (December 2021). The WHO has registered 300 vaccine projects, with around 100 of them currently in clinical trials and involving German firms and institutes. The extremely short development cycle is a result of previous experience with vaccinations against related SARS and MERS viruses and unprecedented collaboration between companies, research institutions, clinics, and authorities. Germany developed the world's first coronavirus test, as well as the first licensed mRNA-based Covid-vaccine. German biotech companies are pioneers in the field of mRNA innovation. Although vaccinations are important, so is proper treatment for individuals already infected. Around 600 active ingredients are currently being tested to whether they contribute to a faster recovery from Covid-19. Virus-binding molecules are also in development, including those that differ structurally from classical antibodies. Biotech businesses and research institutes have produced aptamers, nanobodies, sybodies, and DARPins, which are now or will soon be clinically tested in collaboration with larger partners.

Industry Associations

The German medical biotechnology sector is represented by a number of industry associations that lobby for improvements for their member companies. HEALTH MADE IN GERMANY works closely together with them to provide support for international companies seeking collaboration and partnerships with German companies active in the digital health sector. To further enhance sector visibility, we facilitate the presence of German players at relevant industry events and provide a platform for connecting with international partners.

BIO DEUTSCHLAND

Biotechnologie-Industrie-Organisation Deutschland
The Biotechnologie-Industrie-Organisation Deutschland (BIO Deutschland) is an independent association for the German biotechnology industry and has set itself the objective of supporting and promoting the development of an innovative economic sector based on modern biosciences. The Berlin-based association currently has over 360 members. It is run by a board of ten members consisting of CEOs and managing directors of biotechnology companies and their investors. Using a wide range of political initiatives, BIO Deutschland lobbies for improvements to the legal parameters for innovative small and medium-sized enterprises. BIO Deutschland represents Germany's biotechnology sector at the Federation of German Industries (BDI), at the European association (EuropaBio) in Brussels and at the US-American BIO in Washington. BIO Deutschland is also founding member of the International Council of Biotechnology Association (ICBA). The association is very active in a broad range of events with the aim of providing biotechnology with a platform for discussion and interaction.

www.biodeutschland.org/en

DEUTSCHE INDUSTRIEVEREINIGUNG BIOTECHNOLOGIE

Deutsche Industrievereinigung Biotechnologie
The German Association of Biotechnology Industries (DIB) is the biotechnology branch of the Association of the German Chemical Industry (VCI), the VCI sector groups and the VCI sector associations. DIB represents the political-economic interests of companies which use biotechnological methods and, in this manner, strengthen sustainable growth and the international competitiveness of biotechnology in Germany. 10 associations are also members of DIB. Thus, the DIB members stand for over 90 percent of the German market for biotechnology products such as pharmaceuticals, diagnostics, fine and specialty chemicals, enzymes, personal care products, animal health products, polymers, renewables and derived products. DIB is member of the European biotechnology association EuropaBio and appoints one member to the Board.

www.vci.de/dib

VBU Association of German Biotechnology Companies

Vereinigung deutscher Biotechnologie-Unternehmen
The Association of German Biotechnology Companies (VBU) links companies operating in biotechnology and related sectors. Its members are active in biotechnology, pharmaceuticals, bioinformatics, diagnostics, medical products and laboratory technology. The VBU is a platform for cooperation, communication and information. It forms an interdisciplinary network and supports its members in the search for partners from all areas of the life sciences in Germany and abroad. The VBU presents attractive international markets in webinars and on site events. It also organizes topical and country specific brokerage events, as well as trade delegation trips and shared stands at trade shows.

www.v-b-u.org/vbu/en/

HEALTH MADE IN GERMANY

Germany is one of the world's most important providers and exporters of healthcare products and services. The country's innovative medical products set international standards for quality, safety and reliability. German manufacturers and service providers in all health and life sciences segments attract overseas customers and partners and deliver leadership in healthcare innovation.

HEALTH MADE IN GERMANY is the export initiative for the German healthcare industry. It supports international companies and organizations that are interested in establishing contact with potential German partners and suppliers. Set up by the German Federal Ministry for Economic Affairs and Climate Action (BMWK), the initiative bundles expert market intelligence for easy industry access. One of the initiative's main goals is to promote the German healthcare sector through international networking activities for the mutual benefit of international partners and German companies alike.

HEALTH MADE IN GERMANY does this by providing proactive support (including market and regulatory insight), introductory services, and networking platforms including trade events at home and abroad. The initiative serves four major industries active in the international medical market: pharmaceuticals, medical technology, medical biotechnology, and digital health care.

HEALTH MADE IN GERMANY also works closely with 16 major German industry associations and is part of the BMWK's MITTELSTAND GLOBAL umbrella program for small and medium-sized enterprises. The initiative is ideally placed to provide access to German healthcare market information and to help overseas businesses identify potential German partners.

The HEALTH MADE IN GERMANY initiative is implemented by Germany Trade & Invest, the economic development agency of the Federal Republic of Germany, on behalf of the BMWK.

For more information:
www.health-made-in-germany.com

Our support for your business:

We publish market briefs, in-depth market studies and company directories of the German healthcare industry and its different sectors.

Our calendar is regularly updated with the latest industry events in Germany and overseas.

We take part in leading healthcare trade fairs all over the world, organize networking events and enjoy ongoing dialogue and exchange with international health policymakers.

We provide free access to 3,500+ German healthcare companies with our online database. Detailed company profiles and direct contact information help international businesses to identify potential suppliers and partners in Germany.

Visit www.health-made-in-germany.com for more information about the German healthcare industry and all HEALTH MADE IN GERMANY activities.

Expert Advice

Axel Lohse is the manager responsible for the medical biotechnology and pharmaceutical industries at HEALTH MADE IN GERMANY. He is your point of contact for expert advice in those fields and looks forward to receiving your inquiries and requests.

Get in touch with us to learn more about what HEALTH MADE IN GERMANY can do for you.

Axel Lohse
Deputy Director and Manager,
Medical Biotechnology and Pharmaceuticals

T +49 30 200 099-254
Axel.Lohse@gtai.com
www.health-made-in-germany.com
www.gtai.com

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Dr. Robert Hermann, CEO

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Germany Trade & Invest
Headquarters
Friedrichstraße 60
10117 Berlin
Germany
T +49 30 200 099-0
F +49 30 200 099-111
invest@gtai.com
www.gtai.com

Germany Trade & Invest
Bonn Office
Villemombler Straße 76
53123 Bonn
Germany
T +49 228 249 93-0
F +49 228 249 93-212
info@gtai.de
www.gtai.de