



# Generating competitiveness For Biotechnology

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## EuropaBio is representing the entire biotechnology industry

- 80 global life science companies, 8 associate members, 6 BioRegions
- 25 national biotechnology associations
- More than 1800 small and medium-sized biotech companies

Red  
Biotech

White  
Biotech

Green  
Biotech

→ Representation of all Sectors

## Mission

- To promote an innovative, dynamic and competitive environment for Biotechnology in Europe
- Focus on R&D stimulation, commercial development and market access

# Industrial Biotech Workshop in Czech Republic

Summary of group discussions

# General

- Lack of Continuity
- Need of professional way of doing things
- Embryonic industry and rebirth of research

- Innovation is the time between « it could be a product ... and ... it is a product »

# Strenghts

- Improved R&D Budget
- Strong horizontal funding system
- Traditionnal biotech (food, beer, pharma, etc.)
- Pharma generics
- Biotech machinery
- Good research
- Capacity of people
- Costs are low
- Educated people
- Enought ressources

# Weaknesses

- Fragmentation
- No focus on biotech in R&D budget
- Frequent changes, no continuity in project managers etc.
- Lack of strategy in the field of biotechnology
- Delay to obtain money from projects etc.
- Lack of white biotech
- Lack of SMEs
- Problem of transfert of technology to industry
- Lack in education of entrepreneurship
- Low costs → difficultly to attract skilled people
- Lack of examples, lack of good news, lack of success stories
- IP is too costly and takes too much time
- Ressources not properly distributed due to lack of managerial skills
- Death valley between research and market
- Two different languages between academia and industry

# Opportunities

- More focusing
- Quality of project must be checked, reinforced
- EU Funds for money and evaluation
- Pressure of green processes
- Biofuels
- Algae & waste
- Biomaterials (joins, boons substitutes)
- Food crisis
- Two deep reforms of R&D system and university/education system

# Threats

- Human resources
- Lack of continuity (ministries etc.)
- Stagnation or decrease of the R&D budget for Biotech
- Exchange rate
- Food crisis
- No comprehension by politicians/economist/lawyers etc. of the sector
- Business if felt as a kind of « devil » by Academia
- « sustainability » of programmes, 2/3 of them do not think on how they will work in 2020

# CZ Recommendations

- Better evaluation of the « matching funds programme », better matching between research and industry, better assessment of the value & the output
- Train the grant managers, invest more funds into per-review
- Invest in evaluation
- More incentives for private funding
- Increase public awareness of bio-products
- Public procurements
- Improve awareness of company managers

# CZ Recommendations

- Improve awareness of company managers
- Built an open production plan
- Kind of « special fund » to pay skilled people
- Promote success stories
- Building trust: predictability
- Promote PPP
- « getting people in mind that making profit is not a sin »
- Managerial training
- Train decision makers

# EU Recommendations

- Fund also basic research
- Less bureaucracy
- NIH style of reviewing (improve the application process to funding)
- More flexibility in the timing of R&D projects
- Get excellence, reimburse time spent in responding to the calls (see national examples) for SMEs
- Having a follow-up, interest from EU in the future of projects

# EU Recommendations

- IP harmonisation in 27 countries → strong EU patent is needed and patents protection
- Building trust: predictability
- Communication (and « what can biotech do for you »)
- Make state aids known
- Make FP7 website intelligible
- Create a creative funding that can be used by private bodies
- Make decision makers aware about the specificity of biotech process (5 and not 3 years)



## Background Message

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SMEs are a new paradigm in healthcare and in White Biotechnology

- They are small (<50 people) or medium (<250 people).
- What about “Too big to be small and too small to be big.”
- They use money from others.
- They are 2000.
- They start with Life Science towards Life Solutions for markets they:
  - can reach alone (diagnostics, ...)
  - cannot reach alone (therapeutics ...)



## Background Message

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With a range of very focused niche to platform technology and service solutions for improving:

Research & Development

Predictability proof of concept/

Production less energy / less waste

etc...



## What they need:

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- **Reduction of Fragmentation**
- **Economical and robust European IP.**
- **Quick and predictable access to private and public finance policies.**
- **Coherence and predictability of policies and rules.**
- **Support from improved public research funding.**
- **Education & help on:**
  - **entrepreneurship**
  - **contract negotiation**
  - **financing**



## Messages from the industry

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- Predictability stimulates entrepreneurship!
- Innovation is only real if rewarded in the market
- Innovation is never perfect from the onset, incremental innovation has to be rewarded
- Is innovation costly? Try stagnation
- Public private partnership has to go all the way!



## What they need:

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- Long-term relationship with Pharma/University.
- Open production plants.
- Educative programs.
- Cluster organisation and support.
- Reduction of the fragmentation of Member states and of Europe.
- More and better financing



## At EU level you have:

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State and rules on R&D&I to be implemented at Czech.

- 1. Fundamental & industrial research and experimental development. %**
- 2. Technical feasibility studies related to R&D&I. %**
- 3. Aid for industrial property costs for SMEs. %**
- 4. Aid for YIE up to 1M€ ( up to 1.5 regions)**
- 5. Aid for process and organisational Innovation in services**

## They got:

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State and rules on R&D&I

**6. Aid for advisory services and innovation support services % max  
200 000€**

**7. Aid for the loan of Highly qualified personnel %**

**8. Aid for innovation clusters %**

## Rest:

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More international finance.

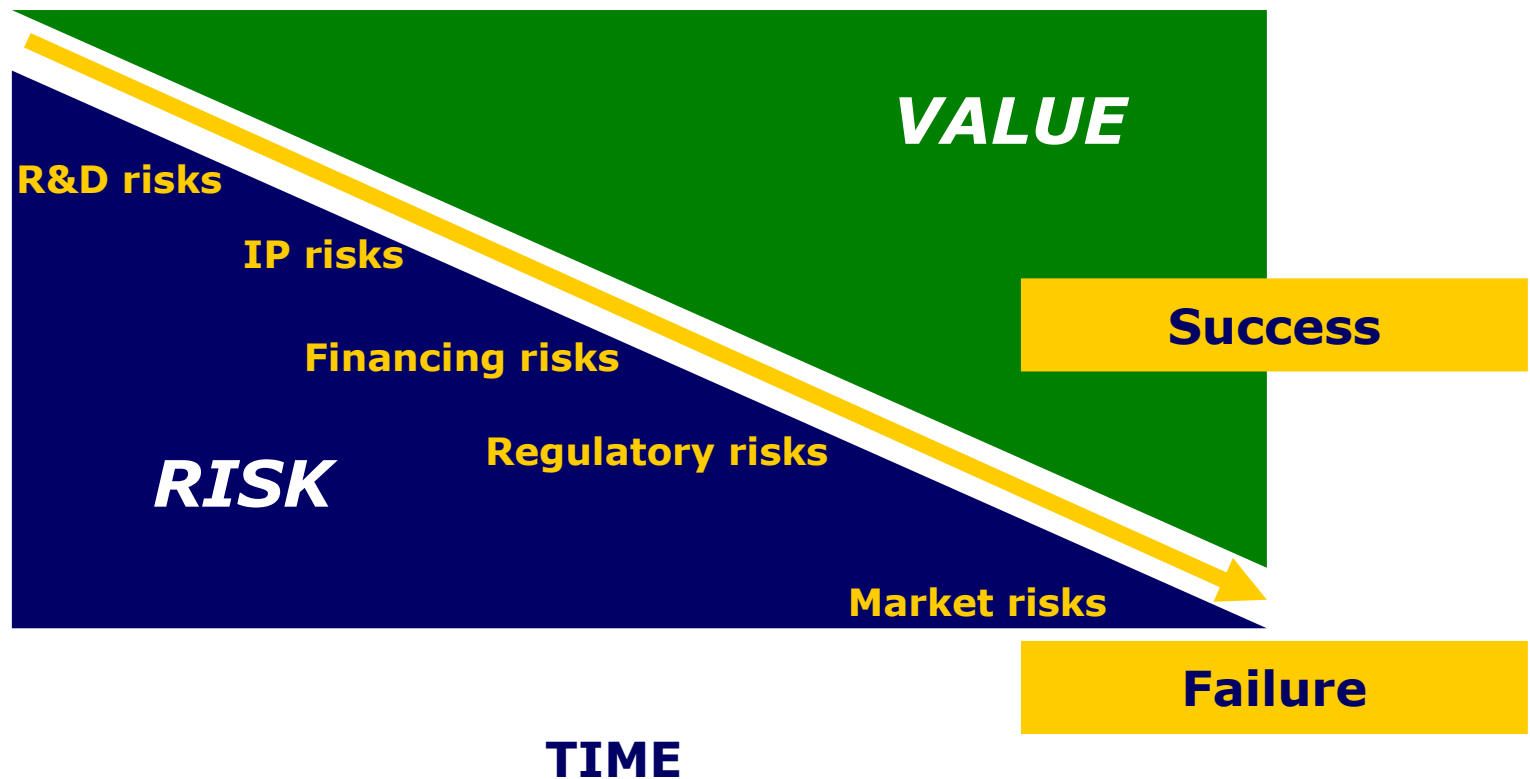
Less and predictable bureaucracy (25% ↘).

Defragmentation of Europe.

Increase public sector spending

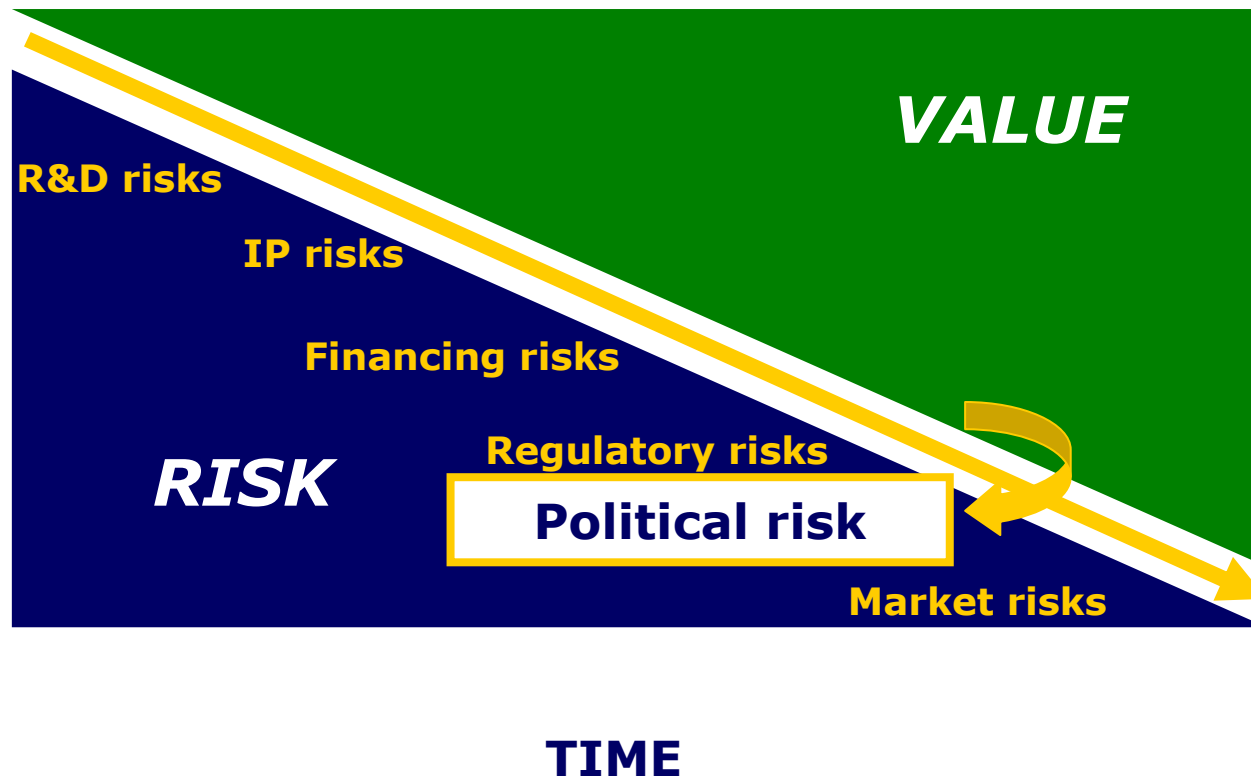
Communicate benefits of biotechnology

# Goal market success, Fear market failure



# How politics can reduce entrepreneurship most effectively

**Political support**





## For Biotechnology Political support for R&D&I up to market is the answer

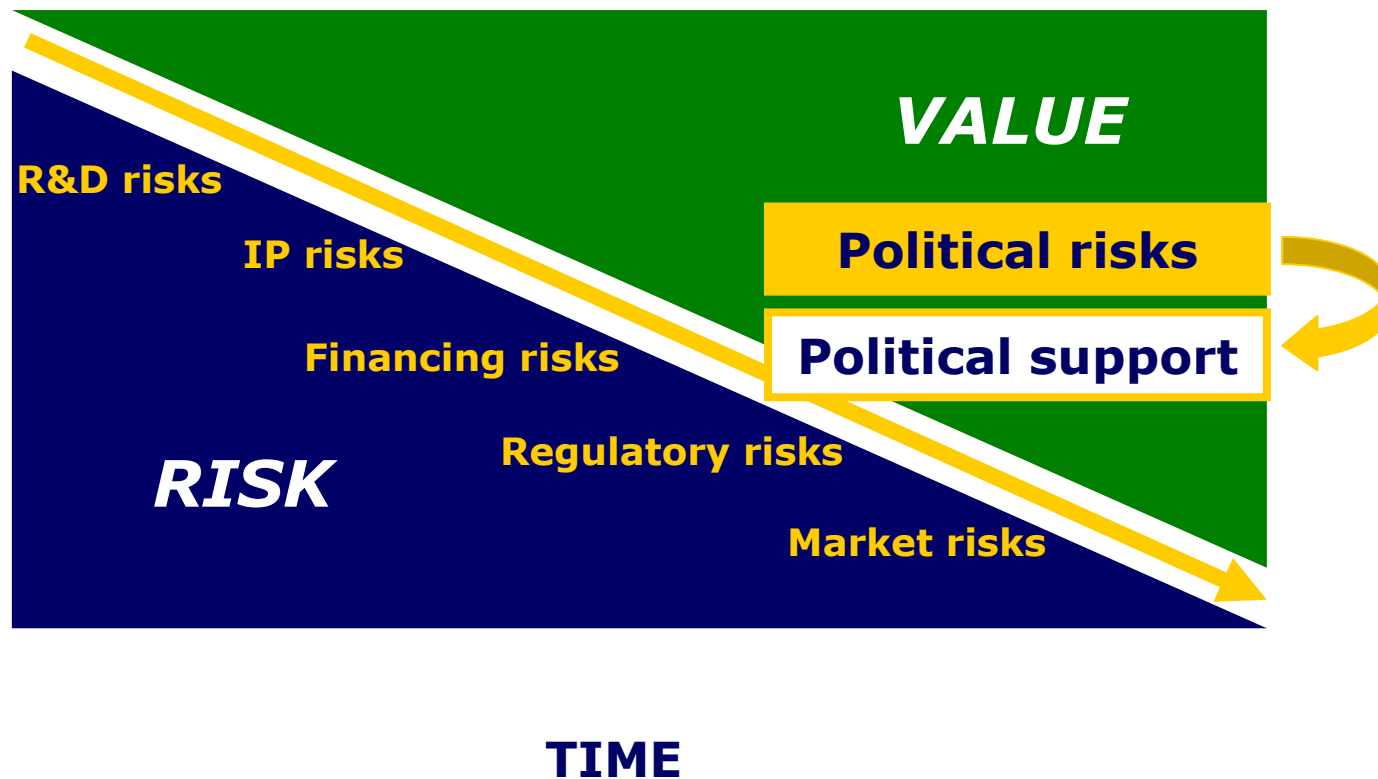
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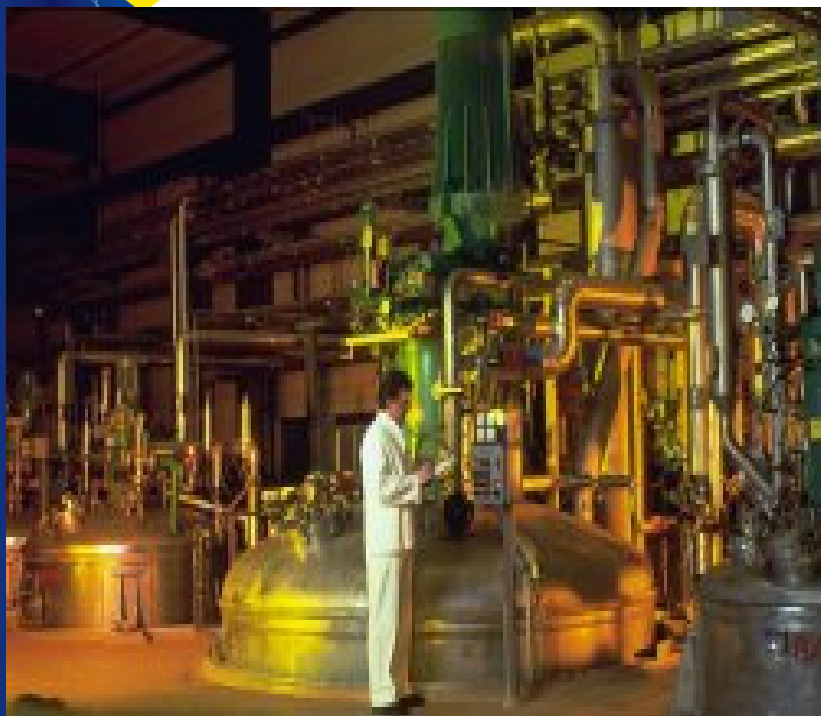
**Political support**



**TIME**

Aim to turn political risk to political support





# EUROPABIO

The European Association for Bioindustries

[www.europabio.org](http://www.europabio.org)





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