

# BioCon Valley – a Small Cluster for Life Science & Health to Boost Science into Products

Dr. Heinrich Cuypers, BioCon Valley GmbH Greifswald, Germany  
Kick-Off Workshop "Eco4Life", 19.11.2010, Klaipeda

20  
JAHRE

Mecklenburg  
Vorpommern  
*MV tut gut.*



Life Science + Gesundheitswirtschaft

in Mecklenburg-Vorpommern.

# Mecklenburg-Vorpommern – a Portrait



- North Eastern Germany
- Located in between metropolitan areas Berlin, Hamburg, Copenhagen
- Population approx. 1,8 million (= Hamburg)
- Area approx. 23.000 km<sup>2</sup>
- Approx. 80 inhabitants /km<sup>2</sup>
- Rostock largest city (200.000 habitants)
- Maritime countryside with more than 1.000 km coast line and more than 1000 lakes

## Challenges:

- No big industry
- Remote location within Germany
- Limited financial resources
- Demographic development



Image © 2005

©2005 Google

HOME  
FEEDBACK  
HELP

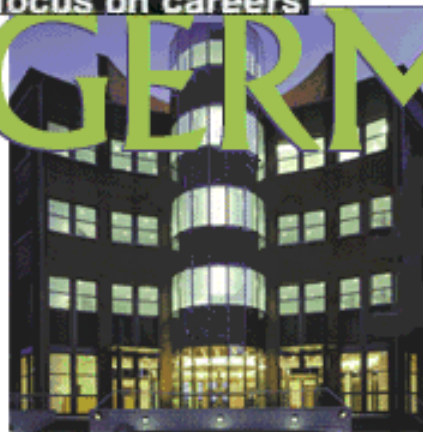


Mecklenburg-Vorpommern  
— BioRegion since 1996

JOB ADS CAREER FAIRS MEETINGS CAREER LINKS JOB ALERTS TO ADVERTISE

focus on careers

# GERMANY



BioRegios Boost  
Biotechnology

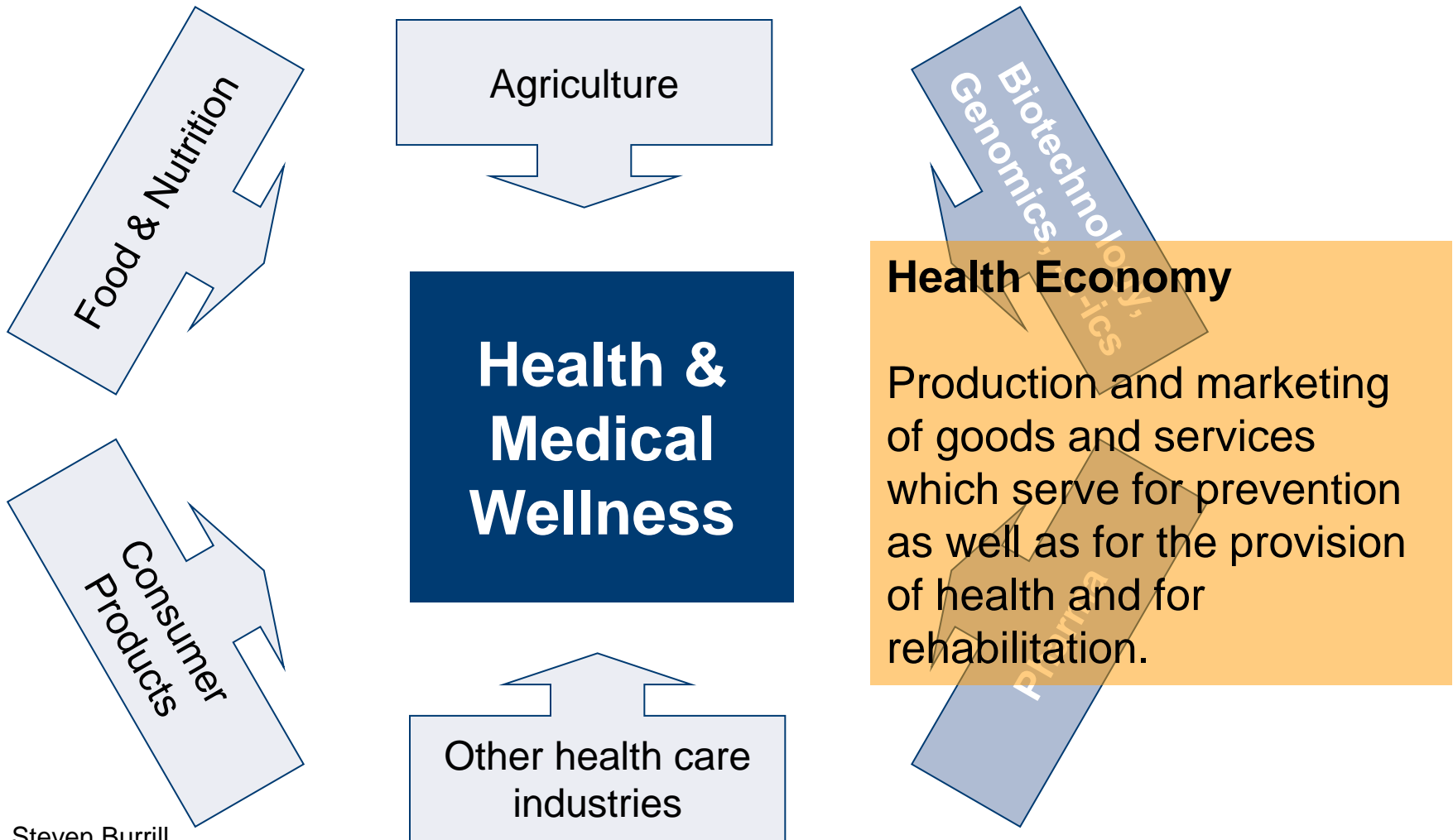
by Peter Gwynne

The Greifswald-Rostock BioRegion, on Germany's Baltic coast, has set up the Biotechnikum Greifswald to incubate start-up biotechnology companies. Incubators represent a significant contribution of

The German government's three-year-old BioRegion program has made spectacular strides in stimulating the creation of

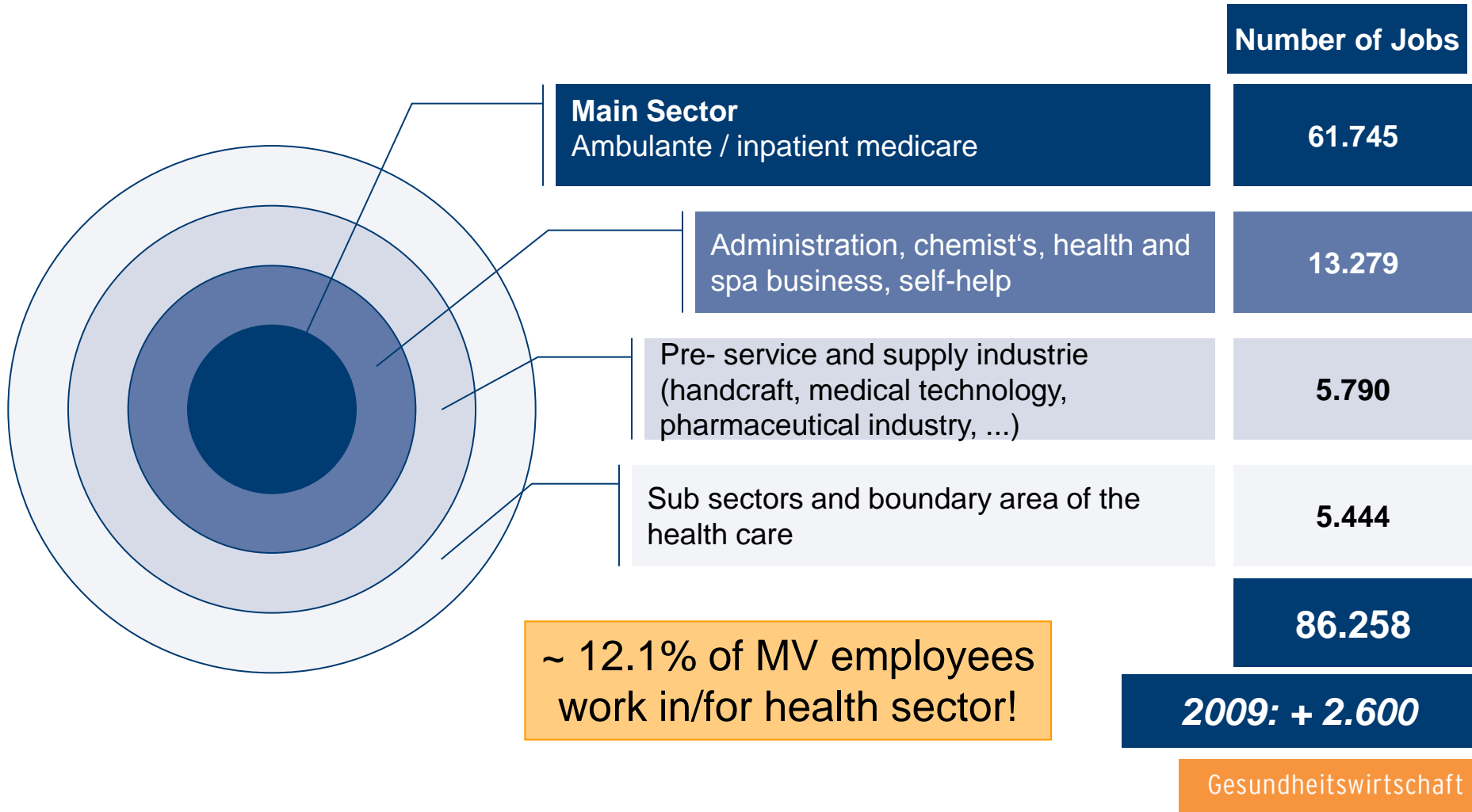


# Emerging markets\*)



\*) G. Steven Burrill, BioJapan 2004

# Employees in Health Economy



# Masterplan Mecklenburg-Vorpommern: „Gesundheitsland 2010“

## Core Action Lines

- Health promotion
- Health tourism
- Rehabilitation
- Food & nutrition
- Products and services for the ageing society

## Complementary Action Lines

- Life Sciences and biotechnology
- High performance health care
- New models for health care and nursing in rural regions

**Vision: Germany's  
No.1 „Gesundheitsland“  
(health region)**

# Steps and Instruments...

... on the way to „Gesundheitsland No 1“:

- Funds for initial and networking projects
  - 6.5 Mio. € out of EFRE-funds only for Health Economy
    - (e.g. for regional projects „competition of ideas“)
  - Additional funds from „Zukunftsfonds“ Mecklenburg-Vorpommern
    - e.g. 1.2 Mio. € Flagship-projects (regional networks, education activities, exemplary cooperation)
    - e.g. 1.5 Mio. € telemedicine-projects
- Board of Trustees Health Economy
- National Conferences „Nationale Branchenkonferenz Gesundheitswirtschaft“
- BioCon Valley® - The one-stop cluster agency



# BioCon Valley® GmbH

## Our mission:

- Encourage the commercialisation of R&D results
- Stimulate cooperation between universities, research institutions and enterprises
- Promote international cooperation
- Bundle forces within the region between science, industry and government resp. administration

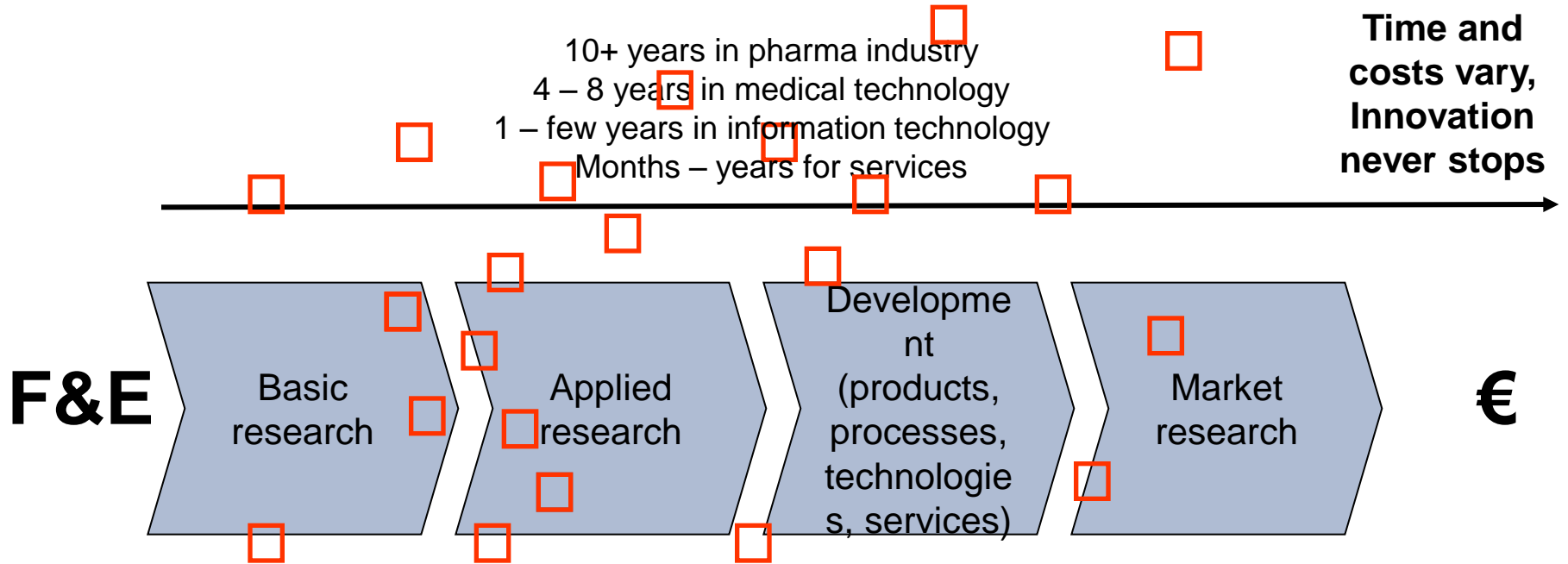
## Shareholders:

- 51% State government of Mecklenburg-Vorpommern
- **27% BioCon Valley Mecklenburg-Vorpommern e.V.** non profit association (~160 members)
- 4 financial institutions, 2 private persons

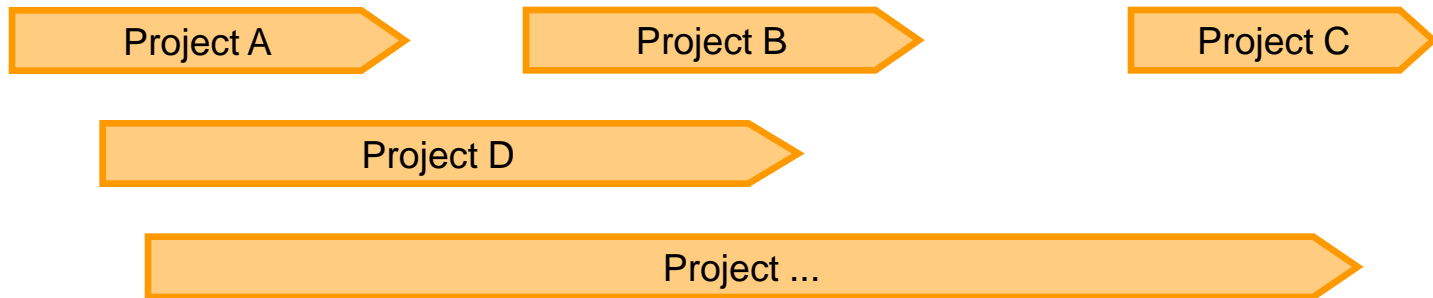
2 offices (Rostock / Greifswald) with 15 employees

# Bundling Forces

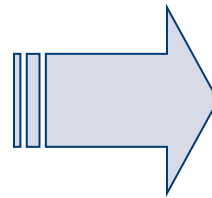
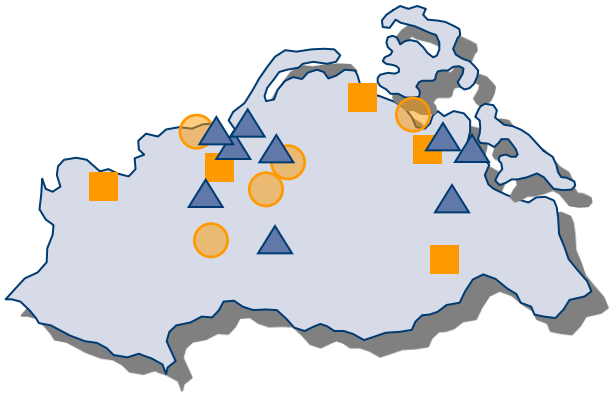
□ members/actors



**Support by BioCon Valley on demand and on a win/win-basis**



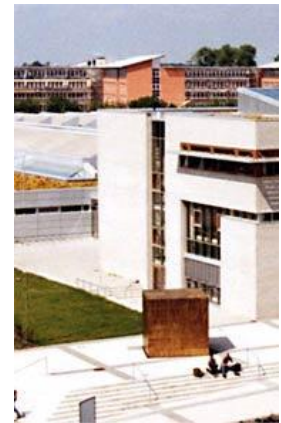
# Universities & Research



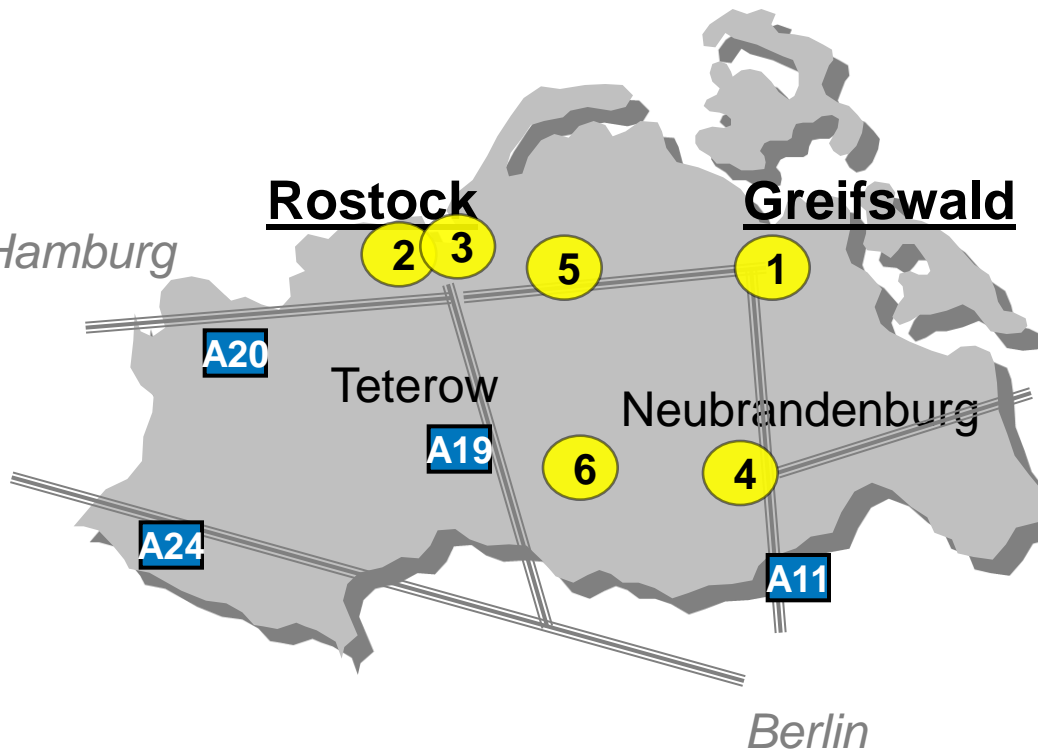
- approx **2.600 employees** in R&D
- approx. **6.430 students** (total approx. 32.000)
- approx. **90 Mio. € p.a.** in life sciences R&D

## Research and development in Life Sciences at

- **2 universities**  
(Rostock 1419, Greifswald 1456)
- **3 universities of applied science**
- **5 non university federal or regional research institutions**
- **16 more centers of competence**



# Biotech Incubators and Parks



## Biotech-Incubators

1

**BioTechnikum  
Greifswald**

BioCon Valley®



2

**Forschungszentrum  
Biosystemtechnik und  
Biomaterialien**



3

**Biomedizinisches  
Forschungszentrum**



4

**Zentrum für Lebensmittel-  
technologie**

5

**AgroBioTechnikum  
Groß- Lüsewitz**



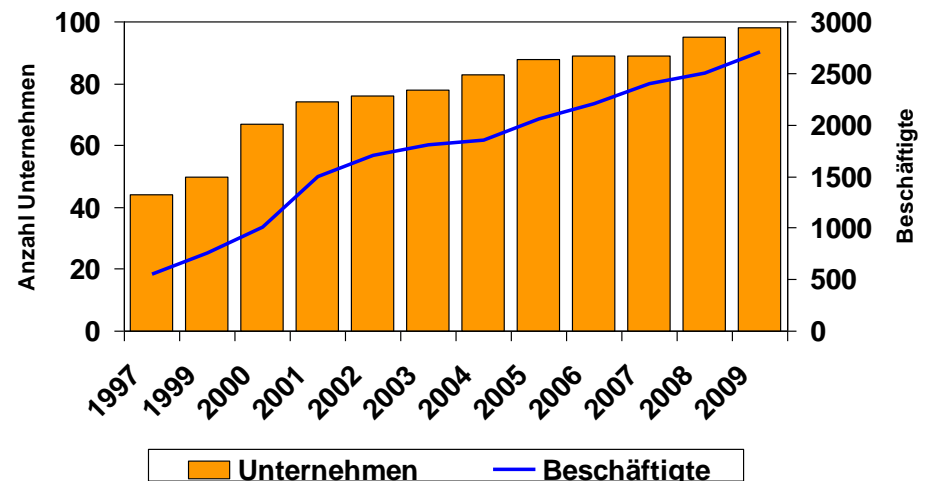
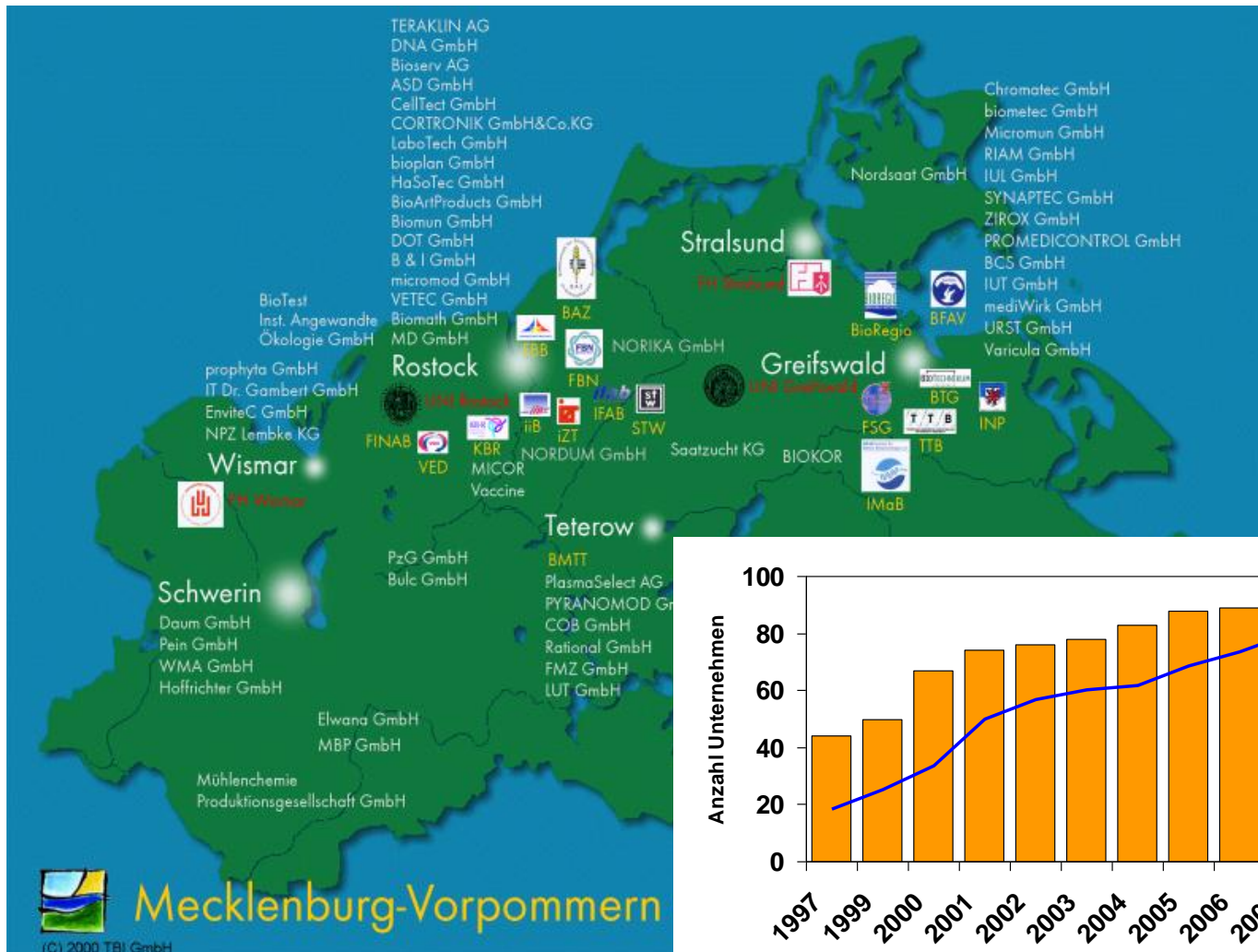
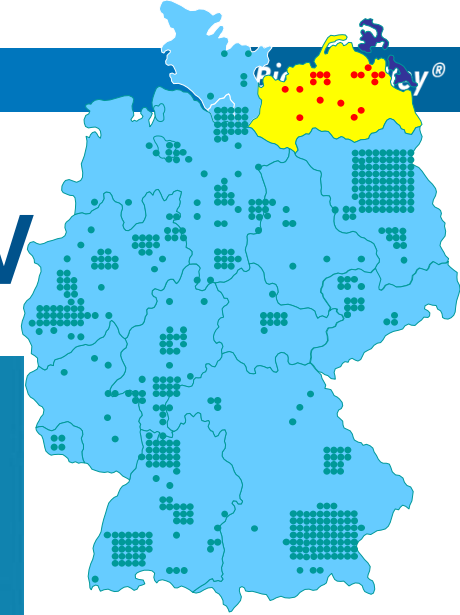
## Biotech-Parks

6

**Biomedizin-Technikum  
Teterow**



# Life Science Companies in MV



# Companies (> 50 Employees)

- **Cortronik GmbH** (start: 1998; 160 employees)
  - development of new & innovative stents, subsidiary of Biotronik SE&Co. KG
- **DOT GmbH** (start: 1992; 235 employees)
  - model of a spin off start in 91/92, EU market leader of implant coating, regenerative medicine
- **Envitec GmbH** (start: 1992; 120 employees)
  - Sensor technologies for medical gasses, acquisition by Honeywell, new product lines
- **Hoffrichter GmbH** (start: 1992; 190 employees, thereof 45 in China)
  - model of a spin off with start in 91/92, medical technologies, respiratory therapy
- **Miltenyi Biotec GmbH** (start: 2002; 180 employees, production plant Teterow)
  - headquarter in Cologne, acquisition of production plant in Teterow, cell separation and therapy, contract manufacturing division (cGMP )
- **NPZ Saatzucht Hans Lembke KG** (start: 1897; 150 employees)
  - innovative seed breeding since 1897, canola, clover
- **Riemser Arzneimittel AG** (start: 1992; ca. 650 employees Pharma)
  - model of privatisation, pharmaceuticals (human and vet.), VC shares from TVM and GE Healthcare

# International Projects

Research in  
Germany  
Land of Ideas  
Official Partner

## • **Baltic Sea Region**

- ScanBalt Chairmanship
- ScanBalt Bridge-BSR, 2006-2010
- Submariner, 2010-2013
- Project „Eco4Life-South Baltic Network for Environmental and Life Sciences to Boost Cross Border Cooperation”, 2010-2013
- ongoing new projects on demand



Rok Polsko-Niemiecki  
Deutsch-Polnisches Jahr  
2005/2006



2005/2006  
Deutschland in Japan  
日本におけるドイツ

## • **Poland**

- Poln.-Germ. Life Science Forum, 2006, 2009
- Bioforum Lodz

## • **Arabic Counties**

- Arab Health
- Tunesia

## • **India**

- Participation on the project of the **Benefit for Science, Industry and Region:** (R&D-Marketing Life SciencePlus Indien)

## • **USA**

- Fact findings, participation at Bio-convention

## • **Asia (Japan, Vietnam)**

- Biotech-Newsletter Japan
- Support of the current activities in Vietnam (Univ. Greifswald, ScanBalt)



### **Benefit for Science, Industry and Region:**

- Information about international markets
- Market entry by contacts and cooperations
- Marketing for companies and the region



**norden**  
Nordic Innovation Centre

**norden**  
NordForsk

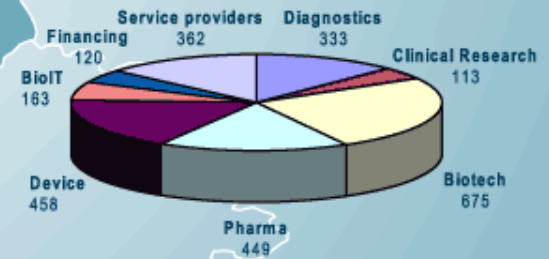
**ScanBalt**



# Key drivers in ScanBalt BioRegion



**Companies in ScanBalt BioRegion\***



\*source ScanBalt Yellow Pages, www.scanbalt.org/yellowpages

**Sponsors**

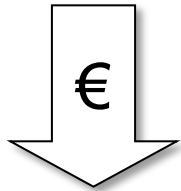
nature publishing group **npg**



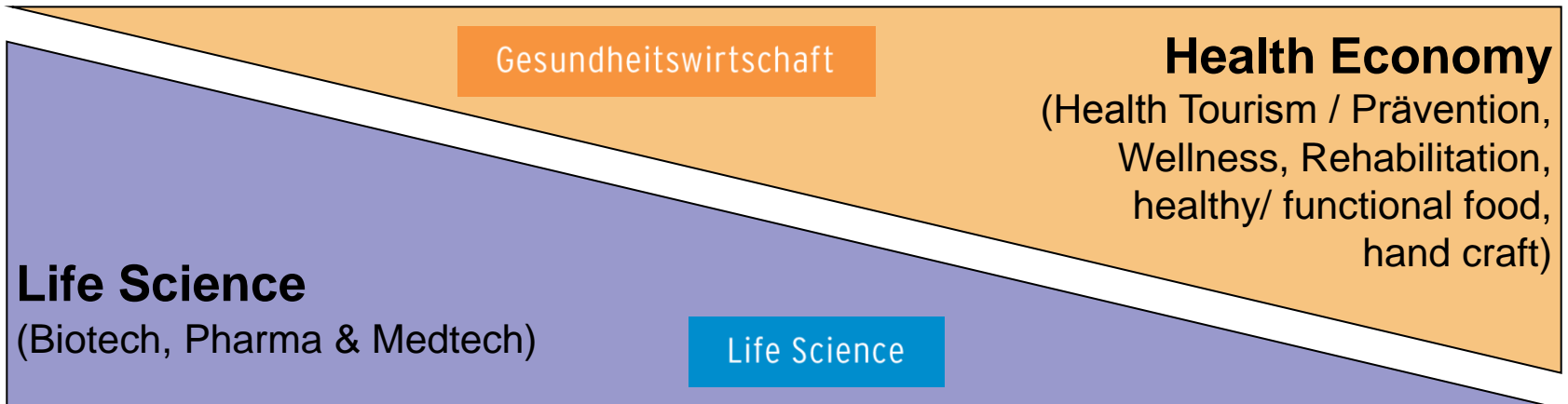
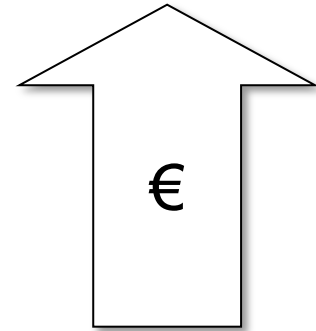


# Vision: „MV tut gut“

F&E  
„Source“



Patient  
„Sink“



# Thank you, Dziękuję!

Research in  
Germany  
Land of Ideas  
Official Partner



[www.bcv.org](http://www.bcv.org)  
[www.scanbalt.org](http://www.scanbalt.org)

## BioCon Valley® GmbH

Walther-Rathenau-Str. 49a Friedrich-Barnewitz-Str. 8

D-17489 Greifswald

D-18119 Rostock

Tel.:+49 3834 515-30

Tel.:+49 381 5196-4950

Fax:+49 3834 515-102

Fax:+49 381 5196-4952