



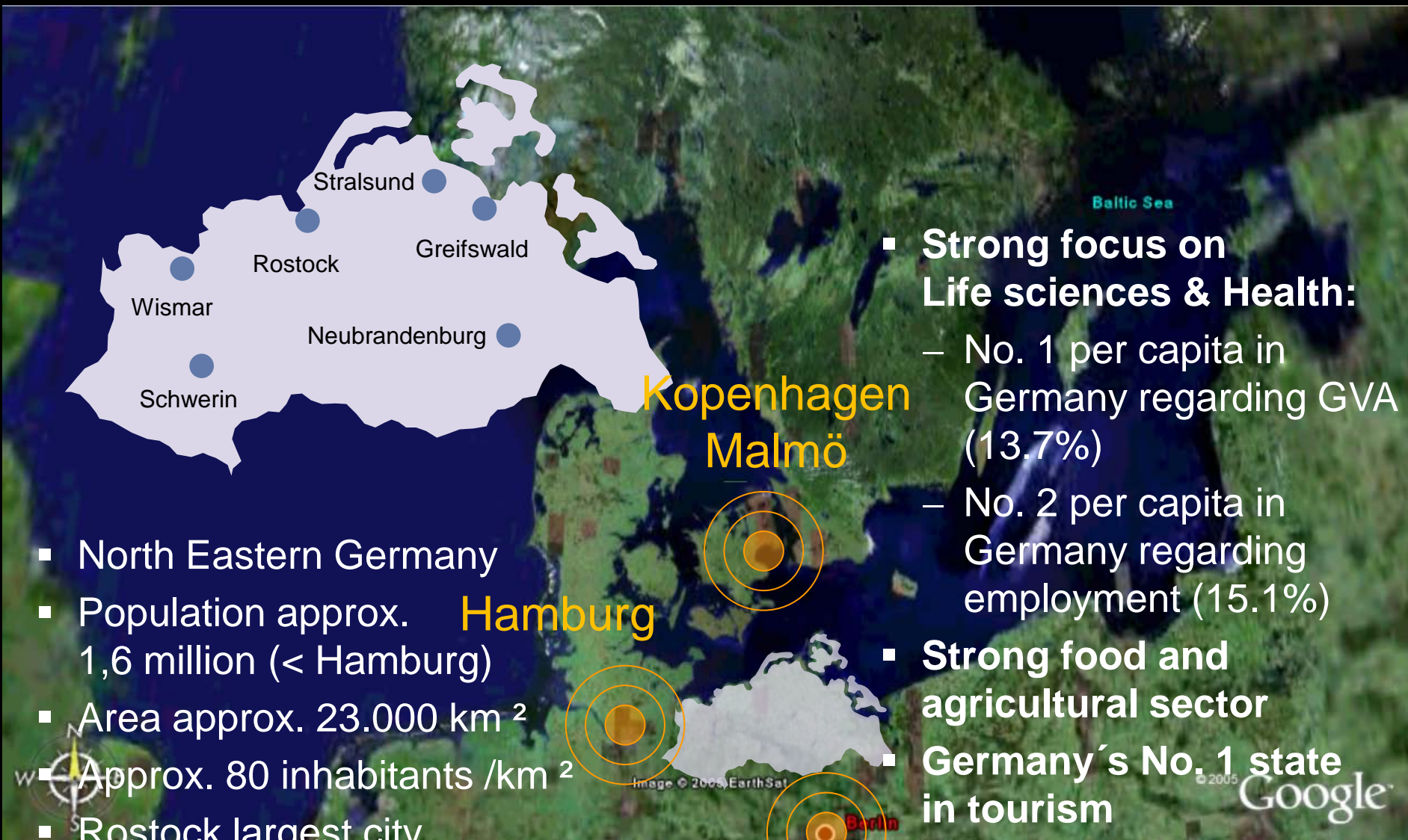
Life Sciences and Health in Mecklenburg-Vorpommern, Northern Germany

Workshop "MedTech Companies interested entering the US-Market"
FDA regulations
03.12.2013, Rostock-Warnemünde



Life Science + Gesundheitswirtschaft

in Mecklenburg-Vorpommern.



- North Eastern Germany
- Population approx. **Hamburg** 1,6 million (< Hamburg)
- Area approx. 23.000 km²
- Approx. 80 inhabitants /km²
- Rostock largest city (200.000 habitants)

- **Strong focus on Life sciences & Health:**
 - No. 1 per capita in Germany regarding GVA (13.7%)
 - No. 2 per capita in Germany regarding employment (15.1%)
- **Strong food and agricultural sector**
- **Germany's No. 1 state in tourism**

Kopenhagen
Malmö

Berlin

Megatrend Health Care

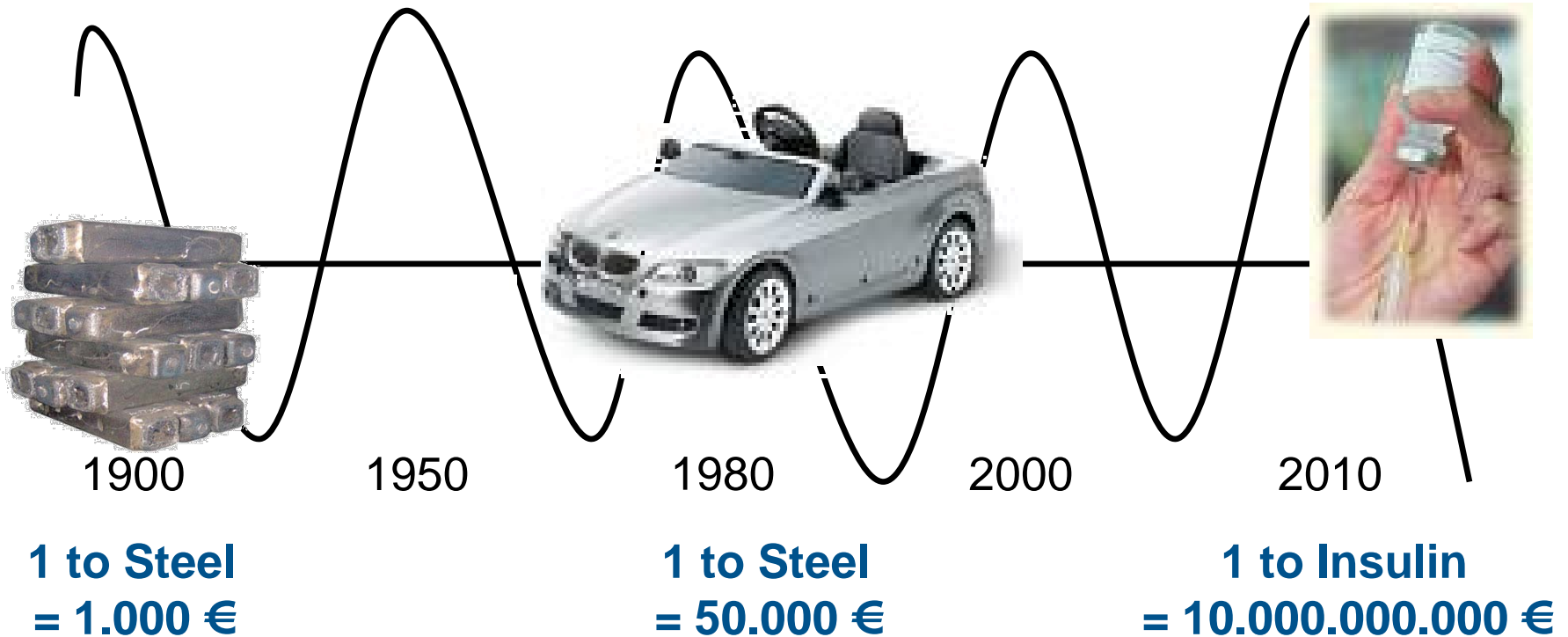
Steel
Railway

Electronics
Chemistry

Petroindustry
Automobile

Information
Computer

Life Sciences
Health Care

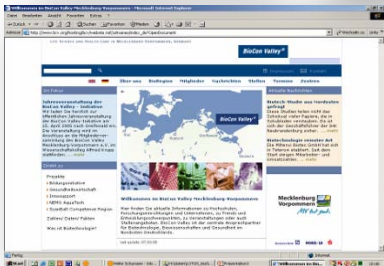


BioCon Valley® GmbH

- Tasks:
 - Bundle and align regional interests and forces in life sciences and health (triple helix-model)
 - Stimulate cooperation between companies, research & development and health care providers
 - Foster international marketing and collaboration
- Shareholders:
 - Federal State Mecklenburg-Vorpommern
 - BioCon Valley Mecklenburg-Vorpommern e.V. (~160 members)
 - 4 financial institutions, 2 private shareholders
- 2 Locations (Greifswald and Rostock) with presently 20+ employees



Services



MarktplatzGesundheit@MV

BioLog NACHRICHTEN

EDITORIAL



Viele kennen die Wirkung des Waldes auf den Menschen, wenn es um Stressbewältigung und um die Suche nach dem inneren Gleichgewicht geht. Aber der Wald kann mehr: Die Staub- und keimarme Luft, überreiche Öle, gedämpft grüne Lichtverhältnisse und die Besonderheiten des Waldinnenklimas haben eine gesundheitsfördernde Wirkung. Im Jahr 2011 wurde mit Novelle des Landeswaldgesetzes die Möglichkeit geschaffen, per Rechtsverordnung Kur- und Heilwälder auszuweisen. Mecklenburg-Vorpommern wird dies nutzen – und diese Orte der Erholung zu „Gesundheitswäldern“ machen.

Marketing

Initiate

Inform

Network



Key drivers in

Life sciences and Health

- Stable health care systems affecting a population of approx. 85 Mio. people
- More than 5 Mio. Employees in health care and related industries
- Critical mass of innovative universities with world class basic science with a general strong focus on life sciences
- Well educated, skillful and motivated human resources
- Strong health care/pharma/medtech industry with more than 2.000 companies

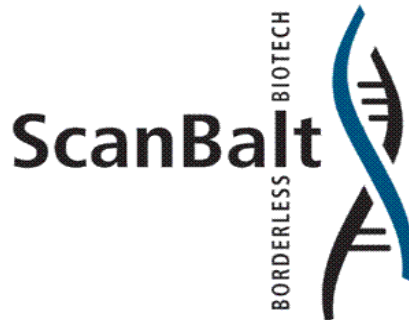


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Data SIO, NOAA, U.S. Navy, NGA, GEBCO

Image IBCAO

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ScanBalt organisation

- ScanBalt fmba, founded in august 2004
- Non profit member based association
- **Triple helix** (academia – industry – authorities)
- Goals:
 - Knowledge formation & education
 - Commercialisation
 - Forum for discussion on life science – health – society impact

- ~70 members
- Bottom up organisation with lean central secretariat in Copenhagen
- Regional offices and contact points in all Baltic sea states
- Decentralized and project oriented mode of action
- Annual ScanBalt Fora



Flagship project „ScanBalt Health Region“



- Mission: “Set up cross-sectoral reference projects for innovation in health and life sciences”
- Objectives:
 - ... promotion of public health on a high level
 - ... exploitation of modern life sciences
 - ... innovations in science, technology and social science
 - Baltic Sea Region as a model for providing the basis for a knowledge-based economy and for implementing a shared strategy
- Lead Partners:
 - BioCon Valley (Germany)
 - Lithuanian Biotechnology Association & Vilnius University (Lithuania)
 - ScanBalt and ScanBalt Academy

Joint recommendations

Joint action lines

Joint actions (e.g. applications, projects, programmes)

Products, technologies, services



Health Economy in MV

In brief

- Number of employees ~ 97.500
- Gross value added ~ 4 bio. €
- > 120 life sciences companies (biotech, medtech, pharma)
- 2 universities with focus on life sciences and health (2 univ. hospitals)
- 3 universities of applied sciences, 5 federal or regional research institutes, > 20 centres of competence
- More than 60 modern hospitals and rehabilitation clinics (> 12.000 beds)
- Tradition in spa and wellness tourism with
 - more than 255 star rated hotels and spas (> 50% 4 star +)
 - 54 audited health and recreation resorts („Kurort“)
- Regional agenda (Masterplan) for Health Economy
- Kuratorium Gesundheitswirtschaft (appointed by prime minister)

Masterplan Gesundheitswirtschaft 2020

A Vision for Mecklenburg-Vorpommern in 2020



- 10 year strategic agenda
- Projects focussing on cross-sectoral approaches
- Kuratorium as „triple-helix“ advisory body

Life Sciences



Health Services



Health Tourism



Health Care Primary sector

Healthy Ageing



Healthy Food



Masterplan Gesundheitswirtschaft 2020

A Vision for Mecklenburg-Vorpommern in 2020



Action Lines

1. Life Sciences
2. Health Services
3. Healthy Ageing
4. Health tourism
5. Healthy food

Cross-sectoral topics

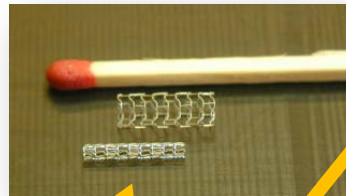
1. Labor force and qualification
2. Financing
3. Marketing
4. Quality management
5. International Activities
6. Clustermanagement

Product examples made in MV from more than 120 companies

Implants and other devices
coated by DOT, Rostock



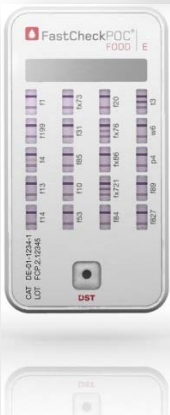
Stents produced
by Cortronik, Rostock



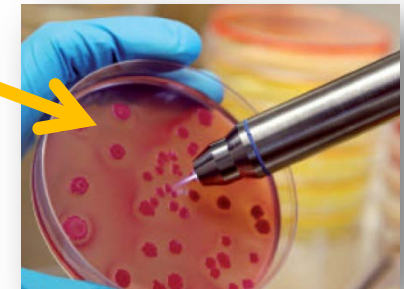
Artificial bone material
produced by Artoss, Rostock



Specialty Pharma
produced by Riemser, Greifswald



Allergy testing system
made by DST, Schwerin



Plasma device (kinpen)
produced by neoplas, Greifswald



Inhalation device
produced by Hoffrichter, Schwerin



SCANBALT
HEALTH REGION



US

„Swarm
intelligence“



ScanBalt



Asia

