

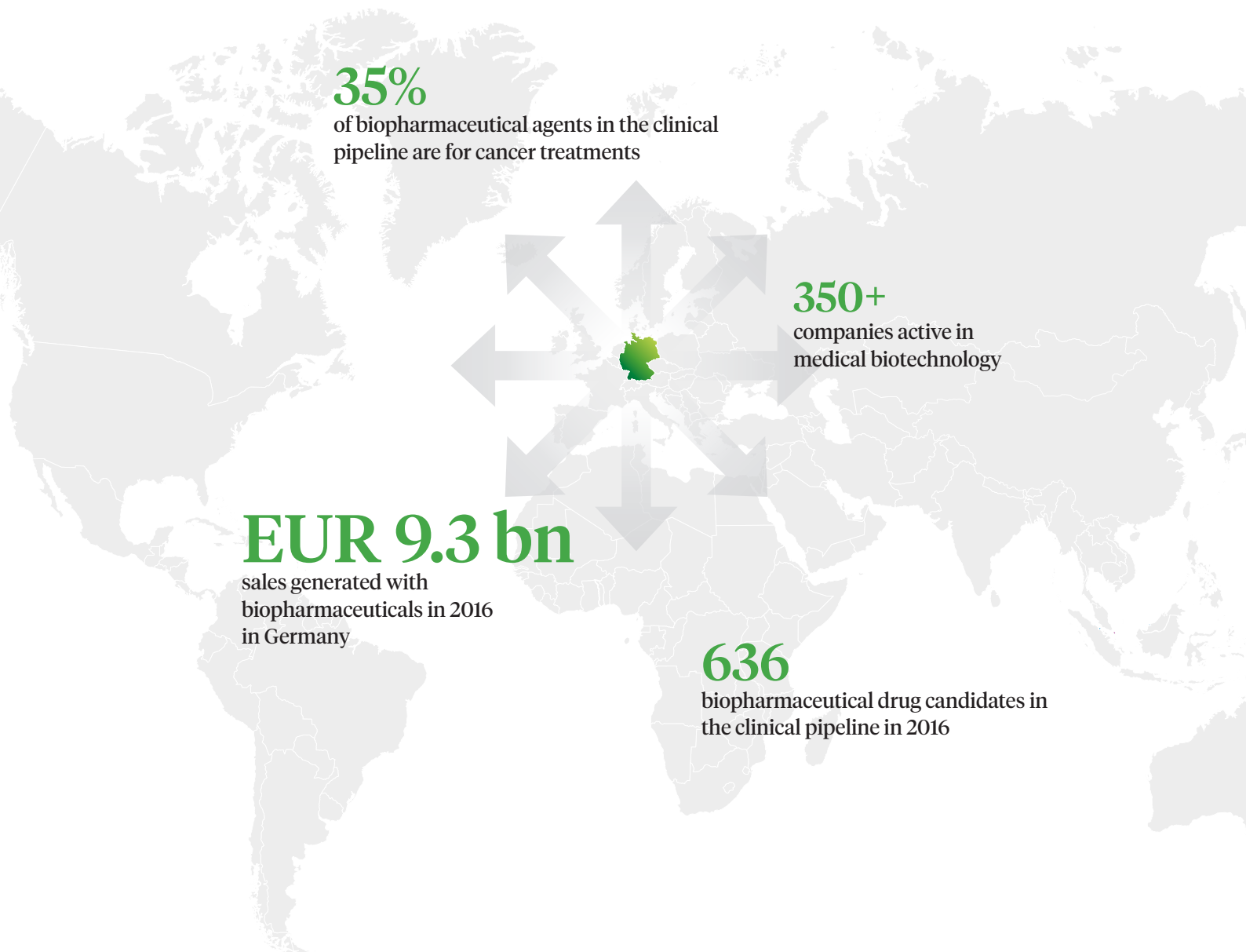
HEALTH MADE IN GERMANY

The Medical Biotechnology Sector



Summary

Recent advances in medical biotechnology are an important pillar in the global pharmaceutical industry's efforts to bring innovative treatments to the market. German competences in developing new therapies and diagnostics are widely recognized and demonstrated by increased investments, licensing deals and cooperation agreements with international partners in recent years. Moreover, Germany's bioengineering and bioprocessing capacities have helped to establish a flourishing contract research and manufacturing service economy which constantly fuels the pipeline for new biopharmaceuticals.



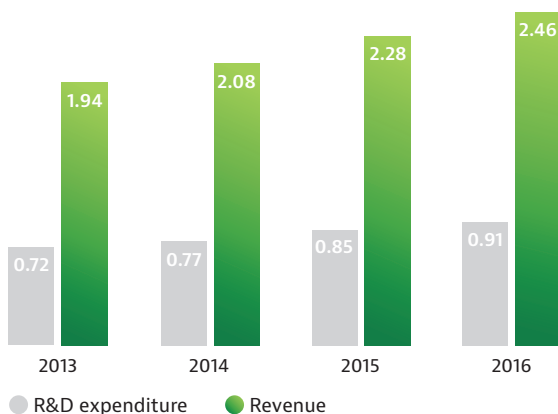
Market Data

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 helped pave the way to a better understanding of disorders and strategies that combat actual causes as well as symptoms. The personalized medicine age is inconceivable without medical biotechnology, with the healthcare industry very much reliant on these new findings.

This is best seen in the growing importance of biopharmaceuticals among new drugs approved. According to a report conducted by the Boston Consulting Group and the Association of Research-based Pharmaceutical Companies (vfa), 15 of 38 new drugs approved in Europe in 2016 were biopharmaceuticals. At 40 percent, this is the 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 252 approved biopharmaceuticals reached EUR 9.3 billion in 2016.

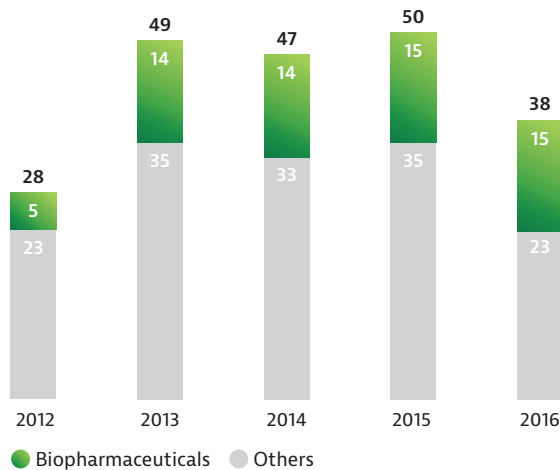
This positive trend is reflected by a growing biotechnology sector in Germany. According to the annual survey carried out by BIOCUM, there are currently around 300 small and medium-sized dedicated biotechnology companies predominantly active in medical biotechnology. Total turnover of these dedicated medical biotechnology companies in 2016 increased by 8.1 percent to EUR 2.5 billion

Dedicated Medical Biotechnology Companies in Germany – Revenue and R&D Expenditure in EUR billion



Source: BIOCUM AG 2017

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



Source: BCG-vfa bio Biotech Report 2017

compared to the previous year. This figure does not include larger pharmaceutical companies or dedicated biotechnology companies that offer non-specific services also relevant for healthcare. Innovation plays a major role, demonstrated by the fact that research and development (R&D) spending of the medical biotechnology companies is at a high level and reached EUR 910 million in 2016.

The international biotechnology industry operates on a global scale – and so does the German biotech sector. Today, collaboration with international partners from academia, clinics and industry is considered key to successful product development. 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 actors. Several biotechnology companies have hit the headlines with large investments involving international investors in recent times. The financing situation in the sector has improved steadily with several double-digit venture capital (VC) rounds and stock market listings. The dynamic biotechnology sector is also supported by close interaction with the German pharmaceutical industry. Personalized medicine and cancer immunotherapy are only two of many hot topics which are increasingly benefiting from innovations made in Germany.

Industry Trends

New Understanding of Disease

German companies active in the field of medical biotechnology are driving innovation to bring new therapies, devices and diagnostics from the lab to the patients. Novel technologies and research tools have revolutionized the way biomedical researchers approach widespread and complex illnesses such as cancer, autoimmune disorders and infectious diseases. Developing more specific approaches that are based on biological molecules has become a megatrend in medicine.

Paving the Way to Personalized Medicine

The rapidly growing toolbox of modern molecular biology – including genetic engineering, genome sequencing and protein analytics – allows researchers and clinicians to identify and target the causes of many diseases. Decades of research in immunology have also yielded a deeper understanding of the inner workings of the body's defense system. These developments have paved the way for personalized medicine which is already beginning to transform the pharmaceutical industry and modern healthcare. With its strong pharmaceutical and diagnostics industry, Germany is well prepared to provide these innovations.

Detailed Knowledge of Biomarkers

In the personalized medicine approach, treatment is decided utilizing detailed knowledge of biomarkers that consist of genetic, biochemical and other complex signatures that are specific indicators of a disease process. This data is then used to define individual patterns of disease that could potentially lead to better individual treatment based on more specific, and less toxic, targeted therapies. Personalized medicine always involves an upstream diagnostic test that provides infor-

mation essential for the safe and effective use of a corresponding therapeutic product. Companion diagnostics (CDx) and therapy work in tandem to translate individual molecular fingerprints for use in personalized medicine.

Pioneering Solutions for Current Medical Issues

Germany is among the world's leading targeted therapy and diagnostics 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 which offer international parties numerous points of reference for collaboration and strategic partnerships.

- *Molecular diagnostics:* The field has emerged as one of the largest and fastest-growing sectors of the in vitro diagnostics industry. This development is fueled by the introduction of powerful techniques, such as real-time polymerase chain reaction (PCR) and next generation sequencing (NGS), which allow the amplification and decoding of genetic and epigenetic information. These are crucial in infection diagnostics enabling newly emerging pathogens to be discovered quickly. Advances are seen in technologies such as genomics, transcriptomics, proteomics, and metabolomics. These high-throughput bioanalytical technologies have become ultrasensitive and can be performed on tiny biological samples or just a cell. Liquid biopsy is an emerging field that, for instance, scans the blood for tumor-specific DNA. German companies provide substantive long-term experience in all of these fields.
- *Immunotherapies:* They help the body to fight cancer, autoimmune disorders, neurodegenerative diseases, and infectious diseases. The expanding knowledge of immune biology and cancer research has enabled major advances in recent years, particularly in immuno-oncology. German immunologists and molecular biologists have uncovered a number of targets and signals within the immune system that serve as keys to mobilize the immune response for the fight against cancer cells and pathogens. Checkpoint inhibitors are currently the most well-known approach used in several cancer indications. Biopharmaceutical companies based in Germany have excellent and longstanding expertise in developing novel immunotherapies in oncology and infectious diseases.



German biotech companies are major innovators in personalized medicine

PHARMACEUTICAL INDUSTRY



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

- **Vaccine technologies:** Vaccines are biopharmaceuticals designed to stimulate the patient's immune system to recognize viruses, other pathogens and cancer cells in order to subsequently attack them. Cancer vaccines are usually made from a patient's own tumor cells or from antigens produced by tumor cells. This allows the immune system to learn how to identify typical cancer cells. It can then search for its own tumor cells and fight them. Vaccines are typically protein-based entities but can also be applied as nucleic acids such as DNA and RNA. A number of German companies follow pioneering approaches in using these vaccines to treat a broad range of diseases.

- **Targeted therapies:** Antibodies are biological molecules made in a laboratory that are designed to cause the destruction of cancer cells or inhibit signaling pathways that control the growth of cancer cells. One class of therapeutic antibodies is called antibody-drug conjugates (ADCs). These are created by chemically linking antibodies to a toxic substance. Multispecific (e.g. bispecific) antibodies are also being developed or are already available on the market. German companies are playing a major role in bringing the next generation of antibody therapies to patients.

- **Cell and molecular technologies:** The regenerative medicine approach is based on the idea of harnessing the healing properties of cells. Stem cells have long been a routine therapeutic agent in some fields, but new technologies have ushered in a new era in cell replacement therapy. Stem cell technologies have also become a key driver of innovation in drug development. Another emerging branch aims at using patient immune cells genetically engineered to function as an immunotherapeutic agent. Such T cell therapies mobilize the immune system to fight cancer. German biotechnology companies can offer a broad range of expertise in cellular technologies. A major field of research activity also focuses on applications of genome editing, tapping the potential of designer nucleases such as the powerful CRISPR-Cas9 system.

- **Digitalization of healthcare:** Digitalization is another major theme which is transforming the pharmaceutical sector and the medical biotechnology landscape. Computer-based analysis of experimental data generated by high-through-

DIGITAL HEALTH



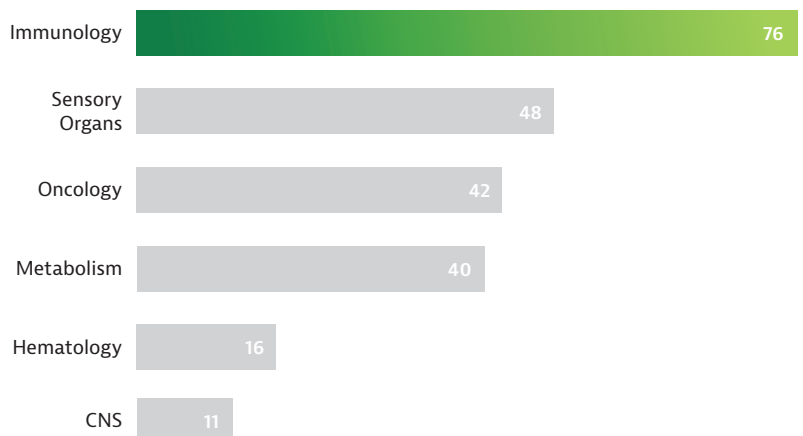
A significant number of companies in Germany are developing digital health solutions. This publication gives an overview of the sector and provides partner links.

put technologies enables new strategies for basic research in the life sciences. By helping the pharmaceutical industry and biotechnology companies to identify new drug targets and reliable biomarkers, it is also transforming central principles of clinical research. Analyzing this data and extracting all relevant information has become a core expertise for a great many bioinformatics firms in Germany. Digital solutions also help patients to maintain treatments and to gain more independence from clinical settings. Numerous German companies are developing digital health innovations that will revolutionize healthcare in the future.



Company Directory: Bio-IT and Digital Health
www.health-made-in-germany.com

Medical Indications with a High Proportion of Biopharmaceuticals Share of German Pharmaceutical Market Turnover in 2016 (in percent)



Source: BCG-vfa bio Biotech Report 2017

Sector Structure

From Platforms to Drugs

The medical biotechnology sector in Germany can be classified into three major fields of activity:

- technology platforms and preclinical development
- clinical drug development
- diagnostics

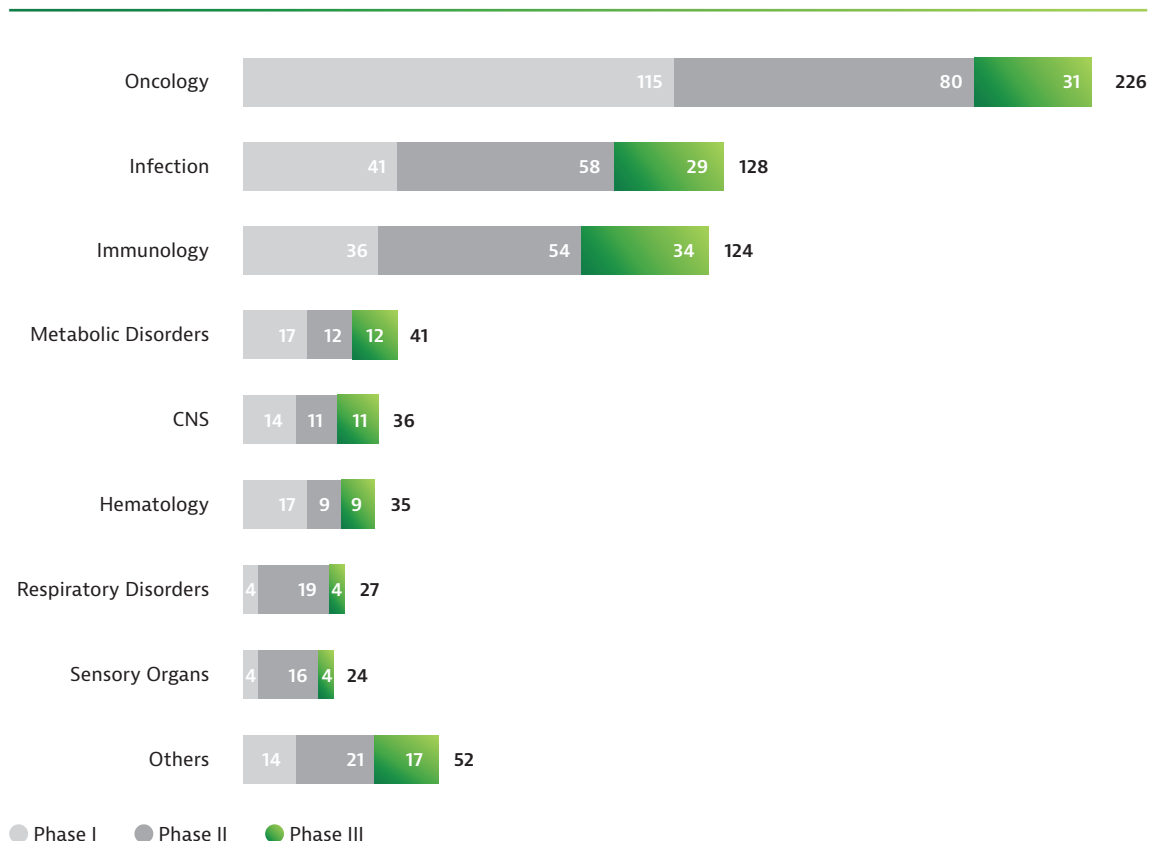
The core is built by biopharmaceutical companies that already have drug candidates in one of the three clinical stages. Germany's biotechnology sector is enjoying growing maturity, with 57 dedicated biotechnology companies having more than 100 biologically active compounds in the pipeline. The clinical pipeline is even bigger when larger pharmaceutical companies with biotech activities are taken into account. According to the vfa, the 358 active companies in Germany had a total of 636 drug candidates in the clinical biopharmaceutical pipeline in 2016.

Therapeutic Proteins and Vaccines

Of the class of therapeutic agents, 399 are monoclonal antibodies, 116 represent vaccines, 98 other forms of recombinant proteins, and 23 belong to the class of gene therapeutic agents. It is noteworthy that 38 of all drug candidates are biosimilars – biologic medicines that are equivalents to existing approved biopharmaceuticals. Strikingly, they make up 25 percent of all therapeutic agents in clinical phase III, underlining 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 dominates the biopharmaceutical pipeline with 226 substances in clinical development. Other major areas of R&D activity are infectious diseases and immunology. These three indications already cover 70 percent of all drug candidates in the pipeline.

Biopharmaceutical Drug Development Pipeline

Number of Drug Candidates according to Medical Indication in 2016*



Source: BCG-vfa bio Biotech Report 2017; * active compounds may be tested in several indications at once

Platform Technologies and Diagnostics

An additional group of more than 150 German biotechnology companies is developing technology platforms – predominantly focused on preclinical projects. In recent years, many have already reached advanced stages of development. Most of these companies utilize their technologies for a variety of indications instead of focusing on just one area. Ninety-one companies are working exclusively in the diagnostics field. This reflects increasing demand for early disease detection, for example, in infection diagnostics and the relevance of accompanying diagnostics for therapeutic treatments including personalized medicine in cancer treatment.

→ Company Directory: In Vitro Diagnostics
www.health-made-in-germany.com

Strong Service Businesses

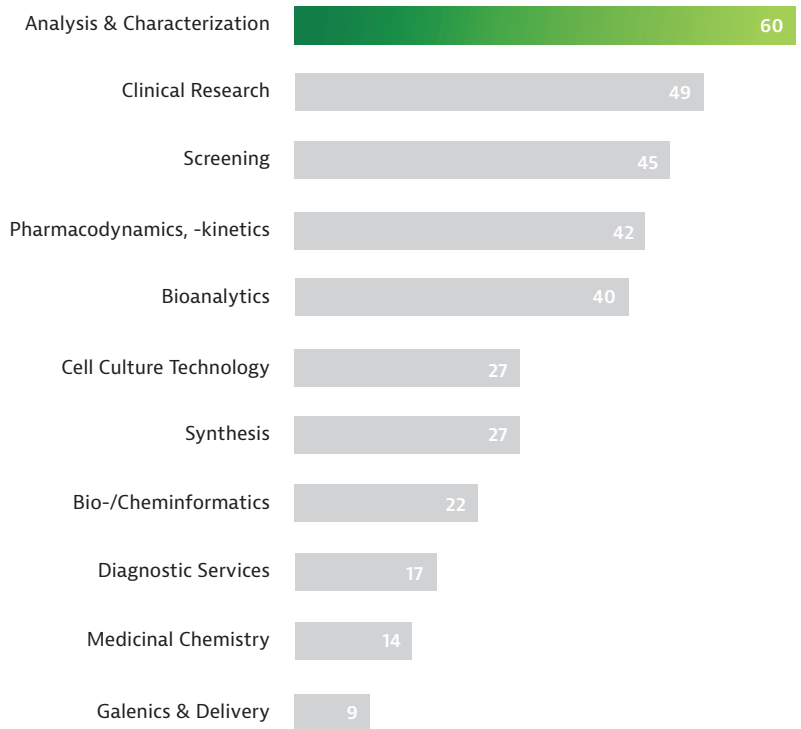
Germany has a long tradition in bioengineering and bioprocessing. Building on this, a large number of biotechnology and pharmaceutical companies act as service providers for research and manufacturing. According to the German Biomanufacturing Guide, published by HEALTH MADE IN GERMANY, there are more than 35 contract manufacturing organizations (CMOs) active in Germany. They profit from an ongoing outsourcing trend – making Germany the number two location worldwide in terms of fermentation capacities. In addition, Germany 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 trials management. 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.

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

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

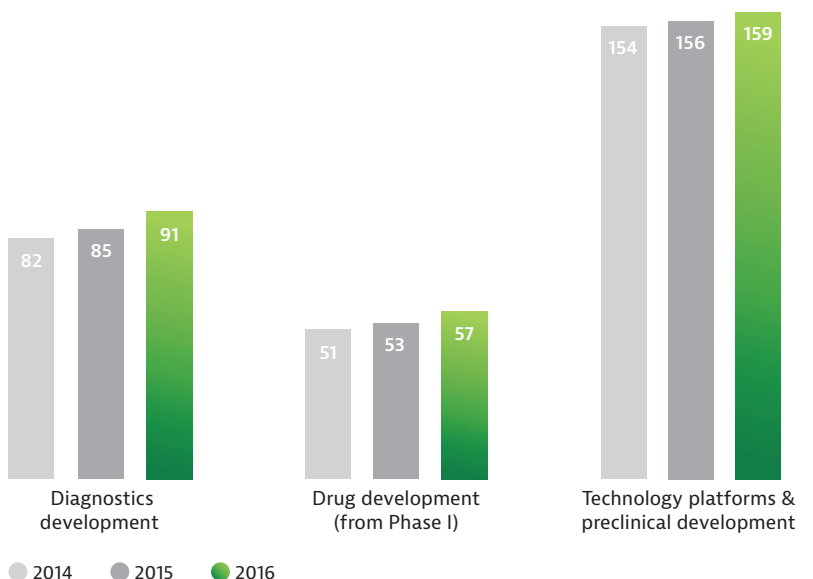
Main Areas of Activity of Contract Research Organizations (CROs) in Germany

Relative Proportion of the Entire Service Spectrum (multiple entries possible)



Source: Guide to Contract Research in Germany, HEALTH MADE IN GERMANY 2016

Dedicated Biotech Companies: Main Areas of Activity in the Field of Medicine*



Source: BIOCOM AG 2017; *only one classification per company

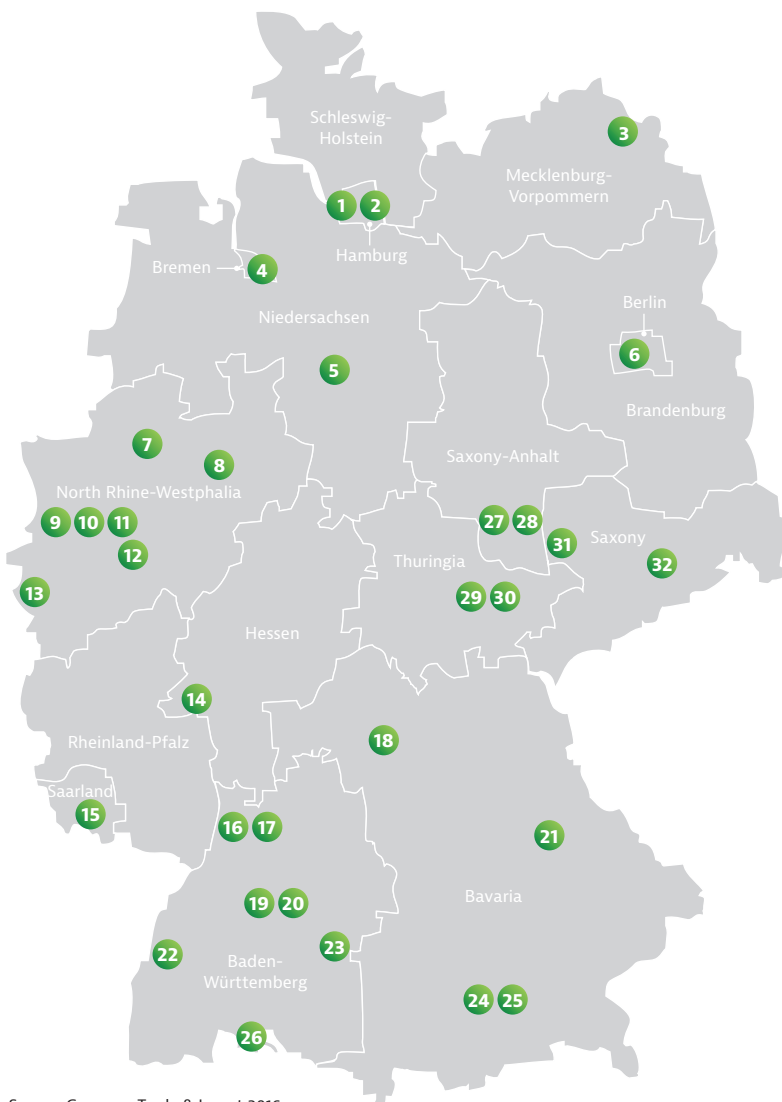
The Biotech Landscape in Germany

Germany's excellent R&D environment and comprehensive funding options have contributed to a high level of R&D activities in the biotech sector. Since 2015, total annual R&D spending has reached EUR 1 billion. Each 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 organizations (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 a number of clusters and their related infrastruc-

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



- 1 Industrielle Biotechnologie Nord
- 2 Life Science Nord
- 3 BioCon Valley
- 4 BioNord
- 5 BioRegion
- 6 HealthCapital
- 7 Gesellschaft für Bioanalytik Münster
- 8 Bio-Tech-Region Ostwestfalen-Lippe
- 9 BioIndustry
- 10 BIO.NRW
- 11 BioRiver – Life Science im Rheinland
- 12 BioCologne
- 13 MedLife e.V.
- 14 Hessen-Biotech
- 15 NanoBioNet
- 16 BioRN – Biotech-Cluster Rhein-Neckar
- 17 Technologiepark Heidelberg
- 18 IGZ – Innovation & Entrepreneur Center
- 19 BIOPRO
- 20 BioRegio Stern Management GmbH
- 21 BioPark Regensburg
- 22 BioRegio Freiburg – BioValley
- 23 BioRegionUlm
- 24 BioM – Munich Biotech Cluster
- 25 Cluster Biotechnology
- 26 BioLAGO – Life Science Network
- 27 BMD Life Sciences Agency
- 28 Technologiepark Weinberg Campus
- 29 InfectoGnostics Forschungscampus Jena
- 30 medways
- 31 Bio City Leipzig
- 32 biosaxony

Source: Germany Trade & Invest 2016

ture, 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 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 dedicated biotechnology company employees are located in the state of North Rhine-Westphalia, followed by Bavaria and Baden-Württemberg in second and third place. Other biotechnology hot spots include Hessen and the Berlin-Brandenburg region. Around 30 BioRegions are active members of AK Bioregio ("Council of German BioRegions" – www.biodeutschland.org) whose goal is to advance the German biotechnology sector by coordinating and promoting local activities. International companies in particular benefit from easy access to the local networks and research project funding.

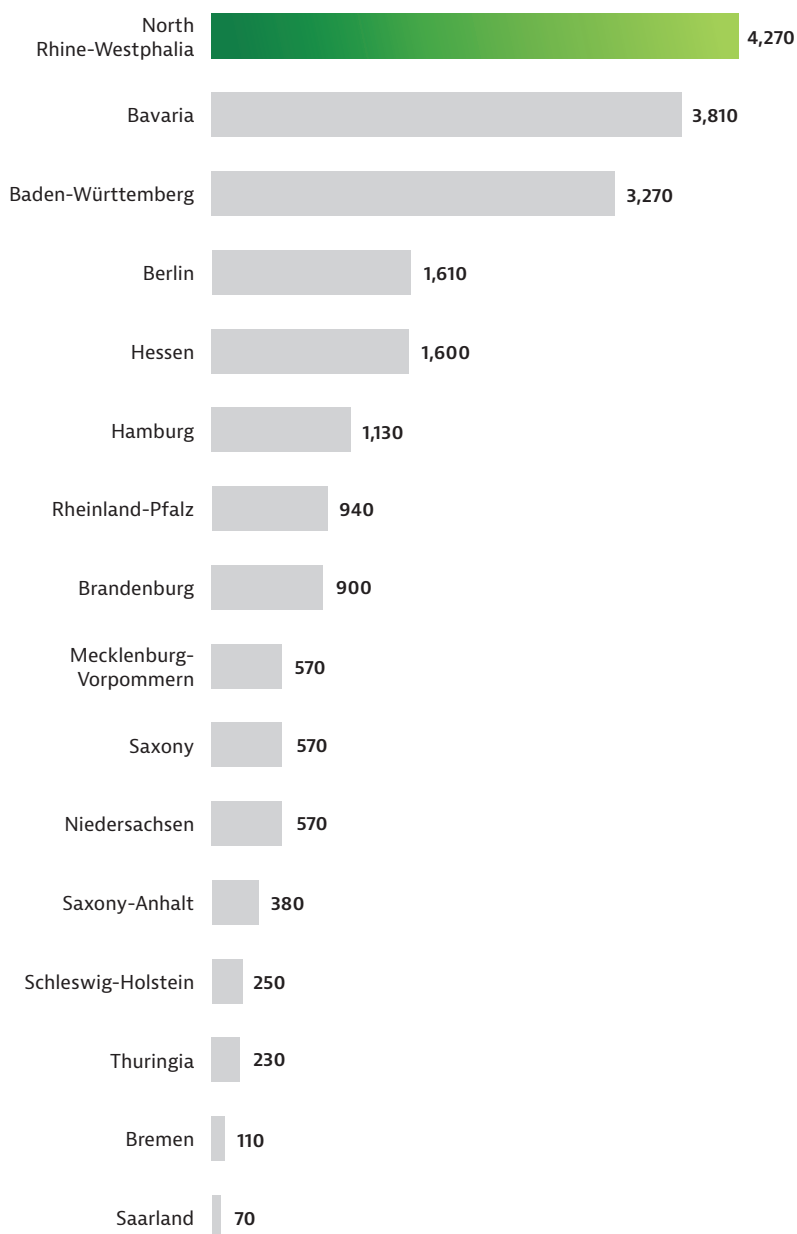
Start-ups on the Rise

Life science cluster collaboration and available incentives have proved invaluable to the establishment of new companies in the sector. Start-up dynamism has also increased in recent years. With 20 start-ups in total, the number of new companies almost doubled in 2016 compared to the previous year. Most of the newcomers (14) are active in the medical biotechnology field. Several federal funding initiatives support the establishment of young companies. These include the Central Innovation Program (Zentrales Innovationsprogramm Mittelstand – ZIM) which promotes cooperation between research institutions and the private sector. ZIM provides funding for small and medium-sized enterprises (SMEs) with business operations in Germany. The German government and several companies have set up the High-Tech Gründerfonds (HTGF) as 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. With almost 600 studies in 2016, Germany is the world's second leading clinical trial location.

Dedicated Biotech Company Employees by Federal State



Source: BIOCOM AG 2017

Geographically located at the heart of the EU and in close proximity to other European countries, Germany's competences 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 to bring forward the medicine of the future. Whether active in drug discovery, diagnostics or drug development – many of these companies are considered pioneers in their respective field. Here, the CEOs of three German biotechnology companies report on what makes their expertise so interesting for international partners and why global alliances and strategic partnerships are the key for successful business development.

CureVac AG is a clinical stage biopharmaceutical company based in Tübingen. The company specializes in research, development and manufacturing of therapeutics based on natural messenger RNA (mRNA). The platform includes cancer vaccines and prophylactic vaccines against infectious diseases. Since it was founded in 2000, it has raised about EUR 400 million from investors. CureVac has about 350 employees.

Oncgnostics GmbH is a spin-off of the University Hospital Jena specializing in the development of in vitro diagnostic tests for all areas of cancer diagnostics. The Jena-based company develops tests that are based on epigenetic changes. After test validation and initial preclinical trials, cooperation with international partners is essential to the company's business strategy. After registration, products are marketed directly or through licensing to cooperation and distribution partners.

Evotec AG is a drug discovery partnership company with its headquarters located in Hamburg. Evotec is a publicly listed stock corporation operating under German law. The company's core expertise is in early-stage drug discovery from target to drug. Evotec drives research and development through numerous alliances and partnerships with biotechnology and pharmaceutical companies. A focus is on CNS/neurology, diabetes, pain and inflammation, oncology and infectious diseases. Turnover reached EUR 164.5 million in 2016. Evotec has more than 2,000 employees.



Ingmar Hoerr

*CEO CureVac AG, Tübingen
Biopharmaceuticals*

What do international investors and business partners appreciate most about your expertise?

CureVac is the world leader and a pioneer in the field of turning natural mRNA into therapeutics and prophylactic vaccines. Based on our almost two decades long experience we have industrialized the generation and production of clinical candidates. Our seamless approach is highly attractive for business partners throughout the world as it offers the potential for groundbreaking new approaches to the benefit of patients and for the prevention of serious diseases.

What do you believe is the basis for successful international cooperation and expansion?

It is all about solid data, trust and reliability. Our recent deal with Lilly confirms our innovative strength. We were also able to secure commercialization rights for Germany which will be a basis for our forward integration to become a fully-integrated biotechnology company.

Which export markets and international activities play a crucial role in your company development?

The major pharma markets are the US, Europe and Japan. Therefore our partnering and investor base will always be on a global scale.



www.curevac.com



Alfred Hansel

*CEO oncnostics GmbH, Jena
Molecular Diagnostics*

What do international investors and business partners appreciate most about your expertise?

Our Chinese business partners GeneoDx, a subsidiary of the state-run SINOPHARM Group which has in-licensed our first product GynTect for the Chinese market, particularly appreciate our product development expertise. What they also consider very important is the ability to in-license a product from a German company.

What do you believe is the basis for successful international cooperation and expansion?

Mutual trust is the essential factor for cooperation, whether national or international. For international cooperation, it is certainly very important to be able to take different cultural backgrounds into account. If there is a lack of expertise for this within one's own company, then it is necessary to make up for it by using external agencies with the appropriate experience. We would never have closed the licensing deal with GeneoDx without intermediaries with the relevant expertise.

Why do export markets and international activities play such a crucial role in your company development?

Our diagnostic tests based on molecular markers are not intended for regional markets. Our major issue, cancer diagnosis, is ultimately as limitless as the diseases themselves. However, an understanding of the different regional markets is essential if our tests are to be placed successfully. This is particularly true in the healthcare market as they function very differently in different countries.



Werner Lanthaler

*CEO Evotec AG, Hamburg
Drug Discovery*

What do international investors and business partners appreciate most about your expertise?

Evotec understands the needs of the pharmaceutical and biotech industry for innovative new medicines. We continuously invested in our drug discovery infrastructure over the last years, enabling to provide state-of-the-art and high-quality drug discovery to our customers. Additionally we broaden and expand our capacities and capabilities, increasing critical mass and highly experienced drug discovery expertise. Furthermore, we have a very broad early internal pipeline (>80 projects), are shareholders in a couple of very interesting young biotech companies and have built up one of the leading iPSC platforms.

What do you believe is the basis for successful international cooperation and expansion?

Our high-quality drug discovery alliances combined with our vision and passion for innovation across various key disease areas accompany us on the path to deliver on our growth strategy and to be the partner of choice, which is also reflected in a high percentage of repeat business.

Which export markets and international activities play a crucial role in your company development?

Evotec's Group structure reflects the strategic international direction of the company and we clearly see the importance of acting globally. Our objective is to be the global industry leader in drug discovery and drug development services.

Industry Associations

The 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 to international companies seeking collaboration and partnerships with German companies active in medical biotechnology. 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.

German Pavilion at BIO 2018

For more than 20 years, players from the German biotechnology sector have presented themselves in joint booths at internationally renowned trade fairs including the German Pavilion at the world's most important biotechnology and pharmaceutical event, the BIO convention in the US. BIO 2018

will take place in Boston and celebrate the 25th anniversary of the event with more than 16,000 attendees expected. In 2017, the BIO convention in San Diego featured more than 1,800 exhibitors including 55 state, regional and international pavilions and 8 specialized product focus zones. There were around 50 companies and institutions presenting at the German Pavilion in San Diego.

Debut at BIOJapan

In 2018, the German Pavilion will be present for the first time at BIOJapan. This trade fair has played an important role in facilitating interaction between Japanese, global companies and organizations and aims to promote business opportunities with Asian stakeholders. HEALTH MADE IN GERMANY will not only be part of the pavilion but also be involved in additional activities at the convention in Yokohama.





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/



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

BIO DEUTSCHLAND

Biotechnologie-Industrie-Organisation Deutschland e. V.

Biotechnologie-Industrie-Organisation Deutschland

The Biotechnologie-Industrie-Organisation Deutschland (BIO Deutschland) is an independent association for the German biotechnology sector. Its aim is to support and promote the development of an innovative branch of the economy on the basis of modern biotechnology.

The Berlin-based association has around 330 members. It is chaired by a ten-person board made up of CEOs and managing directors of biotechnology companies. BIO Deutschland represents the German biotechnology sector in Brussels at the European biotech association EuropaBio and in Washington D.C. at the Biotechnology Industry Association – or BIO – in the US. Beyond that, BIO Deutschland works closely with other industry associations in Germany, Europe and the USA to ensure a coordinated approach to representing the interests of the sector internationally.

→ www.biodeutschland.org/home.html

OUR SERVICES

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 Energy (BMWi), 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 healthcare.

HEALTH MADE IN GERMANY also works closely with 16 major German industry associations and is part of the BMWi'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 BMWi.



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

Our support for your business:



We publish market briefs and in-depth market studies 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.



Our directories of German companies and research facilities with direct contact details help international businesses to identify contacts 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.

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Germany Trade & Invest (GTAI) is the economic development agency of the Federal Republic of Germany. The company helps create and secure extra employment opportunities, strengthening Germany as a business location. With more than 50 offices in Germany and abroad and its network of partners throughout the world, GTAI supports German companies setting up in foreign markets, promotes Germany as a business location and assists foreign companies setting up in Germany. All investment services and related publications are free of charge.

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