

## Key Achievements

**ESCP-4i Name and acronym:** *The European Strategic Cluster Partnership (ESCP) on Personalised Healthcare - bioXclusters+*

**Partners:**

- LYONBIOPOLE (FR),
- BIOCAT (ES),
- BIPCA (IT),
- BIOM (DE)



**The bioXclusters Plus project, as the unique European Strategic Cluster Partnership on Personalised Healthcare, supported by the European Commission Executive Agency for Small and Medium-sized**

Enterprises (EASME) COSME programme, launched on January 1<sup>st</sup> 2016, for a two-year period, is today reaching an end.

The four alliance partners, Lyonbiopole (Auvergne Rhone Alpes), Biocat (Catalonia), BioM (Bavaria) and BioPmed (Piedmont), have implemented a 24-month intense agenda dedicated to internationalization of SMEs reaching promising results and successful achievements. Over these last two years, bioXclusters Plus has set up major actions towards **its 7 non-European key target countries, that are Japan, USA, Brazil, China, South Korea, Canada and Australia.**

**As a first crucial milestone, the bioXclusters alliance has reinforced its visibility thanks to powerful marketing and communication tools, being the unique meta-cluster of Personalised Healthcare towards global markets and acting as a strategic gateway to European health-tech SMEs.** The alliance was presented during major international Conferences, such as BIO-Europe and BIO USA fairs. It was also short listed on December 8<sup>th</sup>, 2016, for the Best ESCP-4i during the European Cluster Conference in Brussels.

**The core activities were dedicated to the development of trustful relations with organisations located in the alliance's target countries.** The approach has aimed to work hand in hand with clusters, science parks, and economic agencies through the signatures of MoUs and the implementation of the Gateways. Thanks to the innovative Gateway approach, the alliance has been able to offer to SMEs tailored tools to access target markets, including market studies, support for regulatory issues, support for search of R&D or commercial partners, search for distributors. In order to build the gateways for companies, the alliance has organised 8 C2C sessions, 3 fact-finding missions (in Japan, China and the USA) and 3 inbound missions which succeeded in the signature of **8 cooperation agreements**, covering all the target countries. **After a selection process, 21 SMEs benefited from tailored support services.** Moreover, the alliance offered a series of dedicated information tools for its SME community, like sector-specific country reports and online training materials, accessible via the bioXclusters website. European SMEs also benefited from 4 international business-to-business sessions, including partnering meetings and pitch presentations. Most of the SMEs that participated in bioXclusters Plus activities expressed a strong level of satisfaction.

Today, the bioXclusters alliance partners are willing to pursue their collaboration and keep on valorising their successful actions, mutualising the fruits of their efforts through sharing and cooperating with other European Clusters and international organisations.

***Summary of key achievements:***

The bioXclusters plus project, as the European Strategic Cluster Partnership on Personalised Healthcare, supported by the European Commission Executive Agency for Small and Medium-sized Enterprises' (EASME) COSME programme, started on January 1<sup>st</sup> 2016, for a two-year period, is today reaching an end. **The alliance**, gathering 4 major European healthcare clusters - Biocat (Catalonia), BioM (Bavaria), bioPmed/Bioindustry Park Silvano Fumero (Piemonte) and Lyonbiopole as project leader (Auvergne Rhône-Alpes) - **has implemented a 24-month intense agenda dedicated to internationalisation of SMEs reaching tangible results and successful achievements.**

Over the last months, the bioXclusters Plus alliance has set up major actions towards its non-European key target countries, that are **Japan, USA, Brazil, China, South Korea, Canada and Australia.** These activities were dedicated to support healthcare SMEs to expand outside Europe according to 3 major pillars of activities: **1) fostering the alliance and its SMEs' visibility** inside and outside Europe; **2) reinforcing trustful relations with target countries building Gateways;** **3) deploying common internationalisation tools and tailored support to European SMEs** based on the mutual competences and knowledge.

Following its agenda, the bioXclusters Plus alliance, has reinforced its marketing approach and image, thanks to the definition of key messages and the adaptation of their/its successful former communication tools **representing the metacluster as a gateway to Europe**. The alliance has been presented during European and international Conferences (BIO-Europe fairs). It was short-listed on December 8<sup>th</sup>, 2016, for the Best ESCP-4i during the European Cluster Conference in Brussels. The alliance events and news have been regularly published on its ECCP profile and on its own blog (more than 70 publications in total).

**The core activities were then dedicated to the development of trustful relations with organisations located in the alliance's target countries.** The approach has aimed to work hand in hand with clusters, science parks or economic agencies through signing of MoUs and the implementation of the Gateways. **The innovative "Gateway concept" consists in setting tailored services to the benefit of SMEs to be provided either for free or with fees, by the gateways directly or through selected service providers to access markets.** Services include market studies, support for regulatory issues, support for research R&D or commercial partners, search for distributors. **In order to build the gateways for companies, the alliance has organised 8 cluster-to-cluster (C2C) sessions, 3 fact-finding missions (in Japan, China and the US) and 3 inbound missions. These events led to the signature of 8 cooperation agreements, covering all the target countries.** The approach is thus based on mutual understanding for common action by each part. The alliance acts reciprocally as gateway to Europe, for global companies and each party endorses the role of reciprocal ambassador.

**In addition to the Gateway approach, the alliance has proposed dedicated tools for its SMEs' community.** It offered information kits (market reports, country packages and online tools). Furthermore, one online platform was implemented, collecting SMEs' profiles and presenting their competences. The project partners collected thus 21 expressions of interest to seek support from the Gateways. **In addition to tailored support, the SMEs have benefited from the organisation of 4 Business-to-Business (B2B) sessions, including partnering meetings.** Most of the SMEs that participated to the bioXclusters Plus' activities expressed a strong level of satisfaction. **Today the alliance's partners are willing to pursue their collaboration and keep on valorising their action, sharing the fruits of their efforts through collaborations with other European Clusters and international regions.**

***Cluster cooperation achievements:***

Signature of 8 Cooperation agreements with 3<sup>rd</sup> countries organisations:

- Australia: 1 MoU with HISA
- Brazil: 1 Gateway Agreement with Biominas
- Brazil: 1 Gateway Agreement with CINNAMED (Medical Valley)
- China: 1 Gateway Agreement with Fenglin BioMedical
- Japan: 1 MoU with Osaka BioHeadquarters
- USA: 1 Gateway agreement with Wistar Institute
- South Korea: 1 MoU with Chuncheon park
- Canada: 1 MoU with ToHealth (Toronto)

***SME cooperation achievements:***

1 agreement – Mind the byte (biocat) with Japan distributor

1 agreement – Leukocare (BioM) with Japan pharma

2 agreements with Japan for CTI Biotech (Lyonbiopole)

1 collaboration with Japan for CYTOO (Lyonbiopole)

21 companies collaborating in the framework of an agreed work plan, with the Gateways or external partners for support: *results of the support activities are still to be analysed as support services are still in progress. The results will be available in the next coming weeks.*

**Testimonials from cluster and SME:**

Lyonbiopole, Auvergne Rhone Alpes Healthcare cluster, Emilie ROMEO - bioXclusters Plus coordinator:

*"A clusters' alliance must be built on trust. Within the bioXclusters' story trust between the 4 organizations has been the key success factor and it remains the key driver of every activity led in within the project framework. Trust has been installed fairly soon at the beginning of the alliance, and has become stronger over the years. The duration of the collaboration is also a major factor of success, since over the years the members of the alliance get to know each other better. Thanks to the European Commission support, the alliance has been able to implement a collaboration based on a long-term strategy. Support to clusters' alliance at a European level is crucial to transform the metacluster concept to a reality. First, it gives a concrete existence to a brand, to a name that represents a network and a true critical mass of SMEs. It gives existence to a joint strategy, by supporting the organization of missions and events bringing international players around the table. The European dimension is the most adapted level to cooperate with organizations coming from large markets as the US, China or Brazil. A European alliance is the right tool to be competitive!"*

BioM's SME: LEUKOCARE AG:

*The biotech company LEUKOCARE – a biotech company headquartered in Martinsried, Munich, Germany – is exploring new collaborations with one of the biggest Japanese pharma players. They met at the trade mission to Japan organised by bioXclusters plus and, as a result, in November 2016 the Japanese pharma visited the LEUKOCARE facilities to discuss how LEUKOCARE's SPS® formulation technology platform could be used to stabilise the biologics of the Japanese pharma company.*

Lyonbiopole's SME:

*CYTOO « This conference [the European-Japan Biotech and Pharma Partnering event, 11 October 2016, Osaka], was a unique opportunity to enter the Japanese pharmaceutical sector. It allowed us to meet major biotech players that we were not able to identify alone. We benefited from an important number of meetings with adequate duration for fruitful exchanges. Another positive aspect of this day was the presence of interpreters that made exchanges smoother".*

Testimony from: Bruno Fornengo, CEO of Easyfor, a company from BioPMed:

*"Easyfor participated to the BioXclusters plus initiative and worked with Fengling group, one of BioXclusters gateways for China. Easyfor received support to get a general understanding of the dental implant market in China, define a market access strategy and identify an ideal distributor for its products in the country.*

*The support we received was very competent and allowed us to have a better picture of the Chinese market.*

*We will now have to put into action what we have learned from it.*

*The Chinese market is extremely complex and very different from the European one. A European company what would like to tackle it needs to remain very competitive and pay much attention to fiscal and registration costs."*

**Key recommendation(s) on the future of the "Cluster go International" initiative:**

Organisation of B2B sessions for companies in the target countries with the support of organisations well connected to their ecosystems should be made the standard.

Do give the opportunity to work on a longer period (24 months is very short to realise all the activities related to internationalisation).

Provide a 'facilitation' financial support to SMEs to get connected to international experts.

**Please indicate the number of events attended by the partnership by category (preparatory events, C2C events and B2B events):**

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TARGET COUNTRIES	EVENTS (Number)				
	Preparatory events, e.g. workshop, seminars, visits (excluding C2C and B2B events)	C2C Events	C2C meetings	B2B Events	B2B meetings
USA	-	2	17	1	14
Japan	-	3	81	2	664
Canada	-	1	30	-	-
China	--	1	11	-	-
Australia	-	-	-	2	6
ALL	-	1	4	-	-
<b>TOTAL</b>	-	<b>8</b>	<b>139</b>	<b>5</b>	<b>684</b>

*Please indicate the number of respective stakeholders (clusters and SMEs in Europe and Third countries) involved directly in the development of the partnership activities*

STAKEHOLDERS INVOLVEMENT in the development of activities (excluding surveys and promotion activities) targeting cooperation with 3 <sup>rd</sup> markets (Number)				
	EU Clusters <sup>1</sup>	EU SMEs	Clusters and other intermediary organisations from 3 <sup>rd</sup> -country	SMEs and businesses in 3 <sup>rd</sup> country
USA	0	14	11	1
Canada	3	15	2	2
Japan	55	116	10	146
South Australia	0	17	1	-
Brazil	1	1	2	-
China	0	7	3	80
South Korea	0	1	1	1

<sup>1</sup> "Number of clusters having participated but not belonging to BioXclusters Plus consortium"

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TARGET COUNTRIES	OVERVIEW OF COOPERATION CASES BY EUROPEAN CLUSTERS (eg. Collaborative project initiated, MoU signed, other initiatives)				
	Cooperation case (name/nb)	Brief description	Types of cooperation objectives (select category numbers in table below)	Sector / Technology	3 <sup>rd</sup> -country Partner name
	1) Collaboration project (e.g. exchange visits), 2) Formal agreements (e.g. MoUs) 3) Representation office/role appointed by the consortium 4) Other				
	<b>Type</b>	<b>Nb.</b>			
USA	1) Collaboration project	2	1 Fact-finding mission organised in June 2017 Organisation of a 1 B2B session with ABBVIE and EU SMEs	1/ 2/ 8 / 13 /14	Pharma Healthcare The Wistar Institute The Children Institute of Philadelphia ABBVIE
	2) Formal agreement	1	1 Gateway agreement between BioXclusters Plus partnership and the Wistar to provide support services	1/ 2/ 8 / 13 /14	Pharma Healthcare The Wistar Institute
Brazil	2) Formal agreements	2	2 gateways agreements between bioXclusters Plus partnership and 2 organisations based in Brazil to support SMEs	1/2/3/4/5/8/11/13/14	Pharma Healthcare Medical devices Biominas Cinnamed
China	1) Collaboration project	1	1 Fact finding mission in China – common event in Shanghai SEBP 207	11/12/13/ 14	Pharma Healthcare Medical devices Fenglin Group G-Med consulting
	2) Formal agreement	1	1 Gateway agreement signed with Fenglin Group to support SMEs	1/2/3/4/5/8/11/13/14	Pharma Healthcare Medical devices Fenglin Group G-Med consulting
Japan	1) Collaboration project	3	Organisation 2 of a common Partnering Events Organisation of 1 C2C session at Bio Europe 2016	12/13/ 14	Pharma Healthcare Osaka Bio Headquarters JBA

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	2) MoU	1	Signature of a MoU signed between the Osaka Bio Headquarters	1/2/3/4/5/8/11/13/14	Pharma Healthcare Medical devices	Osaka Bio Headquarters
Australia	1)Collaboration project	1	Organisation of inbound missions and workshops to EU companies	12/13/ 14	Pharma Healthcare Medical devices	Health Industries South Australia
	2) MoU	1	Signature of a MoU with HISA	1/2/3/4/5/8/11/13/14	Pharma Healthcare Medical devices	HISA
Canada	1)Collaboration project	1	Organisation of a C2C session dedicated to EU and Canada relations	12/13/ 14	Life Sciences Pharma Healthcare	ToHealth Montreal InVivo
	2)MoU	1	Signature of a MoU with Toronto Health	1/2/3/4/5/8/11/13/14	Life Sciences Pharma Healthcare	ToHealth
South Korea	2)MoU	1	Signature of a MoU with the Chuncheon Park	1/2/3/4/5/8/11/13/14	Life Sciences Pharma Healthcare	Chuncheon Park
<b>TOTAL</b>		<b>16</b>				

### OVERVIEW OF COOPERATION CASES BY EUROPEAN SMEs (eg. Collaborative project initiated, MoU signed, other initiatives)

	Cooperation case (e.g. business project, innovation test, visit) (name/Nb.)		Brief description	Types of cooperation objectives (select category numbers in table below)	Sector / Technology	3rd-country Partner type of organisation (and name if not confidential)
	Name	Nb.				
China	Euroclone (IT)	1	To seek potential clients or distribution partners to sell its isolators or stem cell production equipment in China.	Nr. 1 - 3	Medical devices	External Expert: G-Med consulting
	Easyfor Medical Device (IT)	1	To identify reliable distributors in China and have an overview of the market potential	Nr. 3 - 5	Medical devices	External Expert: G-Med consulting
	Ixtal (IT)	1	To identify potential Clients / Partners in China in the drug discovery or food industry	Nr. 13	Biotech company	External Expert: G-Med consulting
	MetaHeps GmbH (DE)	1	To identify the market in China: - Research: How Chinese CRO/Pharma/CFDA deal with suspected DILI in clinical trials and postmarketing & Perception of MetaHeps technology from CRO/Pharma/CFDA	Nr. 1, 3	Biotech Preclinical Services	External Expert: G-Med consulting

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			- Business development: Develop a list of leads from CRO/Pharma/CFDA or TCM clinics & Help implement collaboration with potential partners			
	SpheroTec GmbH (DE)	1	To establish operation in China: to understand regulatory pathway on tissue sample test lab in China and decision-making process on cancer treatment	Nr. 1, 8	Biotech Preclinical Services	External Expert: G-Med consulting
	Nosopharm (FR)	1	To identify potential investors and development partners in the antibiotic sector	Nr. 12	Biotech company	External Expert: G-Med consulting
	Neolys Diagnostics (FR)	1	To identify ideal partner(s) in China: Radiotherapy: General understanding of radiotherapy market in China and evaluate the market opportunity for Neolys & to develop a list of potential candidates	Nr. 12	Diagnostics	External Expert: G-Med consulting
<b>Australia</b>	Àvida Biotech, S.L. (SP)	1	Gather contacts in impact investing in the Australian health research community.	Nr. 11	Biotech Company	Cluster: Health Industries South Australia
<b>Brazil</b>	Herniamesh (IT)	1	Support the company in registering their products on the Brazilian Medical Devices Market and finding appropriate legal and commercial structures in the country.	Nr. Other Regulatory support;	Medical devices	External Expert: Cinnamed
<b>Canada</b>	Cellasys GmbH (DE)	1	Support the company in identifying distributors and in receiving regulatory advice.	Nr. Other Consulting services (regulatory)	Biotech Devices & Reagents	External Expert: Santis Health
<b>Japan</b>	Silantes GmbH (DE)	1	Enhancement of distribution of stable isotope products of Silantes GmbH in life science research market in Japan.	Nr. 8, 5	Biotech Devices & Reagents	Cluster: Osaka Bio Headquarters
	MMI GmbH(DE)	1	Realisation of surveys on the possibility of market entry for the company MMI and its research equipment in Japan.	Nr. 1 business offer, business request	Biotech Devices & Reagents	Cluster: Osaka Bio Headquarters
	Leukocare AG (DE)	1	Collaboration envisaged with a Japan Pharma group	Nr 14	Biotech formulation platform	Cluster: Osaka Bio Headquarters
	Mind the Byte (SP)	1	Signature of a distribution agreement with Japanese firm Filgen	Nr 3	Biotech	Cluster: Osaka Bio Headquarters
	CYTOO (FR)	1	Emergence of 1 collaborative project – ongoing	Nr 2	Biotech	Cluster: Osaka Bio Headquarters
	CTI Biotech (FR)	2	1 office establishment of a Japan firm in CTI's office in France 1 Signature of 1 Material Transfer Agreement (MTA)	Nr 8 Nr 2	Biotech	Cluster: Osaka Bio Headquarters
<b>South Korea</b>	Bicoll (DE)	1	To get ready to use marketing environment understanding in order to arrange the targeted business meetings with potential clients in South Korea	Nr. 12, 13 Market information; access to networks of knowledge; matchmaking.	Biotech Therapeutics & Diagnostics	External Expert: G&S Corporate consulting Korea



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USA	NISO Biomed (IT)	1	The company requires advice to obtain the FDA approval in USA for their product.	Nr. Other Consulting services (regulatory)	Medical Devices	Cluster: Wistar Institute
	Altmann Analytik GmbH & Co. KG (DE)	1	The company is interested in consulting services (legal and tax), a virtual office and contact to a local network of business people.	Nr. Other legal	Pharma supplier and trade	Cluster: Wistar Institute
	PreOmics (DE)	1	The company is looking for local distribution partners.	Nr. 3	Biotech Devices & Reagents	Cluster: Wistar Institute
	InGeneron GmbH(DE)	1	Comprehensive evaluation of the US market in terms of medical and commercial attractiveness as well as identification of key success factors for the initiation of clinical trials required for a market entry.	Nr. 1, 13	Biotech Therapeutics & Diagnostics	Cluster: Wistar Institute
	ProJect Pharmaceutics GmbH (DE)	1	Matchmaking and meetings with local professionals.	Nr. 12, 13	Biotech Therapeutics & Diagnostics	Cluster: Wistar Institute
	Lophius Biosciences GmbH (DE)	1	Finding business partners and obtain FDA approval for their product.	Nr. 3 Business partner	Biotech Therapeutics & Diagnostics	Cluster: Wistar Institute
	tilibit nanosystems GmbH (DE)	1	Identify and contact partners for collaborative R&D projects.	Nr. 1	Nano-technology	Cluster: Wistar Institute
	Anaxomics Biotech SL (SP)	1	The company is looking for international clients to enrich its business.	Nr. 3 Business request	Biotech company	Cluster: Wistar Institute
<b>TOTAL</b>		<b>25</b>				

### **More details on Cooperation cases<sup>2</sup>:**

<sup>2</sup> Cooperation with:

- other cluster partnerships (which ones?)
- other EU initiatives (e.g. Low Carbon business Action, EU Gateways)
- others

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1) by EU clusters<sup>3</sup>

EU Cluster organisation	Sector	Partner organisation		Explain/describe cooperation case (please elaborate)	Main steps undertaken	Next steps envisaged (if any)
		Name	Country			
Lyonbiopole BioPmed Biocat BioM	Biotech-medtech health	<b>European Japan Center</b>	Belgium	On October 11, 2016 and Oct. 10 <sup>th</sup> 2017, the bioXclusters' partners organised two B2B events dedicated to EU-Japan pharma companies and clusters in Osaka. Both organisations (the EU Japan Centre and bioXclusters) worked for several months to organise the event in terms of promotion, programme of the mission, logistics.	Organisation of 2 editions of the European Japan biotech and pharma partnering events.	This event aims at becoming an annual forum for European and Japanese companies
Lyonbiopole BioPmed Biocat BioM	Biotech-medtech health	<b>EU-Japan Centre for Industrial Cooperation (EEN Japan)</b>	Japan Tokyo Office	On October 11, 2016 and Oct. 10 <sup>th</sup> 2017, the bioXclusters' partners organised two B2B events dedicated to EU-Japan pharma companies and clusters in Osaka. Both organisations (the EU Japan Centre and bioXclusters) worked for several months to organise the event in terms of promotion, programme of the mission, logistics.	Organisation of 2 editions of the European Japan biotech and pharma partnering events. The EEN partners implemented the B2Match platform to facilitate the organisation of the meetings.	This event aims at becoming an annual forum for European and Japanese companies
Lyonbiopole BioPmed Biocat BioM	Biotech-medtech health	<b>European American Enterprise council (EAEC)</b>	US	In June 2017, the bioXclusters' alliance organised a fact-finding mission in the US (Greater Philadelphia) and C2C meetings with the strong support of EAEC.	2-day mission agenda dedicated to high level meetings with Economic organisations, government's representatives and clusters.	Potential organisation of a mission in the US in 2018. In the framework of the EU project "NEAR US"
Lyonbiopole BioPmed Biocat BioM	Biotech-medtech health	<b>Council of European Bio Regions (CEBR)</b>	Belgium	The Council of European Bio-Regions (CEBR) has been involved in many project activities, in particular in the promotion of the C2C events; the CEBR management mobilised its network of life sciences clusters to participate in the session. The CEBR meeting organised in Berlin on November 7 <sup>th</sup> , was a good occasion to share the bioXclusters experience with the rest of the network	Dissemination activities and mobilisation of EU clusters	Stephanie Wehnelt, from BioM is the current President of CEBR, so information will continue to get disseminated.
Lyonbiopole BioPmed Biocat BioM	Technologies applied to health	<b>Silicon Europe Worldwide</b>	Belgium (DSP Valley as coordinator)	During the project lifetime many discussions were held between the 2 consortia; both exchanged about the project management and plan of actions. Both tried to identify some common interests for the target countries.		

<sup>3</sup> As mentioned on page 3 Table: Cooperation cases by EU clusters

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				There was no possibility to organise further common activities.		
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2) by European SMEs<sup>4</sup>

EU SME	Sector	Partner organisation		Explain/describe cooperation case (please elaborate)	Main steps undertaken	Next steps envisaged
		Name	Country			
<b>Euroclone (IT)</b>	Medical devices	G-Med consulting	China	Project objective: To seek potential clients or distribution partners to sell its isolators or stem cell production equipment in China.	<u>SUPPORT ONGOING</u> - Desk research - Identification and interview of three sizable stem cell related companies to investigate the market potential - Identification of two major pharmaceutical companies and understand if they need EuroClone's services - Recommendation on the business development strategy	<i>To be defined at a later stage</i>
<b>Easyfor Medical Device (IT)</b>	Medical devices	G-Med consulting	China	Project objective: To identify one reliable distributor in China and get an overview of the market potential	<u>SUPPORT ONGOING</u> Meeting with potential distributors and follow up actions with identified distributors	<i>To be defined at a later stage</i>
<b>Ixtal (IT)</b>	Biotech company	G-Med consulting	China	Project objective: To identify potential Clients / Partners in China in the drug discovery or food industry	<u>SUPPORT ONGOING</u> - To understand the current services on protein X-Ray crystallography and protein design or production provided by CRO companies - Desk research on medium size CROs which may need protein, design / production or small molecule X-ray crystallography service - Identify and interview 3-4 drug discovery companies or research institute which may have potential to become Ixtal's customers	<i>To be defined at a later stage</i>
<b>MetaHeps GmbH (DE)</b>	Biotech Preclinical Services	G-Med consulting	China	Project objective: To identify the market in China: - Research:	<u>SUPPORT ONGOING</u> - Identify CFDA division for monitoring adversary effects and key contact - Understand current CFDA solutions to address DILI	<i>To be defined at a later stage</i>

<sup>4</sup> As mentioned on page 4 Table: cooperation cases by European SMEs

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				<p>*How Chinese CRO/Pharma/CFDA deal with suspected DILI in clinical trials and postmarketing</p> <p>*Perception of MetaHeps technology from CRO/Pharma/CFDA</p> <p>- Business development:</p> <p>* Develop a list of leads from CRO/Pharma/CFDA or TCM clinics</p> <p>*Help implement collaboration with potential partners</p>	<p>- Opportunity to improve IDLI management by partnering with MetaHeps in the TCM area</p>	
<b>SpheroTec GmbH (DE)</b>	Biotech Preclinical Services	G-Med consulting	China	<p>Project objective:</p> <p>To establish operation in China:</p> <ul style="list-style-type: none"> <li>- understand regulatory pathway on tissue sample test lab in China</li> <li>- understand decision making process on cancer treatment</li> </ul>	<p><u>SUPPORT ONGOING</u></p> <ul style="list-style-type: none"> <li>- to investigate hospitals and regulatory guidelines on third party test on cancer treatment</li> <li>- to investigate oncologists and pathologists on the decision-making process</li> <li>- to understand the pricing and reimbursement system</li> </ul>	<i>To be defined at a later stage</i>
<b>Nosopharm (FR)</b>	Biotech company	G-Med consulting	China	<p>Project objective:</p> <p>To identify potential investors and development partners in the antibiotic sector</p>	<p><u>SUPPORT ONGOING</u></p> <p>Selection 4-5 potential partners / investors following the criteria:</p> <ul style="list-style-type: none"> <li>- product match: novel drug developer or antibiotic generic producers</li> <li>- clinical capability: phase II and III trial development</li> <li>- Partnership match: potential licensing in agreement</li> </ul>	<i>After a 1<sup>st</sup> study, the Company might decide to get concentrated on Europe and US.</i>
<b>Neolys Diagnostics (FR)</b>	Diagnostics	G-Med consulting	China	<p>Project objective:</p> <p>To identify ideal partner(s) in China:</p> <ul style="list-style-type: none"> <li>- Radiotherapy: General understanding of radiotherapy market in China and evaluate the market opportunity for Neolys</li> <li>- Develop a list of potential candidates</li> </ul>	<p><u>SUPPORT ONGOING</u></p> <p>2 major oncology hospitals: to visit their radiotherapy divisions to understand the market potential</p> <p>Screen potential candidates via following criteria:</p> <ul style="list-style-type: none"> <li>- Lab facilities for Elisa test</li> <li>- Set-up specialised lab for tissue test</li> <li>- Certified for clinical test on oncology and strong coverage of Radio-therapy or oncology treatment centres</li> </ul>	<i>To be defined at a later stage</i>
<b>Àvida Biotech S.L. (SP)</b>	Biotech Company	Health Industries South Australia	Australia	<p>Project objective:</p> <p>Acquire contacts in impact investing in the Australian health research community.</p>	<p><u>SUPPORT ONGOING</u></p> <p>Support in finding several leads that can generate collaboration/funding opportunities-</p>	<i>To be defined at a later stage</i>

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<b>Herniamesh (IT)</b>	Medical devices	Cinnamed	Brazil	Project objective: support the company in registering their products on the Brazilian Medical Devices Market and finding appropriate legal and commercial structures in the country.	<u>SUPPORT ONGOING</u> Analysis and evaluation of most suitable scenario for a sustainable and successful partnership in Brazil and creating a timeline and a cost estimate. Produce recommendation of most sustainable strategy for bringing the company's products to Brazil	<i>To be defined at a later stage</i>
<b>Cellasys GmbH (DE)</b>	Biotech Devices & Reagents	Santis Health	Canada	Project objective: Support the company in identifying distributors and in receiving regulatory advice.	<u>SUPPORT ONGOING</u>	<i>To be defined at a later stage</i>
<b>Silantes GmbH (DE)</b>	Biotech Devices & Reagents	Osaka Bio Headquarters	Japan	Project objective: Enhancement of distribution of stable isotope products of Silantes GmbH in life science research market in Japan.	<u>SUPPORT ONGOING</u> Support in assessing various distributing agents on the Japanese market.	<i>To be defined at a later stage</i>
<b>MMI GmbH (DE)</b>	Biotech Devices & Reagents	Osaka Bio Headquarters	Japan	Project objective: Survey on the possibility of market entry for the company MMI and its research equipment in Japan.	<u>SUPPORT ONGOING</u> Support in assessing and evaluating a possible entry in the Japanese market.	<i>To be defined at a later stage</i>
<b>Bicoll (DE)</b>	Biotech Therapeutics & Diagnostics	G&S Corporate consulting Korea	South Korea	Project objective: To get ready to use marketing environment understanding in order to arrange the targeted business meetings with potential clients in South Korea	<u>SUPPORT ONGOING</u> Identification of - main competitors (3 to 5) - main potential industry customers sorted to region (5 to 10) - main potential academia customers sorted to region (5 to 10) - potential business partners (key opinion leaders) - main events (exhibitions, networking etc.) in the regions of the main customers (3-5)	<i>To be defined at a later stage</i>
<b>NISO Biomed (IT)</b>	Medical Devices	Wistar Institute	USA	Project objective: The company requires advice to obtain the FDA approval in USA for their product.	<u>SUPPORT ONGOING</u>	<i>To be defined at a later stage</i>
<b>Altmann Analytik GmbH &amp; Co. KG (DE)</b>	Pharma supplier and trade	Wistar Institute	USA	Project objective: The company is interested in consulting services (legal and tax), a virtual office and contact to a local network of business people.	<u>SUPPORT ONGOING</u>	<i>To be defined at a later stage</i>

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<b>PreOmics (DE)</b>	Biotech Devices & Reagents	Wistar Institute	USA	Project objective: The company is looking for local distribution partners.	<u>SUPPORT ONGOING</u>	<i>To be defined at a later stage</i>
<b>InGeneron GmbH (DE)</b>	Biotech Therapeutics & Diagnostics	Wistar Institute	USA	Project objective: comprehensive evaluation of the US market in terms of medical and commercial attractiveness as well as identification of key success factors for the initiation of clinical trials required for a market entry.	<u>SUPPORT ONGOING</u>	<i>To be defined at a later stage</i>
<b>Project Pharmaceuticals GmbH (DE)</b>	Biotech Therapeutics & Diagnostics	Wistar Institute	USA	Project objective: Matchmaking and meetings with local professionals.	<u>SUPPORT ONGOING</u>	<i>To be defined at a later stage</i>
<b>Lophius Biosciences GmbH (DE)</b>	Biotech Therapeutics & Diagnostics	Wistar Institute	USA	Project objective: Finding business partners and obtain FDA approval for their product.	<u>SUPPORT ONGOING</u>	<i>To be defined at a later stage</i>
<b>tilibit nanosystems GmbH (DE)</b>	Nano-technology	Wistar Institute	USA	Project objective: Identify and contact partners for collaborative R&D projects.	<u>SUPPORT ONGOING</u>	<i>To be defined at a later stage</i>
<b>Anaxomics Biotech SL (SP)</b>	Biotech company	Wistar Institute	USA	Project objective: The company is looking for international clients to enrich its business.	<u>SUPPORT ONGOING</u>	<i>To be defined at a later stage</i>
<b>Leukocare AG (DE)</b>	Biotech company	Osaka BioHQ	JAPAN	Collaboration envisaged with a Japan Pharma group	<u>Meetings and exchanges</u>	<i>To be defined at a later stage</i>
<b>Mind the Byte (SP)</b>	Biotech company	Osaka BioHQ	JAPAN	Signature of a distribution agreement with Japanese firm Filgen		
<b>CYTOO (FR)</b>	Biotech company	Osaka BioHQ	JAPAN	Emergence of a collaborative project – confidential / ongoing		
<b>CTI BIOTECH (FR)</b>	Biotech company	Osaka BioHQ	JAPAN	1 Japan company establishes office in CTI offices – Technological collaboration – confidential  1 Signature of 1 Material Transfer Agreement (MTA) – confidential		