



Spanish BioIndustry Association

# What is AseBio?

AseBio is the Spanish BioIndustry Association

✓ AseBio brings together:

- Companies
- Associations and foundations
- Universities, research and technology centres

that engage in **activities** directly or indirectly related to **biotechnology** in Spain.

✓ **We collaborate** closely with **regional, national and European** governments, as well as other organizations that are interested in our field

✓ Since 1999 AseBio has worked to shape a better environment for the Spanish biotech and life science industries, and has become a **meeting point and platform** for their promotion.

# Sector challenges

- ✓ Improve the taxation of research and development (hereby R&D).
- ✓ Improve the financial environment through the support of capital risk, banks, stock markets etc.
- ✓ **Make** funding of R&D more flexible.
- ✓ Move towards **greater security** in the legal and regulatory frameworks that affect the development of the sector.
- ✓ **Internationalisation.**
- ✓ Make the **technology transfer** more effective.
- ✓ Promoting **entrepreneurial culture.**
- ✓ **Increasing business size** through M&A.
- ✓ Formalisation of **joint ventures and alliances.**
- ✓ Focus on the **Public Procurement of Innovative Technology**, with more emphasis on areas such as health.
- ✓ Increase society's knowledge of biotechnology.

# Who is AseBio?

GENERAL ASSEMBLY  
 BOARD OF DIRECTORS  
 GENERAL SECRETARIAT

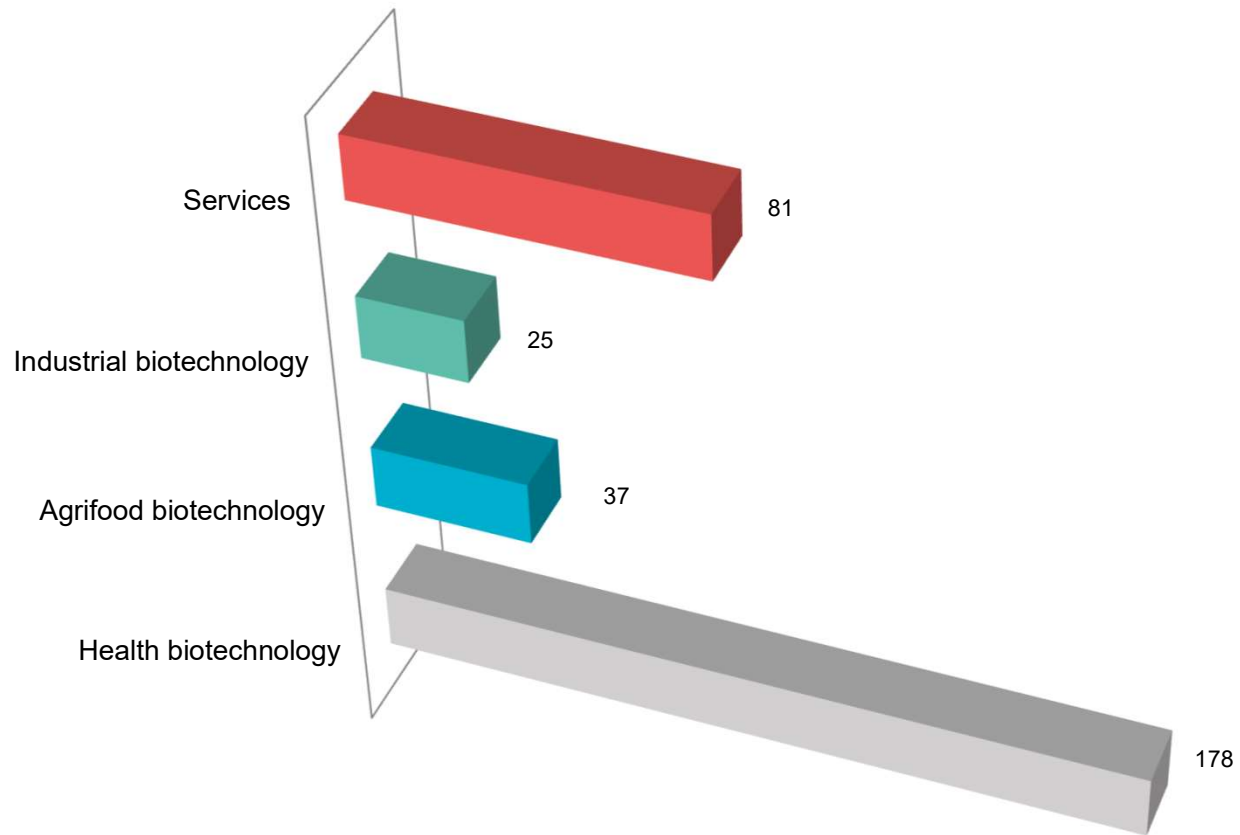
## Business members

Health biotechnology	Agrifood biotechnology	Industrial biotechnology	User companies
			

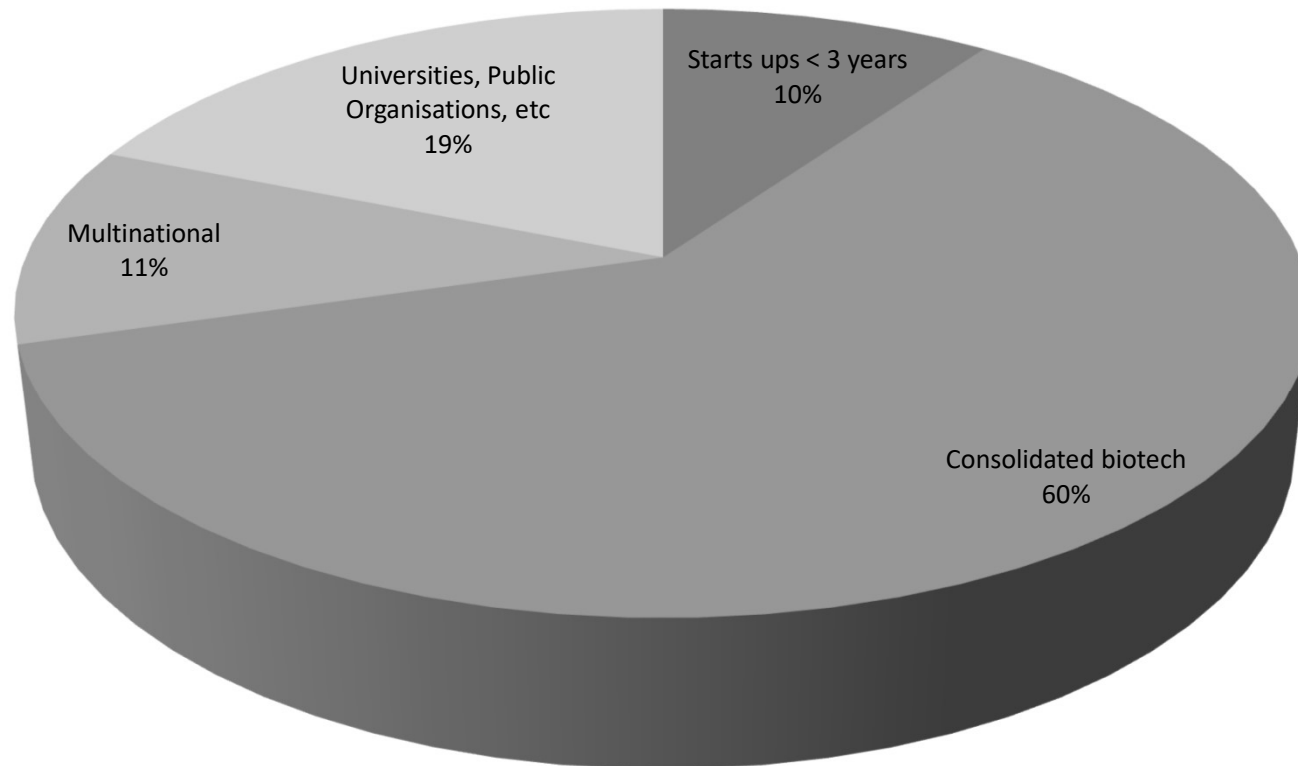
## Associate members

OPIs/Universities/Hospitals	Centres / Technology centres/ Associations/ Foundations / Scientific Societies	International Supporters
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# What is AseBio?



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# AseBio: Facts and Figures

- ✓ 263 members, 4 Councils
- ✓ ASEBIO achievements:
  - ✓ Approval of the order for Debt Extension
  - ✓ Exemption from guarantees and advance tax credits
  - ✓ Improved grant programs: Invierte, Profarma, etc.
- ✓ 18 annual reports on the status of the Spanish sector, so far.
- ✓ Being a point of reference for the development of the data sector
- ✓ Media impact: over 4,200 mentions
- ✓ Participation in national policy-making activities and the design of public instruments for the support of the biotech sector .
- ✓ Frequent meetings with ministers and other senior officials at European, National and Regional levels.
- ✓ Close relationships with embassies and diplomatic representatives from over 30 countries.
- ✓ Regular presence at several international events.
- ✓ Biennial organisation of BioSpain (with over 3,300 partnering meetings).
- ✓ Partnership agreements with a variety of organisations.

# AseBio Councils

HEALTH COUNCIL (MERCK)



AGRIFOOD COUNCIL (BIOPOLIS)



CROSS-SECTORAL CHALLENGES (VIVIA BIOTECH)



SERVICES COUNCIL

Coordinated by members. Participation is **free** and **exclusive** for our members.



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## Health Council

🌀 **Delegate:** Ana Polanco, Merck

🌀 **Technical Secretariat:** Beatriz Palomo, ASEBIO

🌀 **Objetives:**

- This Group aims to be the voice of innovative medicines in Spain
- Promote and facilitate the access to biotech medicine across the nation.
- This Group pursues the harmonisation of molecular diagnostic practices in Spain.
- Include quality standards in genetic diagnosis from the beginning.

🌀 **Groups:**

**Market Access Working Group.** Coordinator: Ana Polanco, Merck

**Personalised Medicine and Advanced Diagnostics working group:** Coordinator: Ana Martín, AMADIX.

**Drug discovery working group.** Moderator: Arsenio Nueda, Almirall

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# Agrifood Council

🌾 **Delegate:** Daniel Ramón Vidal, BIOPOLIS

🌾 **Objectives:**

- Overcome the administrative, economic and social barriers for the use of biotechnology in the design of food products and environmental conservation.
- Highlight the need for the establishment of an appropriate European regulatory framework for the development of functional foods.
- Promote greater visibility and recognition of biotechnology in the agrifood area and its role in high quality, safe and sustainable food.
- Develop a closer relationship with governmental or public institutions, platforms and entities representing the sectors involved.

**Groups:**

**Agricultural working group.** Coordinator: Carlos Vicente, BAYER

**Food working group.** Coordinator: Daniel Ramón, BIOPOLIS

# Cross-cutting Challenges

🌟 **Delegate:** Andrés Ballesteros, VIVIA BIOTECH

🌟 **Composition:**

**Funding working group.** Coordinator: Andrés Ballesteros, VIVIA BIOTECH

**Technical Secretariat:** Raquel Álvarez, ASEBIO

**Objectives:**

- Move towards a biotech funding model which reflects the unique needs and opportunities of each sector.
- Push for recognition of the specific requirements of biotech companies in the Spanish legislative framework, High Intensity Innovate Enterprises.
- Improve conditions (postponement and division) of R&D loan repayments for biotechnology companies.
- Reach an agreement with the Ministry of Economy and Competitiveness on the criteria for the definition of "empresa en crisis" (company in financial distress).
- Design a structure that provides effective coordination and support for the sector's lobbying activities.
- Creating a Public Procurement program focused on the health biotech sector.

**Communication working group.** Coordinator: Javier Velasco, Bioibérica

**Technical Secretariat:** Merche Palomino, ASEBIO

**Human Resources working group.** Coordinator: Tomás Alarcón, 3P Biopharmaceuticals

**Technical Secretariat:** Raquel Álvarez, ASEBIO

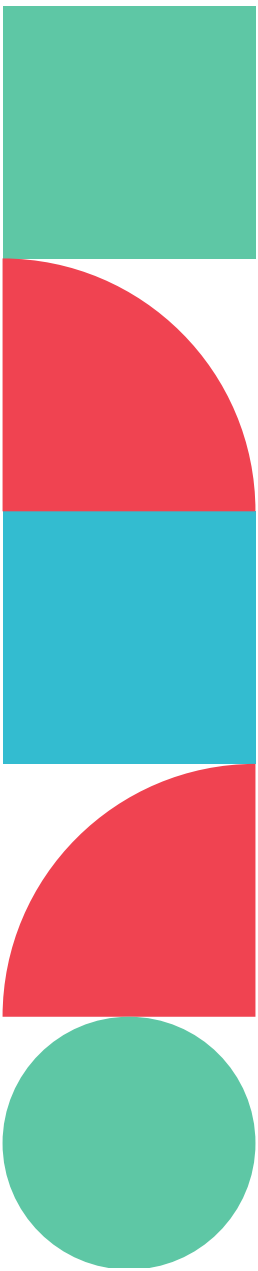
# Services Council

## ✿ Delegate:

✿ **Technical Secretariat:** Raquel Álvarez, ASEBIO

## ✿ Objectives:

- Recognition as a subsector.
- To promote the biotechnology services trade mark of Spain.
- To promote the growth of this Council.
- Remove, reduce or at least regulate unfair competition arising from universities and public institutions.
- Promote a supportive environment between universities and companies.
- Promote the creation of national and regional aids specific to service companies.
- Facilitate the sale of instrumentation.
- Promote the creation of more grants to attend appropriate events for service companies.



Services Council

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# AseBio Services

- ✓ Search and information provision.
- ✓ Marketing and promotion on a national & international scale.
- ✓ Sectoral representation, institutional relation and lobbying.
- ✓ Communication.
- ✓ Other services.

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## Search and information

- ✓ Organising conferences on topics of interest for our members
- ✓ Calls for public funding/grants
- ✓ Identification of technological partners
- ✓ Employment offers: promoting Jobs in the industry
- ✓ Technical consultations about regulatory, market, scientific and other aspects in collaboration with contact not and associate companies with AseBio

# Marketing Services: National & International Promotion

- ✓ BIOSPAIN organization.
- ✓ Discounts for fair registration, conferences and forums (national and international).
- ✓ Help with travel and accommodation expenses (provided by ICEX, CDTI...).
- ✓ Organisation of direct and reverse trade delegations.
- ✓ Promotional material:
  - ✓ AseBio Report (Spanish and English).
  - ✓ Pipelines (Red, green and white biotechnology).
  - ✓ AseBio Website.
  - ✓ Incorporation into our partners' activity map.



# Sectorial Representation, Institutional Relations and Lobbying

- ✓ AseBio represents and defends the biotech industry in the Public Administration (agencies and departments of autonomous communities, central, regional and local government).
- ✓ Member of the Board of the CEOE and several of its committees focused on the biotechnology field.
- ✓ Presence in Europabio / ICBA (International Council of Biotech Associations) and close relationships with other international associations.
- ✓ Participation in: Vet+i, SusChem and SEBBM platforms. Innovative medicine. Nanomedicine. Health technology, etc.



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## Communications service

- ✓ Regular contacts with journalists in order to give visibility to biotech industry. We are the “PR bridge” between associates and media.
- ✓ Space for partner press releases in the AseBio website. Journalists check our website when working on an article.
- ✓ Advice and support in communication: appropriate media, newsworthy advisory, etc.
- ✓ Perspectivas: monthly newsletter (+1,000 subscribers).
- ✓ Weekly newsletter (only for members).
- ✓ Support the promotion on social networks. Just to mention we are + 10.000 followers on TW.

# Other services

- ✓ Use of our office and boardroom in Madrid city center.
- ✓ Partnership agreements with organisations that offer services or products to our members with special conditions/discounts:
  - Specialised training courses
  - Laboratory Products and Services
  - Legal services and headhunting
  - Professional services in different areas
  - Specialised scientific and public relations communications



# AseBio projects





Preferential conditions for AseBio members at Biospain

Last edition: SEVILLE – SPAIN September 25-27, 2018

BIOSPAIN is the largest biotech event organized by a national bioindustry association in Europe and one of the largest in the world by the number of one-to-one meetings.

Following the success of previous editions, Biospain 2018 hosted 773 attendees, more than 773 companies and institutions and over 1,550 delegates from 31 countries. Participating major companies, institutions, research centers of the Spanish biotechnology sector.

- » **Trade Exhibition:** 200 national and international stands in the trade exhibition. Delegates from Europe, USA, Latam and Asia.
- » **Partnering event:** 3,330 meetings. Biospain uses the most powerful tool partnering tool in the market, partnering ONE by EBD Group and has become one of the main biotech partnering in number of one-to-one meetings and number of participants companies.

- » **Investment Forum:** 56 spanish and international investors and about 30 projects searching investment.
- » **Conference program:** 37 enterprise, financial and scientific content sessions. Presentations with national and international speakers and diverse topics.

Next edition, BIOSPAIN 2020, will be 10th edition and will celebrate on September of 2020 in Pamplona.

# Spanish Biotech Platform



Plataforma de Mercados  
Biotecnológicos  
(Spanish Biotech Platform)



- ✓ Launched with the support of the Ministry of Economy and Competitiveness
- ✓ Objectives:
  - Identify global markets leading biotechnology
  - Define and resolve regulatory barriers and environment
  - Promote science and spanish technology, bringing them to the global market.
  - Provide the science-technology-enterprise system of innovative financing elements.

✓ Member services:

- **Extend and disseminate the applications of biotechnology**, and the existing offer to Spanish companies and research centers in particular, to new markets.
- **Provide** the science-technology-enterprise system of **finance and communication elements**.
- Maintain a close contact and promote the **collaboration with the most traditional sectors** like the cosmetic, food or textil ones.
- Establishing a **communication and divulgation channel of biotechnology** and its applications to the society. Developing diffusion news about biotechnology applied to traditional sectors.
- Management and **organization of informative events** about areas of interest to promote the sector and the members. Financing, regulation, policies, aids, national and international public calls, etc.
- Organization a celebration of forums about exchange and transfer of technology (**partnering**) to promote its implantation to new markets



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## BIOVOICES:

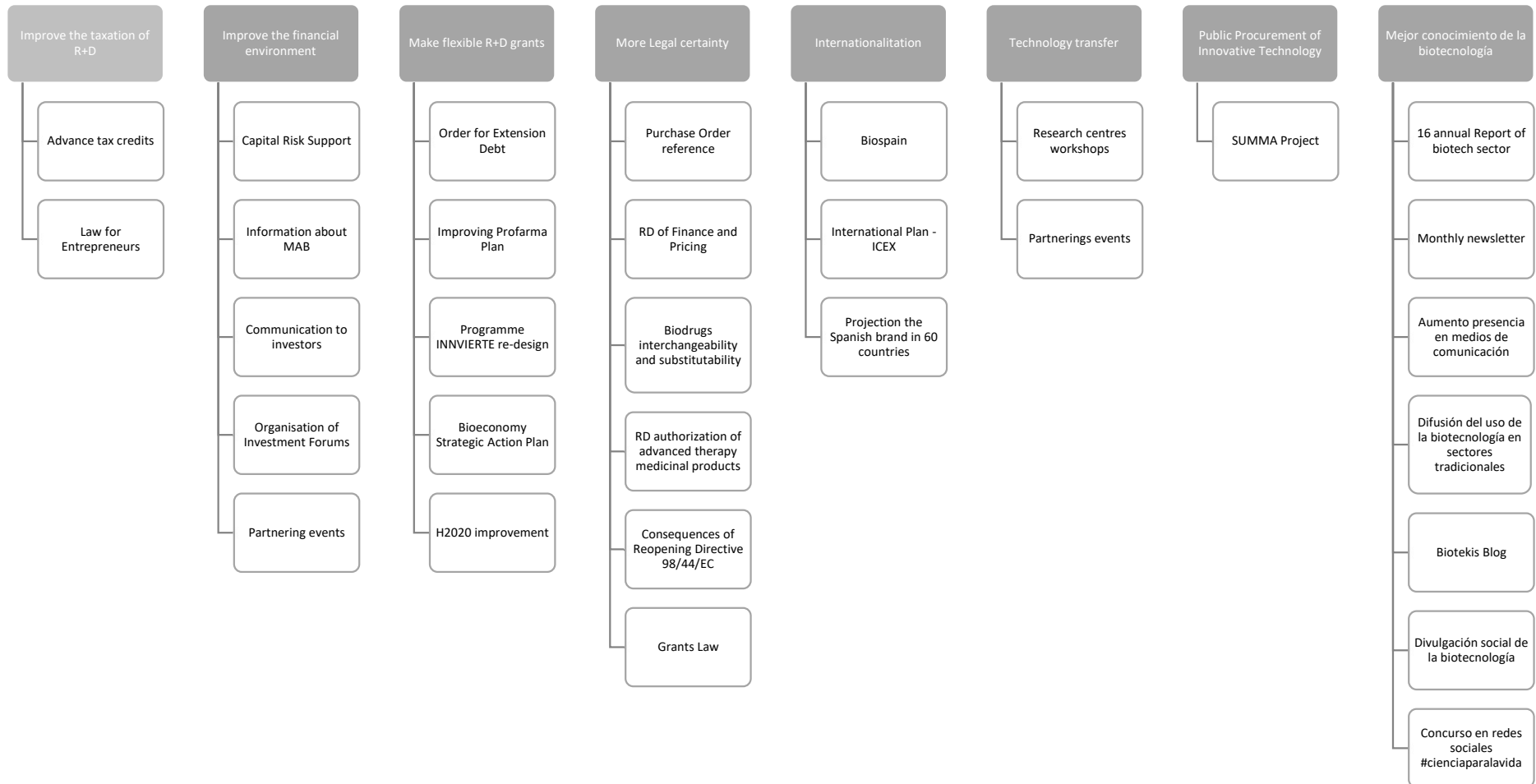
- ✓ The aim of the project is to engage all relevant stakeholder groups “voices” (policy makers, researchers, the business community and the civil society) in order to address societal, environmental and economic challenges related to bio-based products and applications, by establishing a multi-stakeholder platform, involving a plurality of actors (voices) with different perspectives, knowledge and experiences, and animating open dialogue and Mutual Learning between the different stakeholders.
- ✓ BIOVoices is expected to increase the quality, the relevance, the social acceptability and the sustainability of research and innovation outcomes in various domains supporting pro-active discussion and cocreation among relevant stakeholders and promoting the direct engagement of citizens and society at large in a co-creation research and innovation process.
- ✓ AseBio will lead the classification of stakeholders´group, placing value on the role of biotechnology in the transformation and obtaining of value-added products.

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## BIOBridges:

- ✓ BIOBRIDGES aims at boosting the marketability of bio-based products – BBPs - by establishing close cooperation and partnership between bio-based Industries - BBI, brand owners and consumers' representatives. The ultimate goal is to stimulate and support the active engagement of and interaction among all stakeholders (including local communities and local authorities) and improve market acceptance of BBPs.
- ✓ BIOBRIDGES will design and implement replicable methodologies, procedures and good practices supporting multi- stakeholders' interaction, leading to new cross-sector partnerships.
- ✓ AseBio will lead the refinement of databased targeting of biobased value chains and in the establishment of the advisory board.

# How AseBio contributes to achieve sector challenges?



# Fees

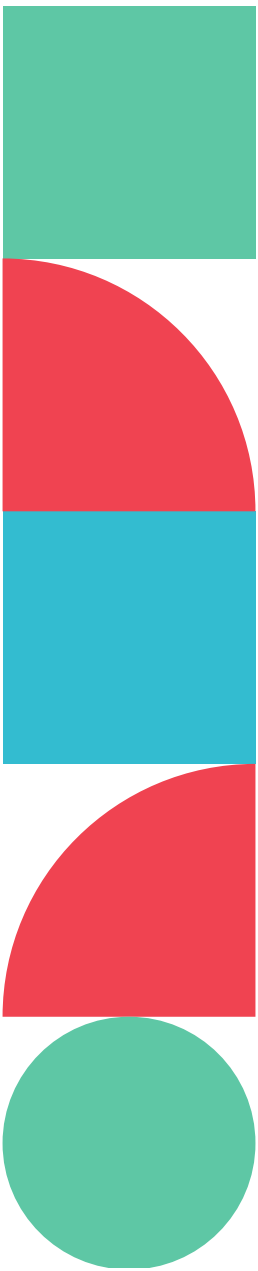
## ✓ Partners:

- \* Annual fee: It is calculated from **equity and turnover** last year
- \* Inscription fee (first year only): 900€
- \* Reduced fee (560€) without inscription fee to companies that meet

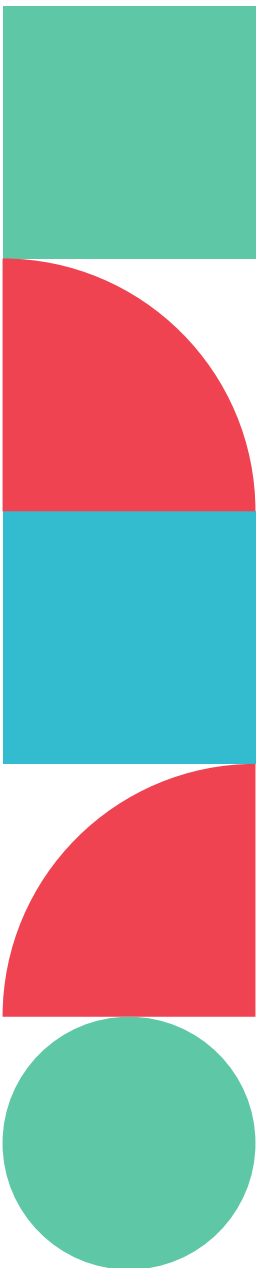
the following requirements:

- New firms (less < 3 years old)
- Turnover <€ 600,000
- Equity <€ 2,400,000

# AseBio's General Secretary

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Manager Director	Ion Arocena
Analysis and strategy	Raquel Saiz, Raquel Álvarez Beatriz Palomo and Sofía Garro
Communication and Marketing	Samanta Chocrón and Nuria Martínez
Internationalisation	David Fernández, Esther Campos and Marga Arriaga
Finance	Eva Cancio
Projects	Beatriz Palomo
Back Office	Nuria Ortiz



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