



healthBIO
BIOTECH CLUSTER PROGRAMME

BioSA Workshops in South Africa 1.-2.4.2008



Part I - Finland

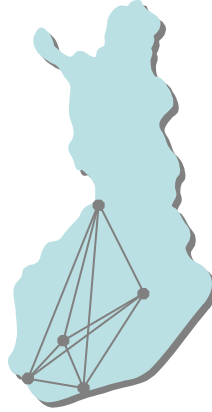


Finland facts

- About 5.3 million inhabitants in 337 000 km² area
- Enterprises appr. 220 000, 99.8% SMEs
- Finnish R&D ca. 3.5% of GDP

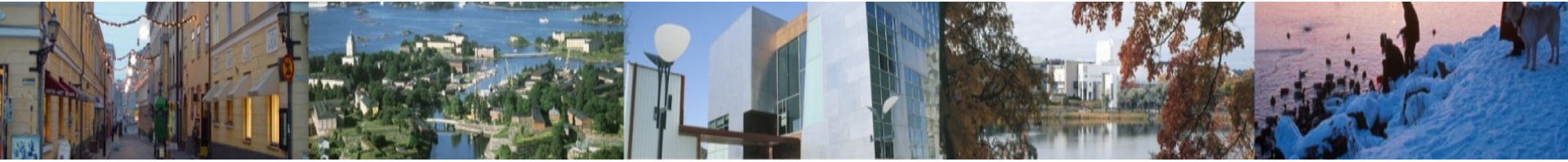
Measure	Ranking	Source
Most Competitive Economy	1.	World Economic Forum 2003, 2004, 2005
Most Competitive Economy with Population <20 M	1.	IIMD 2003
Euro-Creativity Index	4.	Florida & Tineagli 2004
Euro-Creativity Trend-Index	2.	Florida & Tineagli 2004
Scientific Talent Index	1.	Florida & Tineagli 2004
Learning Outcome in schools	1.	OECD Education Assessment PISA 2003 & 2006

Finland and Biotech



- Strong biotech research from early 1900's on
- Biotech industry consolidation during 1950 - 1990
- A boost in new biotech business in late 1990's
 - opening of VC market regulation
 - Remarkable public R&D funding (Tekes)
- Today about 150 -200 companies in red biotech field, the largest ones owned by international giants

Finland - Favourable Environment for Life Sciences



- Well-organised infrastructure in the society
- Well-established and uniform public social and health care system
- Growing private social and health care sector
- Well-equipped hospitals
- Highly trained and educated personnel
- Networking between industry, hospitals and universities
- Positive attitude towards clinical research and trials among health care professionals and citizens
- Technology friendly society

Status of Finnish Life Sciences Financing

- Supply of VC financing for Life Sciences companies is scarce
- Early stage financing is mainly available from public sources and/or from business angels
- High quality companies have funding options
- Focus on marketing activities and commercial collaborations is important right from the early stage
- Networking with other biotech companies and Big Pharma companies contributes also to VC financing opportunities

Part II – HealthBIO Cluster programme



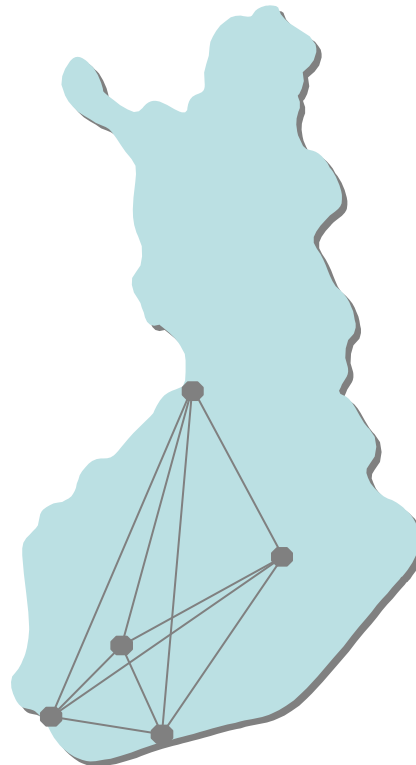
What is HealthBIO ?

HealthBIO is a cluster programme of health and health-related biotech businesses. HealthBIO is financed by the Ministry of Trade and Employment as a part of the Center of Expertise Programme for the term of 2007 -2013. The participating regions are the five main biocenters in Finland.

Oulu –
Oulu Innovation Ltd

Tampere –
Finn-Medi Tutkimus Ltd

Turku –
Turku Science Park Ltd



Kuopio –
Teknia Ltd

Capital region –
Culminatum Ltd Oy

Strategic goals

- Creation of new business between universities, research institutes and companies by identifying and fostering new business ideas and opportunities
- Growth and internationalisation of the whole innovation environment as well as biotech companies by developing infrastructures, enabling tools and procedures.
- Specialisation of Finnish biocenters by enhancing the differentiation and profiling of the participating regions

HealthBIO cluster's main goal is to
**generate, grow and internationalise
the Finnish bio-business**

HealthBIO's National Spearhead Projects

FinnCRIN – Finnish Clinical Research Infrastructure Network

FinnCRIN's objective is to strengthen Finnish know-how in the area by developing the infrastructure of clinical drug research, improving the predictability of patient recruitment and increasing the utilisation of IT in clinical drug research.

National Research Tissue Bank Network

The Network collects and stores tissue material as well as organises and handles information related to the tissue material. Its objective is to strengthen the competitiveness of companies utilising the tissue banks and to help generate new business in the area.

Pharmaceutical Gateway China-Finland/Europe

The project assists European companies in accessing the Chinese markets and partners. It also assists Chinese companies in accessing the European markets. The main co-operation partner in China is Zhang Jiang Group (a science park organisation) in Shanghai.

Part III – Turku Region



SCIENCE PARK
TURKU
Innovate to accelerate

BioTurku® – concept and community

- ❑ ~100 actors, including 90+ companies and other organisations
- ❑ Strong concentration of pharma and diagnostics industry
- ❑ Consists of companies, universities as well as several educational and research institutes

International big R&D / manufacturing units e.g. Bayer Schering Pharma, PerkinElmer Life and Analytical Sciences, GE Health Care, Orion Pharma, Oy H.Lundbeck Ab, Raisio Group Plc

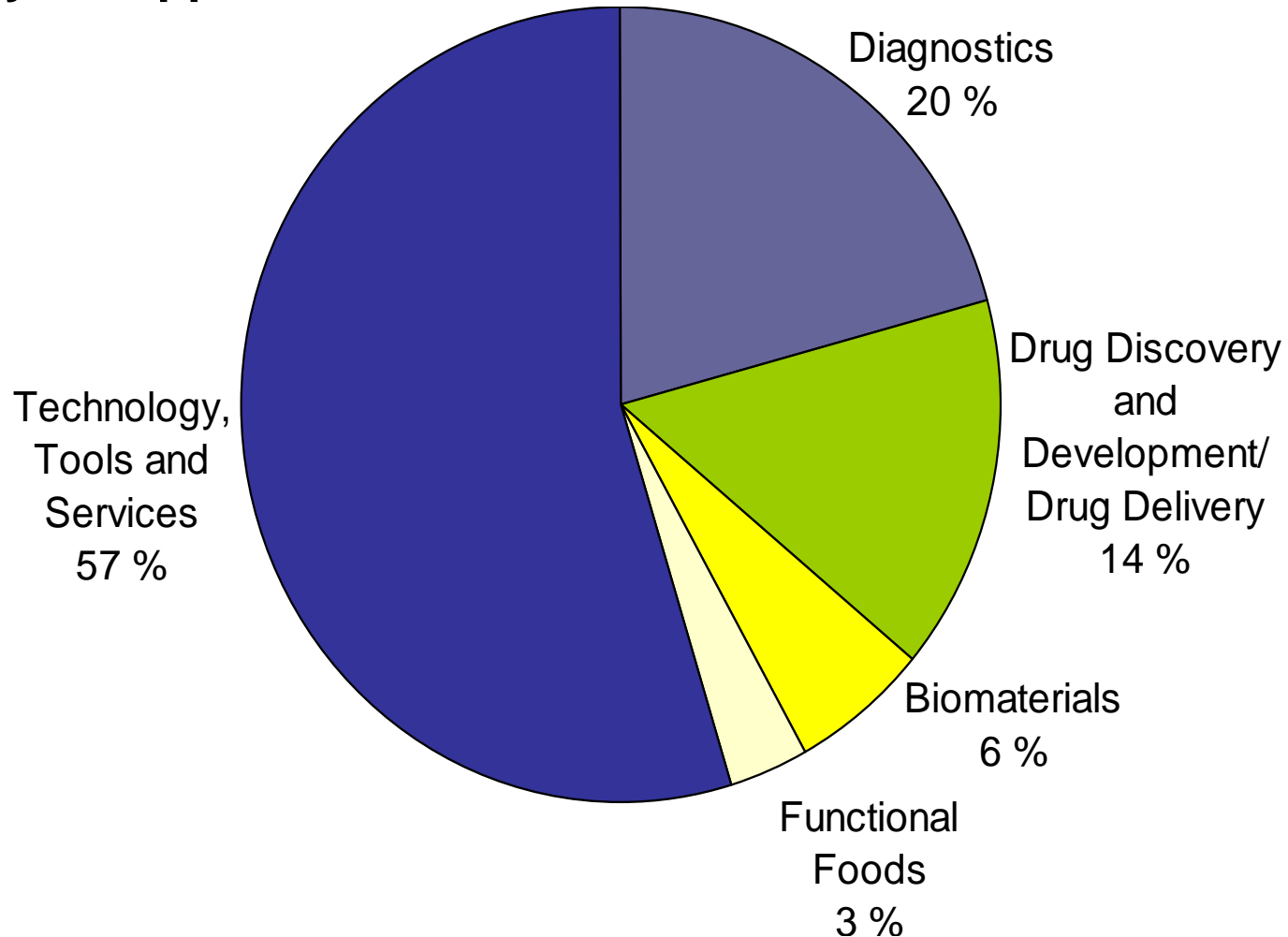
Biotech companies e.g. Biotie Therapies Corp., Hormos Medical Corp., Innotrac Diagnostics Oy, Vivoxid Ltd



BioTurku® Companies in Segments

(Number of companies, December 2007, N=98)

- Total revenue ca. 500 million €
- Employees appr. 2400



The focus areas in BioTurku®



BIOTURKU

Hormonal Diseases and Cancer

Inflammatory and Infectious Diseases

Diseases of the CNS

Regenerative Medicine and Biomaterials

Drug Discovery & Development

Diagnostics

Biomaterials

Functional foods

Examples of BioTurku companies

Drug development / delivery

- a) **BioTie Therapies: nalmefene against alcohol abuse, biologics for inflammation**
- b) **Hormos Medical: women's health (post-menopausal syndromes), osteoporosis, diseases of the prostate**
- c) **BioCis Pharma: dermatology (atopic dermatitis), actinic keratosis, skin cancers, urological cancers**
- d) **DelSiTech Ltd: silica-gel and sol-gel technology for controlled release**

Examples of BioTurku companies

Diagnostics & manufacturing:

- a) **Innotrac Diagnostics: diagnostics + instruments for critical care (Acute Myocardial Infarction)**
- b) **HyTest: world leader in Troponin production**
- c) **Hidex : plate readers & other instruments with multi-technology detection, also portable instruments**
- d) **Abacus diagnostica: Rapid PCR-based testing for food pathogens**
- e) **Biovian: cGMP manufacturing of biologics, analytics**
- f) **Galilaeus: API production via fermentation**

Thank you!

