

WEBINAR:

***The Future of biopharma, medical and nanotechnologies
sectors and the potential for interregional development
cooperation in post-COVID-19 period***



Table of Content

I. THE SUBSTANTIVE SUPPORT FOR INNOVATIVE HIGH-TECH COPMANIES WITH HIGH GROWTH POTENTIAL.....	3
II. THE AIM OF THE WEBINAR.....	3
III. THE MAIN TOPICS OF THE WEBINAR.....	4
IV. THE BENEFITS OF THE WEBINAR FOR THE PARTICIPANTS	5
V. ANNEXES.....	6
Annex 1: Strategic background	6
Annex 2: Key components for the implementation of the webinar	9

I. THE SUBSTANTIVE SUPPORT FOR INNOVATIVE HIGH-TECH COMPANIES WITH HIGH GROWTH POTENTIAL

Slovene Enterprise Fund (SEF) is a public financial fund, supporting Slovenian Micro, Small and Medium - Sized Enterprises (SMEs), including Start - ups and Fast - Growing Companies, with specific financial incentives (seed capital, venture capital, subsidies, guarantees and microcredits) and substantive support programmes.

By providing **substantive support**, SEF pursues the goal of optimal use of public funds and encourages the growth and development of supported companies with financial incentives. Combining financial incentives and substantive support (the concept of "twins") for innovative small and medium-sized enterprises (mostly start-ups and scale-ups) has been a global and European good practice in promoting entrepreneurship for many years. SEF carries out substantive support activities (including promotional activities) in both domestic and foreign markets.

To increase the operation of SMEs in international markets, SEF directs individual activities in foreign markets. SEF enters into strategic partnerships with business networks in an international environment with the aim of providing **assistance to SMEs in internationalization** - in particular networking, encouraging the transfer of knowledge and innovation to foreign markets, seeking new development cooperation and developing joint projects internationally.

SEF's active portfolio of supported companies includes **over 6,000 companies** from various sectors, of which about a third are innovative high-tech companies operating in the so-called **new, propulsive development sectors**, such as digitalization, artificial intelligence, bio-technology, medi-technology, robotics and the like.

With the intention **to connect these high-tech companies from SEF's portfolio from specific sectors**, with international markets, especially outside EU and with third country markets and establish contacts with foreign companies and economic and government institutions, SEF is going to organize **webinars on the current topics** in specific sectors in the light of COVID-19 crisis. Three international webinars will be organized with the aim of acquiring new foreign start-up and scale-up companies in Slovenia, acquiring partners/investors from abroad, acquiring new potential international partners in the project and promoting the internationalization of companies in SEF's portfolio (recipients of P2, SI-SK).

The webinar **"The Future of biopharma, medical and nanotechnologies sectors and the potential for interregional development cooperation in post-COVID-19 period"** will be organized in cooperation with United Nations Industrial Development Organization (UNIDO)

The target audience of the webinar are supported SME's (including start-ups and scales-ups), that are active in the specific fields that will be discussed at the webinar, including participating companies in mutual development project with UNIDO.

II. THE AIM OF THE WEBINAR

In the global fight to overcome the COVID-19 disease we must ensure, that the recovery focuses on building inclusive and sustainable economies, that are more resilient in facing pandemics. As the pandemic accelerates above all digital transformation, **the pharmaceutical and medicine sector are under a unique pressure to adapt** to the rapidly changing circumstances. Worldwide procedures

need to be prepared to confront new industry scenario and to adapt swiftly to the **rapidly changing conditions**.

WEBINAR “The future of biopharma, medical and nanotechnologies sectors and the potential for interregional development cooperation in post-COVID-19 period”, organized by Slovene Enterprise Fund (SEF) in cooperation with UNIDO, has **a goal**:

- to lighten up the current situation in the biopharma, medical and nanotechnologies sectors and new market needs, considering COVID-19 consequences,
- to connect innovative development oriented companies from Slovenia with potential international development partners from non - EU countries in the field of biopharma, medical and nanotechnologies sectors.

III. THE MAIN TOPICS OF THE WEBINAR

The webinar will explore **the following issues**:

- Will the pandemic impact the biopharma, medical and nanotechnologies sectors in international environment – the world current topics, expertise and new world market needs?
- How can COVID-19 responses be designed to lift the development cooperation in the biopharma, medical and nanotechnologies sectors?
- Can the recovery process foster the development of vaccines worldwide?
- What policy measures need to be developed to ensure accelerated uptake of development cooperation among small and medium – sized companies and their integration in value chains in the biopharma, medical and nanotechnologies sectors?
- How companies can start to cooperate with international development institutions, like UNIDO?
- What are the opportunities for participation in joint development projects on the international level with the support of European Commission?
- What opportunities for further development cooperation brings the project »Fostering Slovenian - Cuban innovation cluster for biopharma, medical and nanotechnologies sectors 2020 – 2021«?

The main topics of the webinar are:

- Post-COVID-19 challenges in Slovenia and importance of international development cooperation
- Strategic perspective in the management of COVID-19 in Cuba: International cooperation and the biotech sector
- The role of UNIDO in sustainable development in the field of biopharma, medical and nanotechnologies sectors
- The potentials in the field of biopharma, medical and nanotechnologies sectors and COVID-19 response
- Presentation of international development cooperation: Fostering Slovenian - Cuban innovation cluster for biopharma, medical and nanotechnologies sectors 2020 – 2021
- Participation of the European Commission in the projects of international development cooperation

IV. THE BENEFITS OF THE WEBINAR FOR THE PARTICIPANTS

Companies, that are interested in the webinar and recognize the potential for participation in the international development projects, can gain the **following benefits**:

- acquisition of expertise and information about new world market needs,
- networking and B2B meetings with innovative companies in their main industry,
- links with international development institutions, like UNIDO,
- entry into foreign markets, especially outside EU (including third country markets),
- visibility and credibility in foreign markets,
- opportunity for increasing international business cooperation and increasing sales revenues in foreign markets,
- increased export orientation of the company,
- opportunities for further participation in joint development projects.

V. ANNEXES

Annex 1: Strategic background

A new post-COVID-19 reality

In the global fight to overcome the COVID-19 disease, international community must work together. We must ensure that the recovery focuses on building inclusive and sustainable economies, that are more resilient in facing pandemics.

In the face of new realities and business environment companies have to make its efforts to address the global needs, in order to stay competitive. In the light of COVID-19 crisis it has been especially evident, that some sectors and industries became particularly important, especially a transformation to the **4IR digital technologies** and in general all sectors with high impact on the human health and the quality of life, such as **biopharma, medical and nanotechnologies sectors**. In the time of economic regression and global health fears, the development, transfer of know – how and expertise and international cooperation play a very important role.

Priority industries with positive social impact

The convergence of digital and biological technologies, accelerated by the Fourth Industrial Revolution (4IR), is disrupting healthcare and is increasing the importance of data integration and management across the healthcare ecosystem. While the drivers of the Fourth Industrial Revolution (4IR) before COVID-19 emerged, were mainly focused on productivity and competitive advantage, **4IR has a different role to play from today on**.

As the pandemic accelerates innovations and makes digital transformation more relevant than ever, industry and in particular **the pharmaceutical and medicine sector are under a unique pressure to adapt** to the rapidly changing circumstances. Specifically, the development of the biopharmaceutical, medical and nanotechnologies sectors can be accelerated for **the benefit of the people and the recovery of economies**.

The potential of biopharma, medical and nanotechnologies sectors in the post-COVID-19 period

Medical innovations are substantially contributing to improvements in the quality of life, increasing life expectancy and nonetheless achieving economic growth in economies. The benefits of better-quality health via innovation has to become accessible to a growing number of people within and across developed and developing countries.

Worldwide producers need to be prepared to confront new industry scenario and to adapt swiftly to the rapidly changing conditions. Rapid advances not only in digital technologies but also their integration with **bio-technology, medicine and nanotechnologies** are crucial. In these fields especially the markets also in the frame of COVID-19 pandemic have to develop rapidly.

The key segments of biotechnology industry are biopharma (e.g. vaccines, antibiotics), bio-services (e.g. clinical research), bio-agri (e.g. hybrid seeds, bio-fertilizers), bio-industry (e.g. industrial enzymes) and bioinformatics (e.g. Database services). The majority of biopharmaceutical market growth comes from Monoclonal Antibodies. This industry offers the possibility to manufacture top-selling biopharmaceuticals once the patents have expired. This industry offers **innovation opportunities aligned with a growing demand for products**; in addition, there is an increase in investments and policy support to develop this industry worldwide.

Although biopharmaceuticals are expensive, they are a **profitable industry** as well (gross margin for biotech products, for example, can be over 90 %). Since the market has grown rapidly, there are many opportunities for entities to become a contract manufacturing organization (CMO). In fact, the total outsourced market has reached US\$ 71.5 billion in 2015. Production of hi-end biopharmaceuticals (e.g. monoclonal antibodies-mAbs-) and recombination proteins is expected to continue having a growing demand (e.g. insulins).

In general, the bio-pharmaceutics sector presents opportunities also for **value creation and employment generation**. However, it also faces challenges such as existing regulations, quality of processes and market integration. With interregional and international cooperation, countries could take steps toward **strengthening an industry that offers significant social impacts**.

Innovation is evolving within **the Fourth Industrial Revolution and impacting healthcare, biopharma and medical sectors**.

The role of Slovenia in international development cooperation and internationalization of Slovenian SME's

Slovenia has become one of the dynamic and advanced economies in the European Union and is a regional leader in industrial sectors like biotechnology, pharmacy and digital technologies with diverse applications. The Government of Slovenia makes its efforts towards strengthening the role of SMEs in supporting **sustainable industrial development** through the transfer of know-how and expertise in priority industries (markets).

Slovenia places special emphasis to the **new, propulsive development sectors**, such as biotechnology, medi-technology, nano-technology and the like. Especially it promotes international development cooperation, which would be necessary in the near future. It emphasises presence and business cooperation of **Slovenian high-tech companies in the markets outside EU**.

Internationalization of companies and their entry into foreign markets, especially due to the small domestic market and **slowing EU economic growth, due to the COVID-19 crisis**, is a key element for their growth. Especially high-tech companies are forced to globalize their growth, not only through business, but also through **joint development cooperation**.

Implementation of the webinar on the current topics in the light of COVID-19 crisis

Slovene Enterprise Fund (SEF), a public financial fund supporting Slovenian Micro, Small and Medium - Sized Enterprises (SMEs), including Start - ups and Fast - Growing Companies, can play a relevant role based on its knowledge and databases of Slovenian SMEs with high potential to participate in **joint projects for technology transfer and investment** in the selected sectors. SEF's active portfolio includes **over 6,000 companies** from various sectors, of which about a third are innovative high-tech companies operating in the so-called **new, propulsive development sectors**, such as digitalization, artificial intelligence, bio-technology, medi-technology, robotics and the like.

SEF would like to connect these companies, including start-up companies with high growth potential, with international markets, especially outside EU and with third country markets. The main purpose of these connections is **establishing contacts with foreign companies and economic and government institutions in industries, where there is a potential for increased cooperation**, and thus encouraging the internationalization and export orientation of SMEs.

In the COVID-19 challenging times SEF has to use the **alternatives approaches to implement the activities of the program for internationalization of SME's**. With the intention to connect the innovative companies with high growth potential from Slovenia with international markets, the webinars on the current topics in the light of COVID-19 crisis will be organized.

Annex 2: Key components for the implementation of the webinar

- Event title: WEBINAR »The Future of biopharma, medical and nanotechnologies sectors and the potential for interregional development cooperation in post-COVID-19 period«
 - Termin: November 25th 2020
 - Time: 9.00 am – 12.15 am (GMT), 15.00 – 18.15 (CET)
 - Location: online
 - Estimated number of participants: 50
 - Estimated number of speakers: 11
 - Planned components:
 - ✓ Keynotes
 - ✓ Panels
 - ✓ Meetup session
 - ✓ Q&A
- Platform: Hopin.to and ZOOM

Programme

15:00-15:10	<p>StartupPlusProgram Studio: Walk through the Go:Global Cuba Webinar</p> <p>Maja Tomanič Vidovič, Slovene Enterprise Fund, Slovenia Mr. Alejandro Rivera Rojas, UNIDO, Austria</p> <p>Moderator: Anita Mlakar, Slovenia</p>
15:10-15:40	<p>Welcome Remarks of the Organizers of the Webinar</p> <p>Keynote: <u>Post-COVID-19 challenges in Slovenia and importance of international development cooperation</u> Mr. Iztok Grmek, Ministry of Foreign Affairs, Slovenia</p> <p>Keynote: <u>Strategic perspective in the management of COVID-19 in Cuba: International cooperation and the biotech sector</u> Director of international cooperation (tbc), Ministry of Foreign Trade and Foreign Investment (MINCEX)</p> <p>Keynote: <u>The role of UNIDO in sustainable development in the field of biopharma, medical and nanotechnologies sectors</u> Mr. Bernardo Calzadilla-Sarmiento, Directorate of Digitalization, Technology and Agri-Business, UNIDO, Austria</p> <p>Moderator: Anita Mlakar, Slovenia</p>
15:40-16:20	<p>Panel: <u>The potentials in the field of biopharma, medical and nanotechnologies sectors and COVID-19 response</u></p> <p>Killian O´Driscoll, Irish National Institute for Bioprocessing Research and Training (NIBRT) Prof. Borut Štrukelj, Faculty of Pharmacy, University of Ljubljana, Slovenia Miomir Knežević, Educell d.o.o., Slovenia BioCubaPharma Representative, Cuba</p> <p>Moderator: Anita Mlakar, Slovenia</p>
16:20-17:05	<p>Panel: <u>Fostering Slovenian - Cuban innovation cluster for biopharma, medical and nanotechnologies sectors 2020 – 2021</u></p> <p>Maja Tomanič Vidovič, Slovene Enterprise Fund, Slovenia Janez Rogelj, Ministry of Economic Development and Technology, Slovenia Alejandro Rivera Rojas, Industrial Development Officer, UNIDO</p> <p>Keynote: <u>Participation of the European Commission in the projects of international development cooperation</u></p>

	<p>Marjeta Jager, European Commission, Directorate-General for International Cooperation and Development</p> <p>Moderator: Anita Mlakar, Slovenia</p>
17:05-17.15	<p>StartupPlusProgram Studio: Go:Global Cuba Webinar Wrap-up & Invitation to the Networking part</p> <p>Coffee Break</p> <p>Moderator: Anita Mlakar, Slovenia</p>
17.15-18.15	<p>Networking Meetup Session at ZOOM</p> <p>Session chairs: Maja Tomanič Vidovič, Slovenc Enterprise Fund, Slovenia Alejandro Rivera Rojas, Industrial Development Officer, UNIDO</p> <p><u>Short presentation of the participating Slovenian stakeholders</u> Maja Tomanič Vidovič, Slovenc Enterprise Fund, Slovenia</p> <ul style="list-style-type: none"> ▪ Faculty of Pharmacy, University of Ljubljana (FFA) ▪ Faculty of Chemistry and Chemical Technology, University of Ljubljana (FKKT) ▪ Educell, d.o.o. ▪ Acies Bio d.o.o. ▪ Lotrič Metrology d.o.o. ▪ Lipis Pharma d.o.o. ▪ Iskra Pio, d.o.o. <p><u>Short presentation of the participating Cuban stakeholders</u> Alejandro Rivera Rojas, Industrial Development Officer, UNIDO</p> <ul style="list-style-type: none"> ▪ Ministries' Council of the Republic of Cuba ▪ Group of the Biotechnological & Pharmaceutical Industries (Biocubafarma) ▪ CIGB ▪ CIE ▪ CNIC ▪ CIM ▪ VACUNAS FINLAY CORPORATION ▪ CNEURO ▪ COMBIOMEDFARMACUBA <p>Exchange of views and experiences</p> <p>Moderator: Anita Mlakar, Slovenia</p>

