



European Business and Technology Centre

| Info Sheet |

Are you keen to discover real opportunities and prospects in the fastest emerging biotechnology market of the world?

EBTC invites you to participate in our flagship biotechnology mission 2012 – a unique two-part event that will ensure you gain an understanding of the Indian biotech market. Enabling you to explore business and research opportunities in Biopharma & Healthcare, Agricultural and Industrial Biotechnology.

EBTC BIOTECHNOLOGY MISSION 2012

Part 1 – EBTC Biotechnology Virtual Matchmaking

24th-28th September 2012

Part 2 – EBTC Business & Research Delegation to India

5th-9th November 2012, Bengaluru

Partners:



Supported by:



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Where and When?

PART 1:
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PART 2:
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Mission benefits

» Part 1: Virtual Matchmaking

- Virtual meetings with Indian counterparts will allow you to explore potential private and public opportunities without the need to invest major financial resources for first contacts.
- Upon registering for virtual matchmaking you will have access to view Indian biotech project opportunities.
- Virtual meet is set to happen using b2 match software.

» Part 2: Business & Research Delegation

- Podium presentations and a customized schedule of B2B meetings with pre-screened Indian industrial and research partners.
- Opportunity to gain an insight into various EU- Indian funding sources for collaboration.
- Opportunity to look at EU- India biotech policy and regulatory frameworks.
- Participate in a networking reception with government officials and top players of the Indian biotech sector.
- Hi-Level Networking Lunch on “Biotechnology and IPR – opportunities for EU-India collaboration” with Indian government officials and key decision makers from Indian biotech companies.
- Session with venture capitalist from India.
- Visit the Bengaluru bio-cluster.
- Customized visits to industrial and research Institutions in Bengaluru.





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Market Drivers

Opportunities for EU-India collaboration in biotechnology are multi-fold:

- The Indian biotechnology market is the third largest in Asia, after China and Australia
- The Indian biotech industry grew threefold in just five years to report revenues of €2.15 billion in 2009-10 and is expected to touch €6.44 billion by 2015.
- There is a strong biotechnology regulatory system in India that is encouraging development of Intellectual Property applicable to all subsectors.
- India is among the world's leading vaccine producers with more than half a dozen of the world's top Vaccine manufacturer's present.
- Clinical trials in India is booming and there is about 30-50% cost advantage over a similar trial in the US or **Europe**.
- The Bio-Pharma industry offers a wide scope for business and technology transfer. By 2020, the

market is projected to be worth over €150 billion, with a focus shifting from conventional drugs to bio-pharma products, the launch of bio-similars and a new generation of bio-therapeutics.

- The Bio-agriculture sector is vital for India to meet the increasing food demands of its growing population, with limited arable land and depleting water resources.
- Bio-informatics and Bio-services, with a well developed R&D capability, are ideal for outsourcing.

Target Sectors

- **Environment**
- **Agriculture**
- **Biopharma and Biomedicines**
- **Bioinformatics**
- **Nano biotechnology**

About EBTC

The **European Business and Technology Centre (EBTC)** supports EU companies and researchers on their market entry to India by offering long-term hands-on support with a myriad of services. With offices in India's metros of New Delhi, Mumbai, Bengaluru and Kolkata, EBTC is well placed to offer complete end-to-end solutions to companies who want to enter and flourish in the Indian market.

EBTC's efforts focus on 4 key sectors – Biotech, Energy, Environment and Transport – all of which offer enormous scope for closer EU-India collaboration, be it in business, science or technology. As the connecting platform between business, research, and government, EBTC ensures that EU players are well networked with a solid base from which to develop their venture.



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Should you participate?

Participation in EBTC's biotechnology mission is open to EU companies and researchers operating in the biotech sector. The purpose of the delegation is to understand the Indian biotech market and explore business opportunities especially in the field of biotech subsectors associated with climate change and sustainable development.

Participation Fee

Virtual event only	€ 200
Virtual event + Flagship Mission <i>(early bird before 2 September)</i>	€ 350
Virtual event + Flagship Mission <i>(after 2 September)</i>	€ 400
Flagship Mission only	€ 300
Flagship Mission only <i>(for participants in the virtual event who decide to buy the Flagship Mission after the virtual week)</i>	€ 250

How to register

To register, please visit <http://www.b2match.com/biotechfm2012>

Further information

For further information, please contact:

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