



Tricolor Opportunities: expanding biotech added value
Biospain. 24 September 2014. 10h00-11h30. Room 12





Welcome to galiciá



Welcome to Santiago...



Welcome to our way...

A petri dish held by a gloved hand, containing a glowing red sphere and several spiky, virus-like structures. The background is a soft blue gradient with abstract geometric shapes in the corners.

Welcome to our way
to the future through biotechnology



MANUEL VARELA



Galician Innovation Agency

Director

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galega de
Innovación



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DE GALICIA



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THE BEST WAY
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STRATEGY

TALENT

STRUCTURE

COLLABORATION

COMPANIES

CUSTOMERS

DYNAMISM

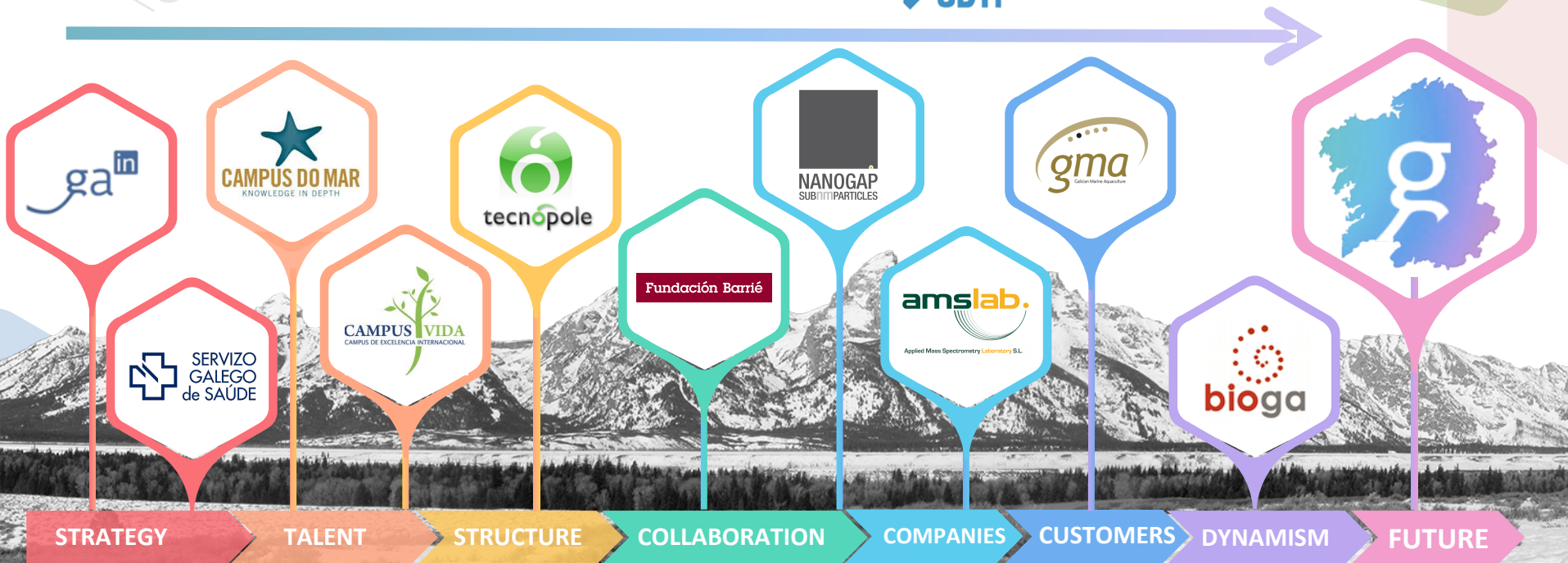
FUTURE

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gaⁱⁿ

STRATEGY

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OUR
OBJECTIVE



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We accompany the agents of the R&D&I system in all stages of value creation with the use of a **strategy**

Common

Results oriented

Adapted to the needs
of Galicia



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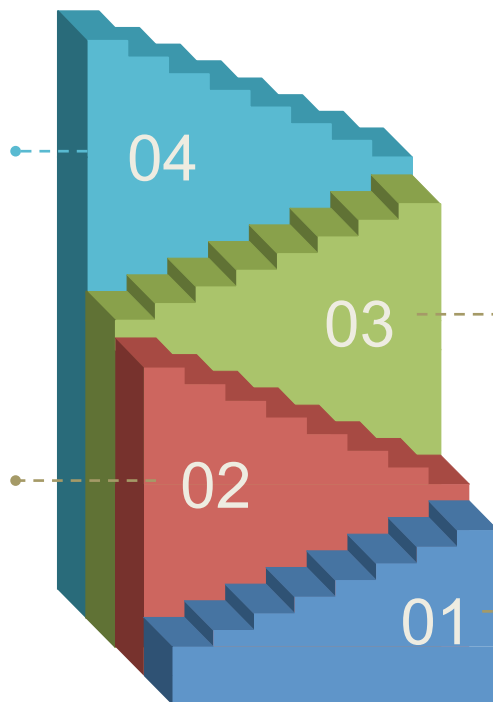




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Competitiveness, economic
growth and sustainable and
quality employment through
innovation

Establishment of
specific priorities



Smart Specialisation
Strategy



Analysis of our comparative
advantages and the greatest
areas of potential in Galicia

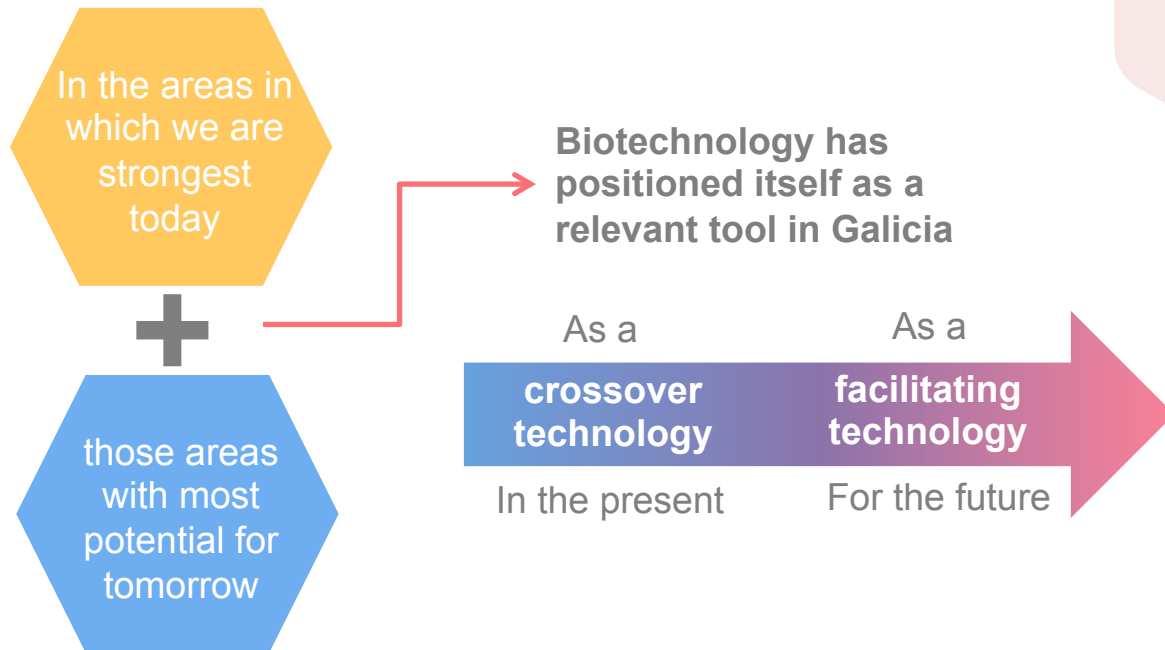
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Our objective

to competitively
position ourselves
internationally by
exporting
**knowledge and
technology**



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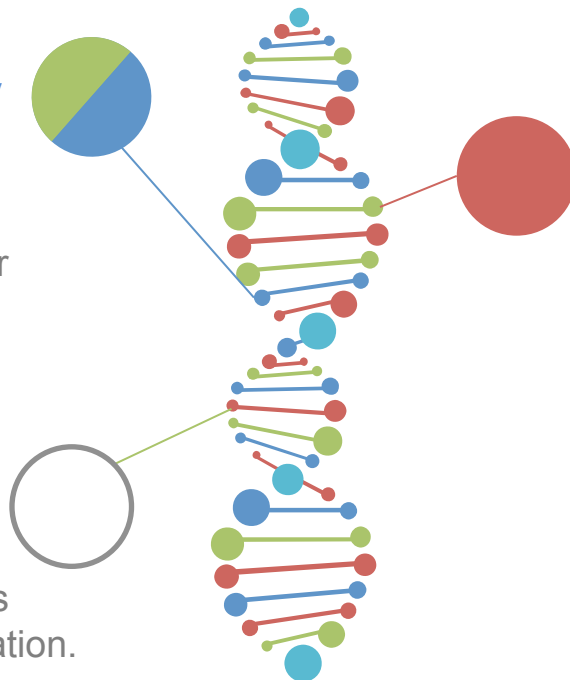
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Blue-Green Biotechnology

- Food
- Recycling of waste
- Treatment of soils affected or polluted by fire.

White Biotechnology

- Biofuels,
- Bio and Nanomaterials
- Industrial Bio-fermentation.



Red Biotechnology

- Development of pharmacology services
- Chemical synthesis,
- Specialised analysis,
- Managing clinical trials,
- ICT applied to biodatos,
- Compounds screening,
- Pharmacogenetics/genomics,
- Personalized medicine,
- Biomaterials
- Active ageing

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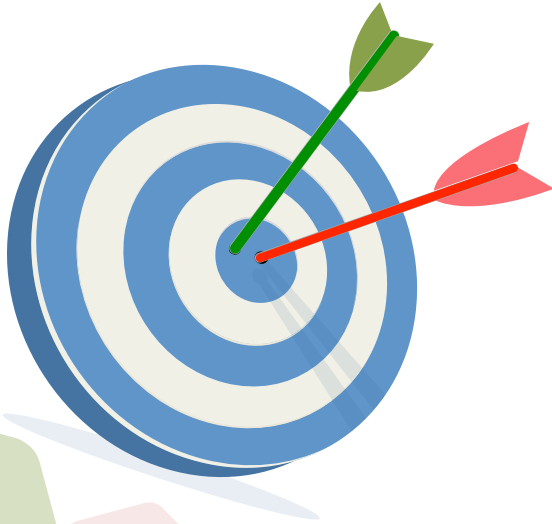
Challenge 1) Innovative management of natural and cultural resources

Biotechnology as a key crossover tool for:

- Valorisation of marine resources
- Modernisation of aquaculture
- Modernisation of livestock, fishing and forestry sectors
- Improvement in obtaining energy from natural resources



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Challenge 2) The industrial model for the future of Galicia

Biotechnology as a key crossover tool for:

New customer-focused business opportunities

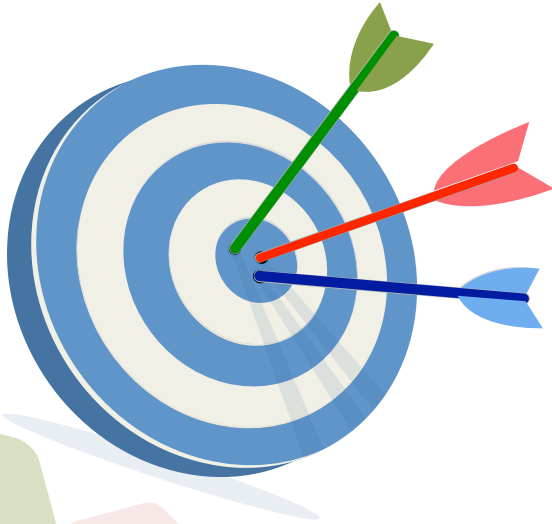
Clean technology production models

Drive the knowledge economy

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Challenge 3) New healthy living model based on active ageing

A fully biotechnological challenge

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VIDEO

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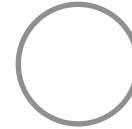
3 challenges where biotechnology is one of our main tools for success

Challenge 1) Innovative managing of natural and cultural resources



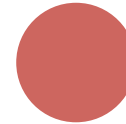
Blue-Green
Biotechnology

Challenge 2) The industrial model for Galicia of the future

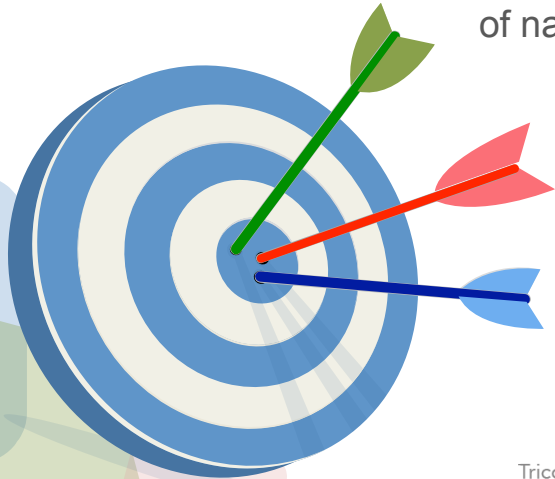


White
Biotechnology

Challenge 3) Healthy living model based on active ageing



Red
Biotechnology



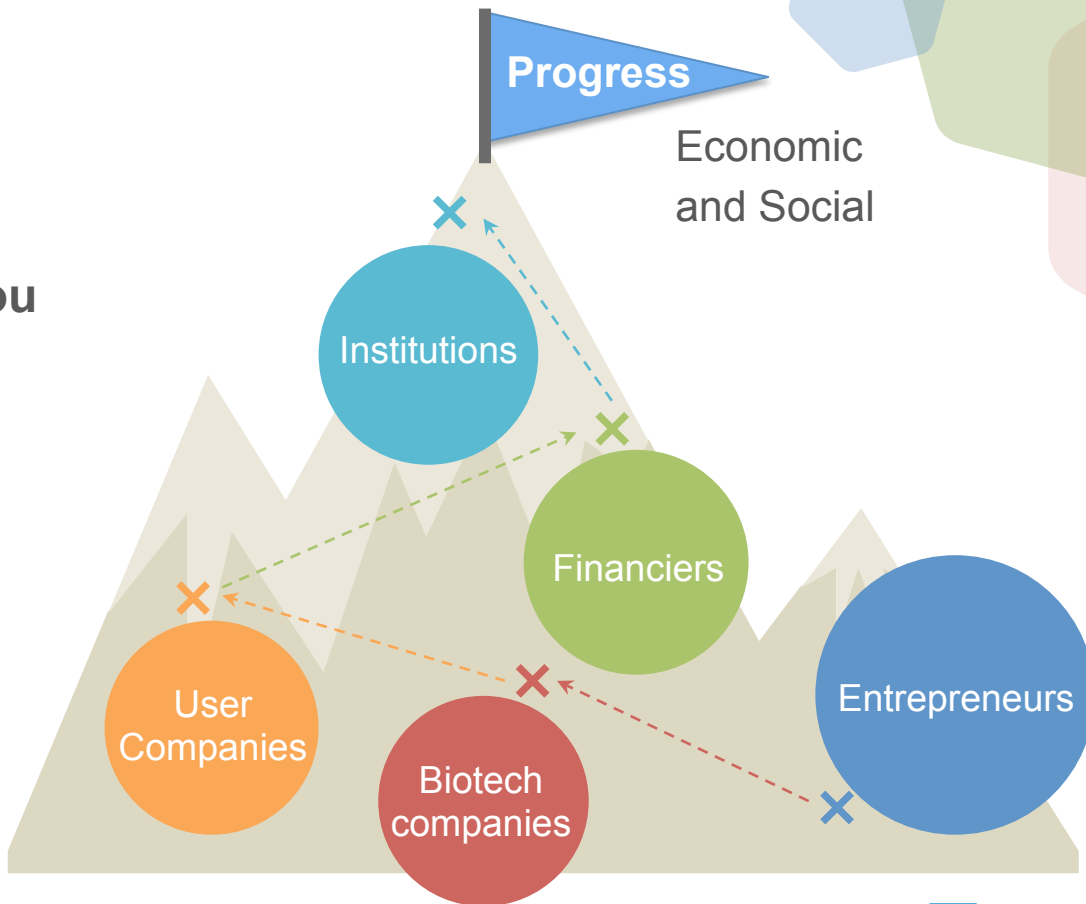
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**We invite you
to join our
path to
growth**



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MARÍA GÓMEZ-REINO 

Ramón Domínguez Foundation
CEO



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STRATEGY

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Improve
health and
health
management



through our
research
potential

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FUNDACIÓN
PROFESOR NOVOA SANTOS

A Coruña / Ferrol

Fundación
Ramón Domínguez
I+D+i biosanitaria

Santiago / Lugo



Fundación Biomédica
Galicia Sur

Pontevedra / Vigo / Ourense



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**A superior quality
research team**



Indicators 2013

- + 150 research projects
- + 1.300 studies and clinical trials
- Received Funding = 18 M€

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PROFESOR NOVOA SANTOS



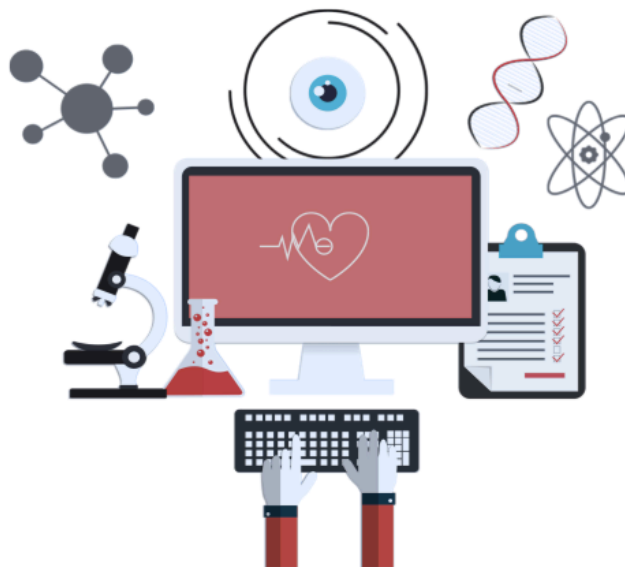
-  **MAGIC BULLET** / “Optimisation of treatment with off-patent antimicrobial agents of ventilator-associated pneumonia (VAP)”
Total project budget= 7,6M€
-  **DARK RISK** / ” Studies on a cohort of Serbian children exposed to x-irradiation to determine the contribution of the non-coding genome to susceptibility at low doses ”
Total project budget= 2.3M€
-  **Prepare** / “Platform for Eurpean Preparedness Against (Re-) emerging Epidemics”
Total project budget= 23,9M€
-  **InveNNta** / ”Innovation in nanomedicine for the socio-economic development of the Galicia – North Portugal euro-region”
Total project budget= 2.8M€
-  **BIOCAPS** / “Biomedical Capacities Support Program”.
Total project budget= 4.6M€
-  **EUROMAC** “European registry of patients with McArdle disease and very rare muscle glycogenolytic disorders (MGD) with exercise intolerance as the major symptom”
Total project budget= 1,5 M€

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State-of-the-art Technologies



- Galician Foundation of Genome Medicine
- National Genotyping Centre (CeGen)
- Supercomputing Centre of Galicia (CESGA)
- Singular Research Centres Network Campus Vida
- Ramón Domínguez Foundation-IDIS Technology Platforms
- ... / ...

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A collaborative
environment
based on Open
Innovation



 SERVIZO
GALEGO
de SAÚDE

+

ciMUS USC
UNIVERSIDADE DE SANTIAGO DE COMPOSTELA



idis



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A superior quality
research team

State-of-the-art
Technologies



Collaborative
Environment

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Health Innovation Platform

Our objective:

Transform the health organisation and
create wealth through innovation

More than **90** M€
until 2015
(cofinanced by
Fondos FEDER)

To create the
future model of
the Galician
public health
system

through our
research
potential and its
valorisation

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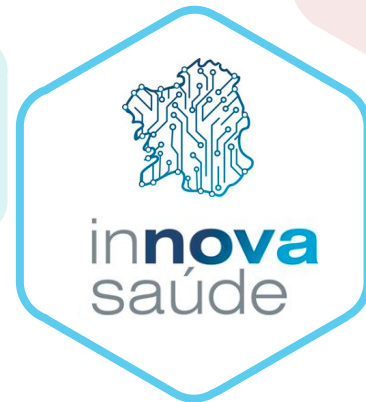
23 lines of
innovation

Valorisation of
Results

Focus on
business
collaboration

Promotion of
research

Collaboration
of other R&D
agents



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Valorisation of hospital research results

- 7 patents submitted
(2013-2014)
- 7 spin-offs in the next future
(2014-2015)



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Development of Public Innovation Procurement (PIP) actions

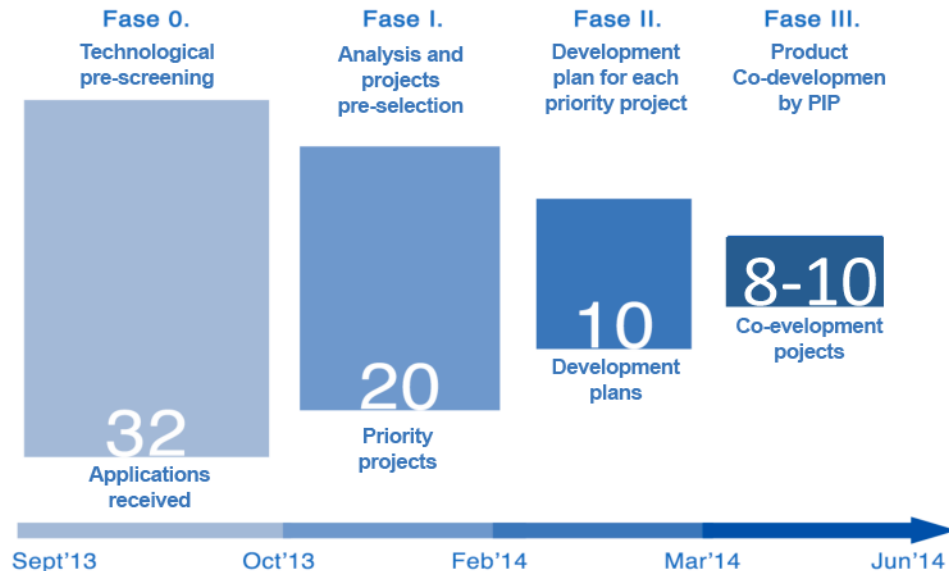
-  Pilot-Cases for Implementation at the Spanish General Administration
-  FUNDING: 45 M€
(FEDER FT 80%; MINECO Advancement)

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PRIS PROGRAMME



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CHALLENGE 3: New healthy life model based on **Active Ageing**



Key role of Biotechnology



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EMILIO FERNÁNDEZ



Campus do Mar

Director of Campus do Mar (UVIGO)



CARLOS SALGADO



Campus Vida

Vice-chancellor of Internationalization (USC)



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Universidade de Vigo



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Universidade de Vigo



FAES FARMA

INDITEX



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1

**Excellence
Research
from an
excellent team**

More than
5000
researchers

Open Research
model
focused on
valuation

Plans for the
recruitment
and retention of
talent



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1 Excellence Research from an excellent team



Infrastructures
specialized
in biotechnological
areas

Singular
Research Centre
Network

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1 Excellence Research from an excellent team



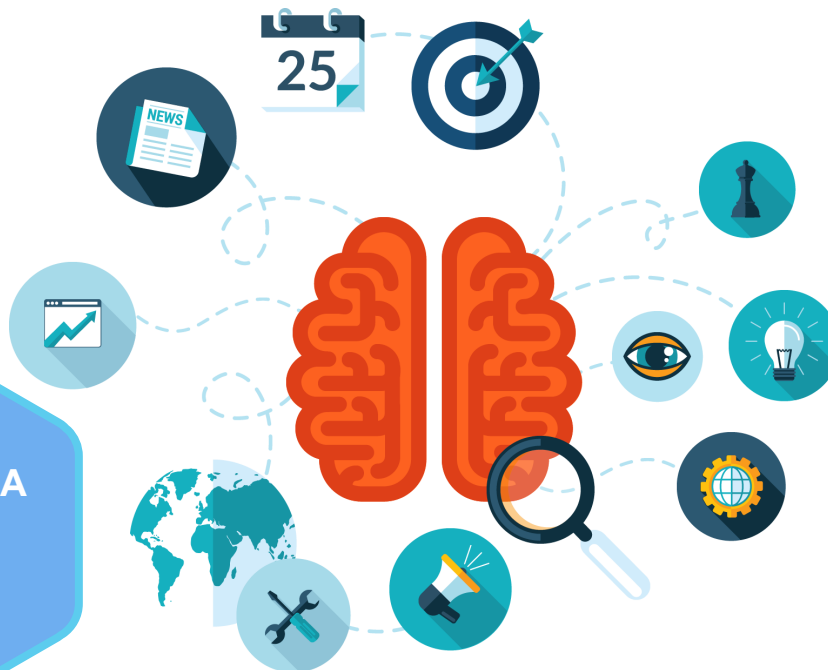
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1 Excellence Research from an excellent team

proyecto
FELLOWSEA
EU-FP7-
People-
COFUND



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2 Collaboration & Internationalization

X5

Resources obtained in the EU FP7



Integration of
new partners
into the
strategic grouping

Collaboration with
other CIEs and
International
Universities

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3

Valuation
of results



Mixed
research model
and
open-innovation



Innopharma

Platform of applied
pharmacogenomics for the
approval of targets and the early
discovery of candidate drugs for
preclinical trials

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3

Valuation
of results



Mixed
research models
and open-
innovation

Collaboration
and
contracts with
companies

120
M€

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3

Valuation of results



Mixed
Research models
and open-
innovation

Collaboration
and contracts
with companies

IP
and
results transfer

80
patents

30
licences

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CAMPUS DO MAR
KNOWLEDGE IN DEPTH

PHASEOUT

“Phasing out of discarding in European Fisheries”



Submitted to H2020



Promoted by Campus do Mar



23 institutions participating



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ONCOSTELLAE

GalChimia

Entrepreneurial
school

amslab.

Applied Mass Spectrometry Laboratory S.L.

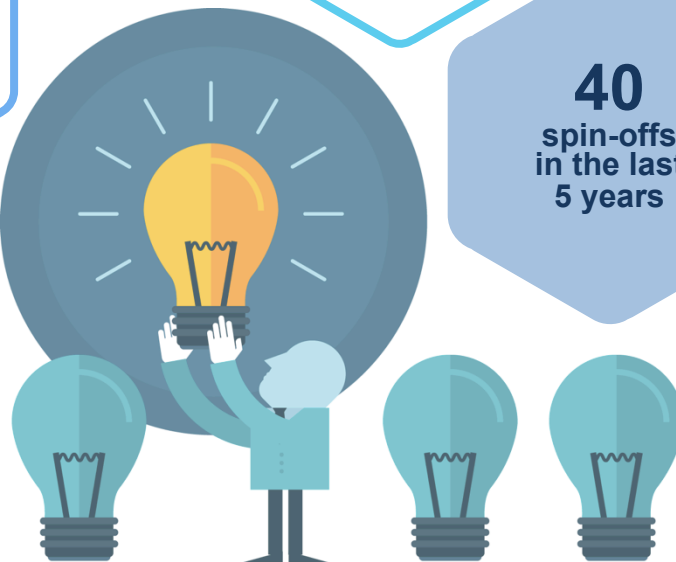
40
spin-offs
in the last
5 years

aqual
gae

bialactis

nanoimmunotech
global solutions in nanobiotechnology

NANOGAP[®]
SUBTITIPARTICLES



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RICARDO CAPILLA 

Technology Park of Galicia
(Tecnópole)

Managing Director



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tecnopole

STRUCTURES

STRATEGY

TALENT

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tecnopole
parque tecnolóxico de galicia



First Technological Business Park in Galicia

Inaugurated in 1992



almost **100** companies and institutions accomodated

10% biotechnological companies

30% biotechnology-user companies



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Biotechnology Laboratory

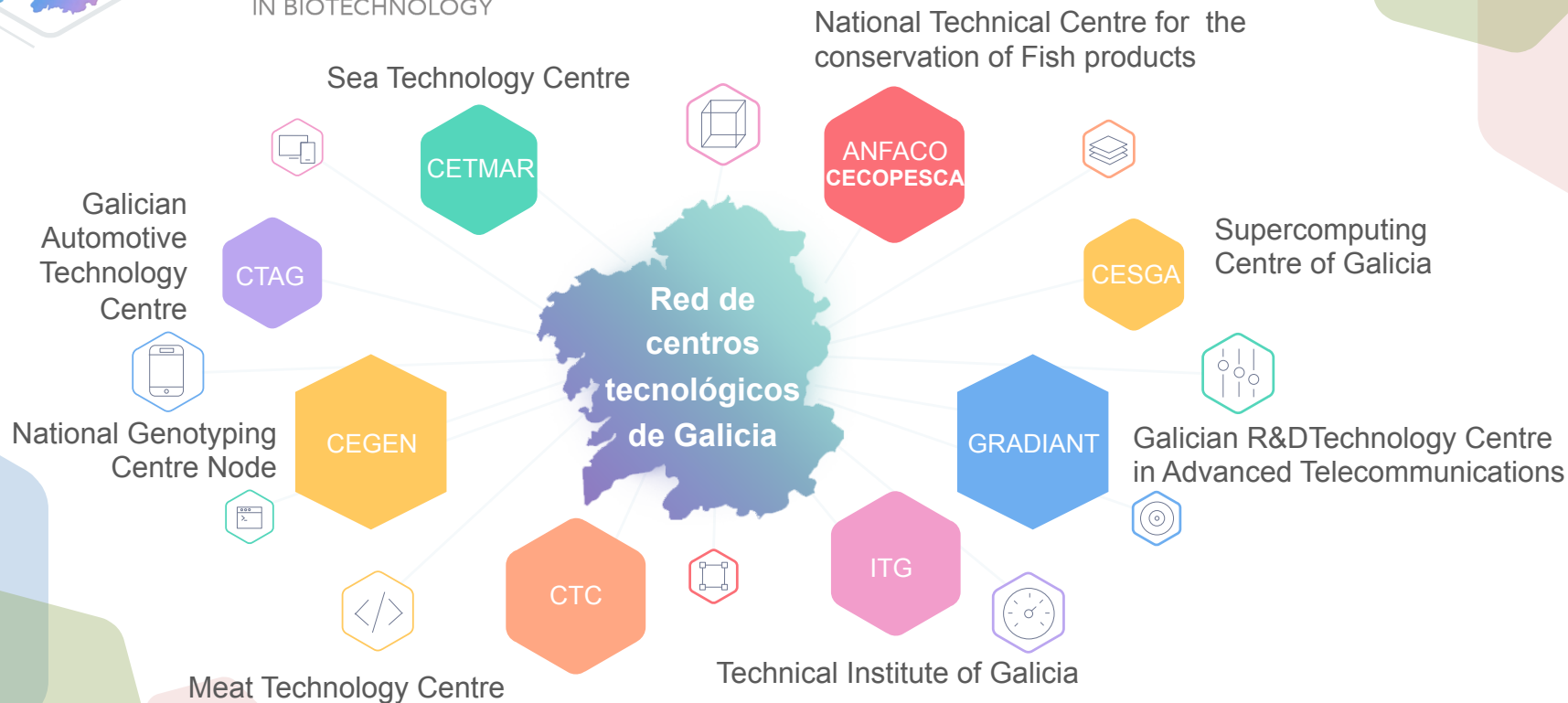
tecnópole
parque tecnolóxico de galicia

- 310 m² with the latest technology
- Individual work and storage space / Free timetable / Advanced security system
- Fully flexible availability to companies and Technological centres in Spain and Portugal

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Province of A Coruña (**11**)

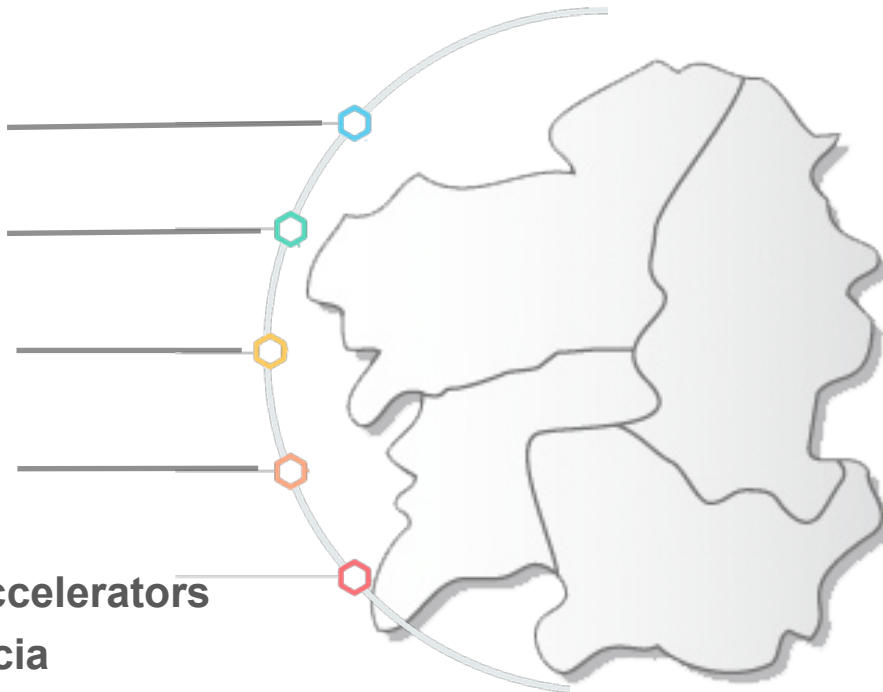
Province of Lugo (**3**)

Province of Ourense (**3**)

Province of Pontevedra (**6**)

23 Business accelerators in Galicia

(+ than 350 user companies)



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Fundación Barrié

JAVIER LÓPEZ



Barrié Foundation

General Director



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Fundación Barrié

COLLABORATION

STRATEGY

TALENT

STRUCTURE

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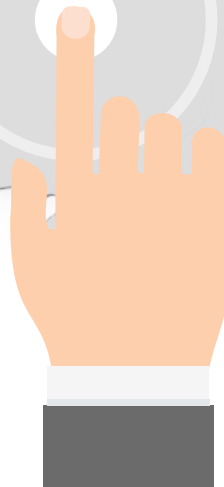


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Sustainable
Development
in Galicia



Participation
Collaboration



Innovation
Excellence

Promotion
of Talent




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**Superior-quality
training and in Key
Skills of our
researchers**



 Postgraduate Grants
Abroad

 Compete x Galicia

 Leadership in Action



In collaboration with:

Galician Universities

Ministry of Education

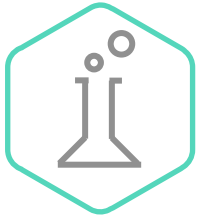
International Institutions

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Specialised technology transfer training programs



Intellectual
Property

Licensing and
Negotiations

Marketing the
science

Commercialising
the innovation



In collaboration with:

OTRIs (Research Results Transfer Offices)

Galician Universities

Biomedical Foundations

Association of University Technology Managers

ISIS Innovation / Oxford University

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Financed 5
projects since
2011



80% biotech/
biomedical projects



1 spin-off and
2 in set-up
process

Research Valorisation

5,5 M€

Science Fund



In collaboration with:

OTRIs Galician Universities
Axencia Galega de Innovación
(Galician Agency of Innovation)

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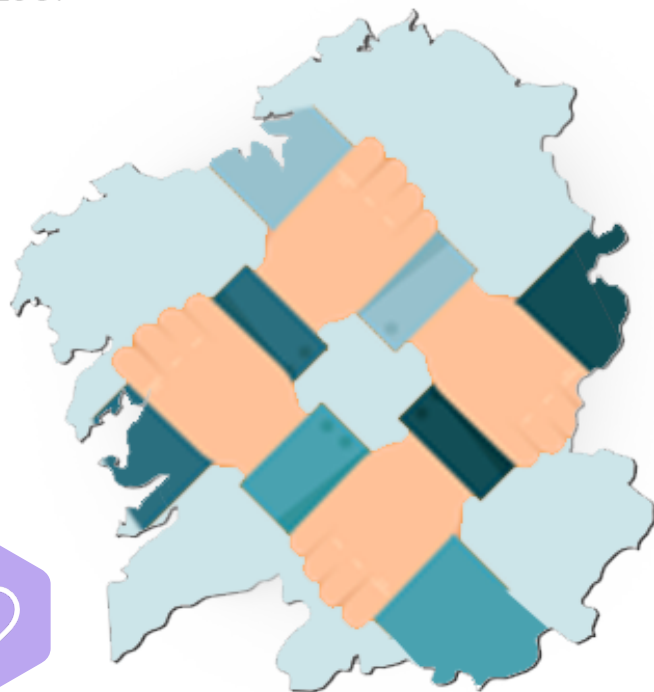
Private
Foundations



Companies



Health
System



Universities and
Technology
Centres

Government
Institutions

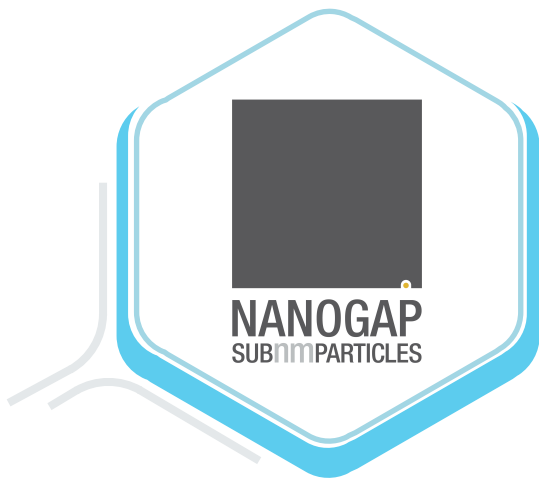


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TATIANA LÓPEZ



Nanogap Sub-NM-Particles
CEO



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COMPANIES

STRATEGY

TALENT

STRUCTURE

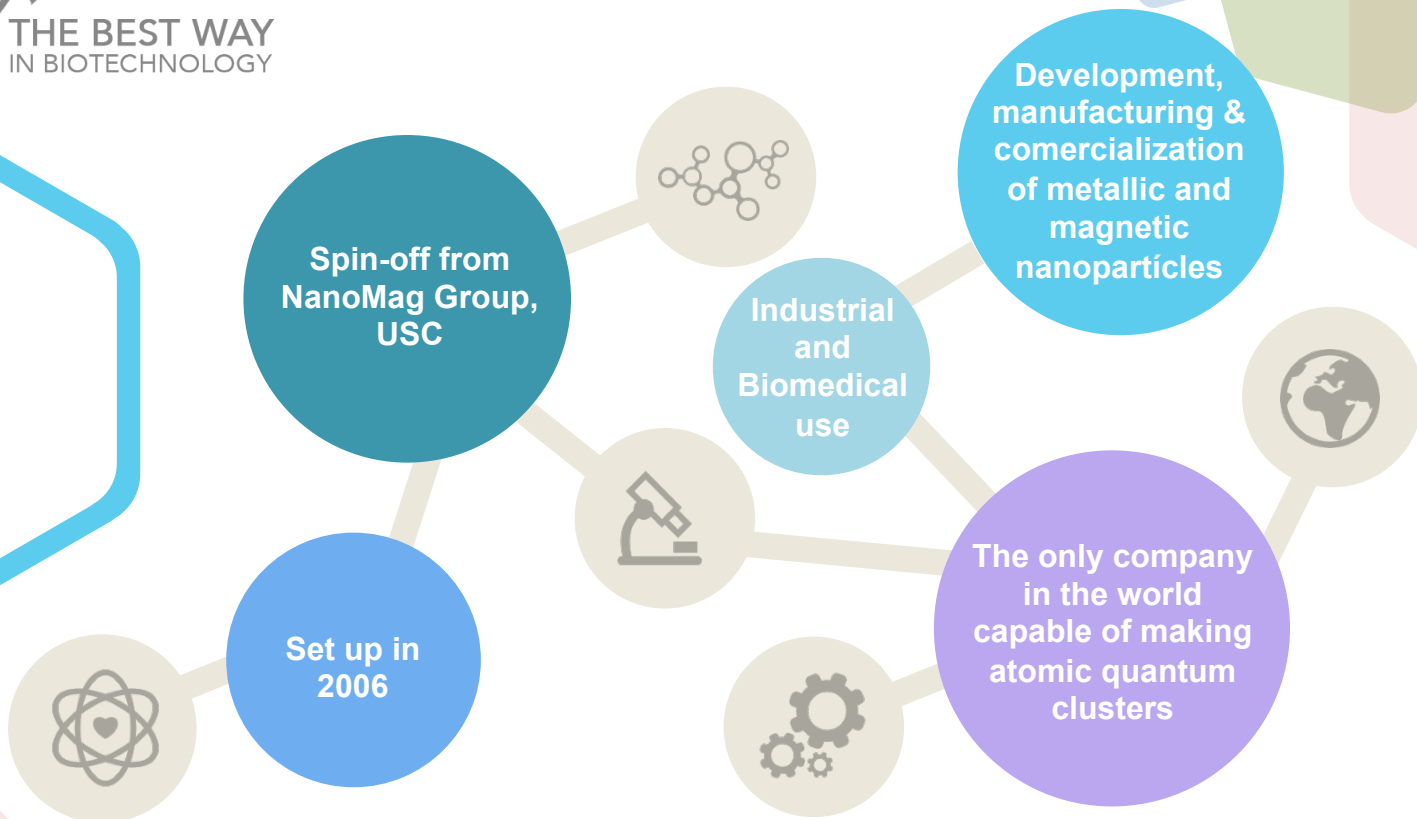
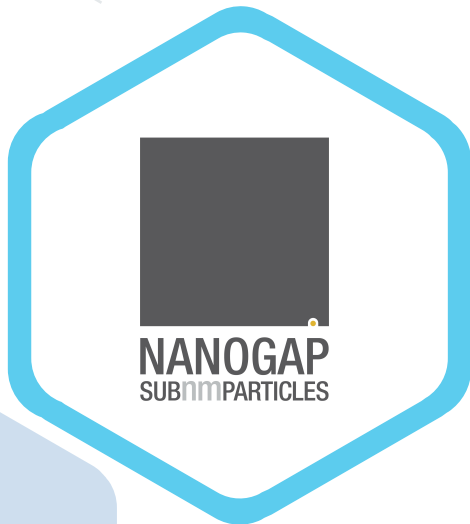
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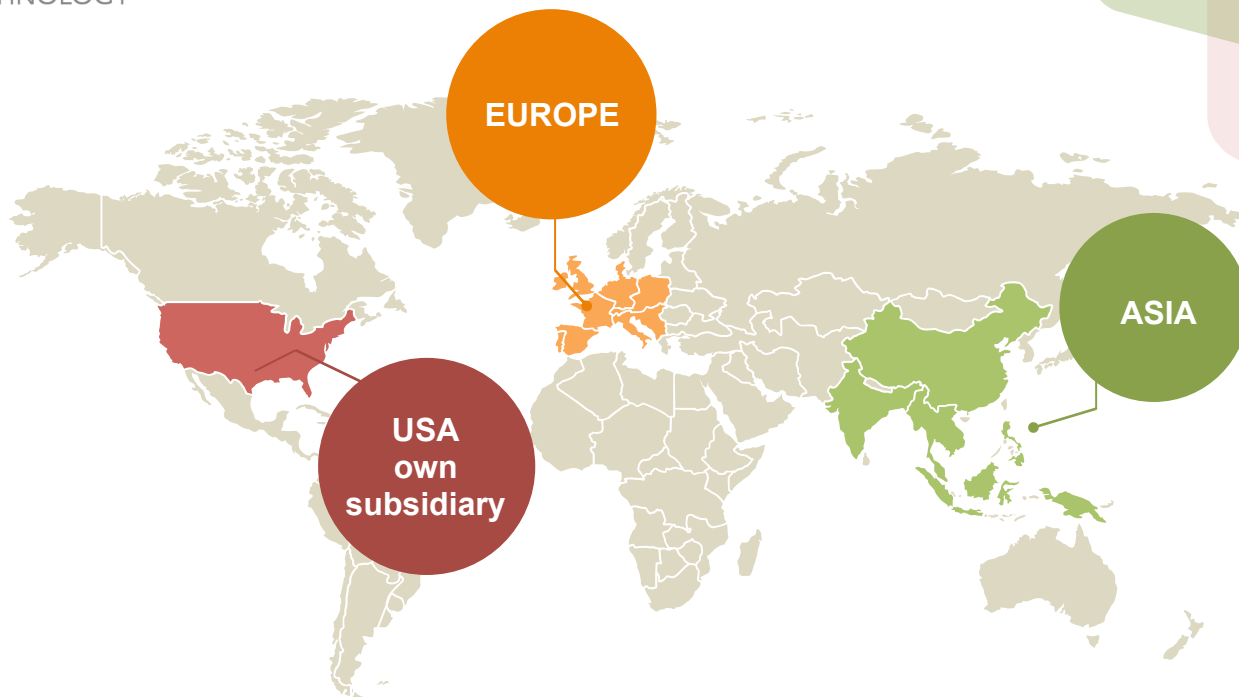
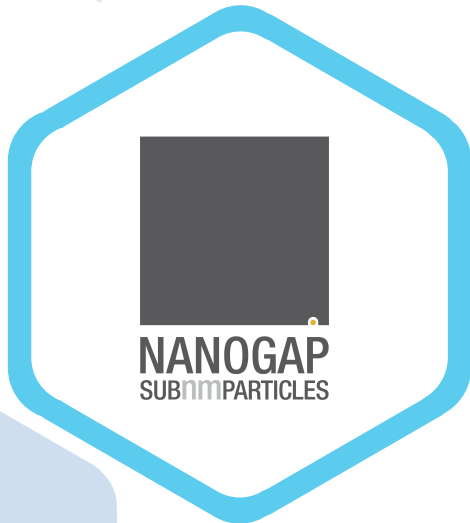
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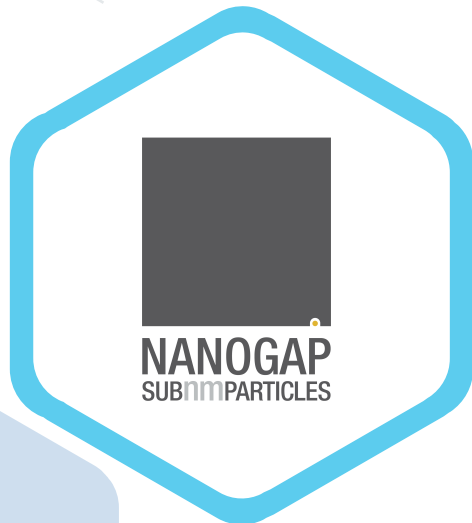
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Our core:
R&D
Projects

European
7PM
Projects

CONSOLIDER
Projects

NEOTEC
Projects

EUREKA
Projects

Consellería
Innovación
e Industria
Projects

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NANOGAP
SUBNANOPARTICLES


uninvest
FONDO I+D Unifondo

Recruitment of new
shareholders = 2,5M€

2006
(Set up)

2008

2012

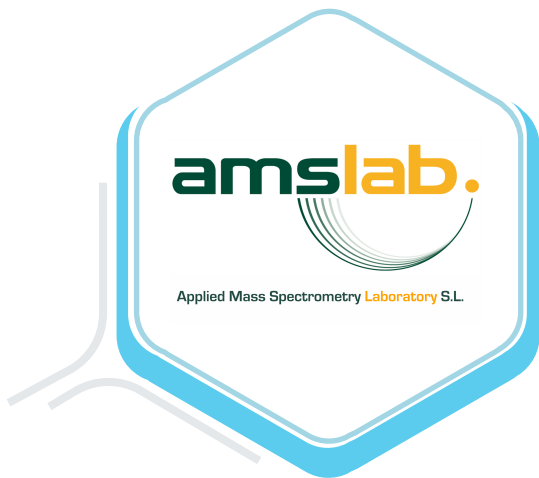
2014

Total Financing
obtained
4,5M€
(shareholders,
grants, etc)

Development
Team



I2C
FUND



MANUEL LOLO



AMS Lab

CEO



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THE BEST WAY
IN BIOTECHNOLOGY



COMPANIES

STRATEGY

TALENT

STRUCTURE

COLLABORATION

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IN BIOTECHNOLOGY

Cifga



anélida
biotecnología

biovia
CONSULTOR AMBIENTAL

ONCOSTELLAE



CENTAURI
THE VET BIOTECH COMPANY



amslab.
Applied Biosystems Laboratory & L.



CIRCE
Crystal Engineering

xex
ebiotec



bialactis



DEROCERAS

GalChimia

un-em

ecocelta
Naturaleza en equilibrio

aqual
goe

BW

nobo

nanoimmunotech
global solutions in nanobiotechnology

NANOGAP
SUBUNIT PARTICLES

Lonza

IntellectiaBank
Nuevas ideas para nuevos tiempos

inature

allgenetics

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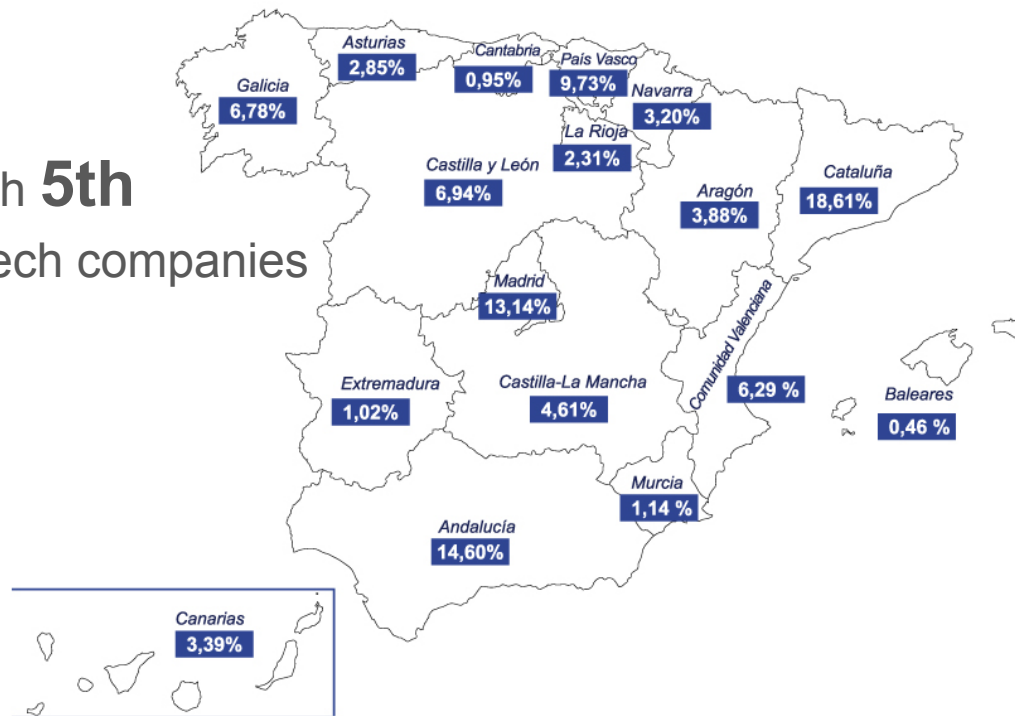


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Autonomous region with **5th** highest number of biotech companies

Geographic distribution of Biotech
Companies

Source: INE- Survey of Innovation in
Companies 2012- Asebio report 2013

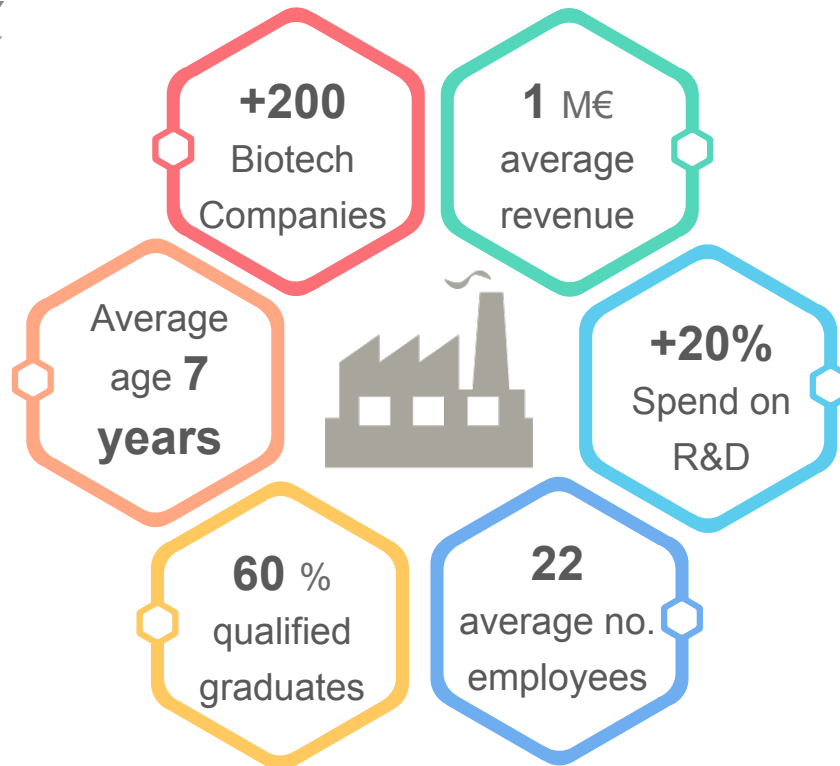


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Detailed analysis of biotech companies in Galicia



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Applied
satisfaction



- Formed in 2008 as a **spin-off** from USC
- Analytical Solutions** in physics-chemistry field
- Experts in **Mass Spectrometry and Proteomics**



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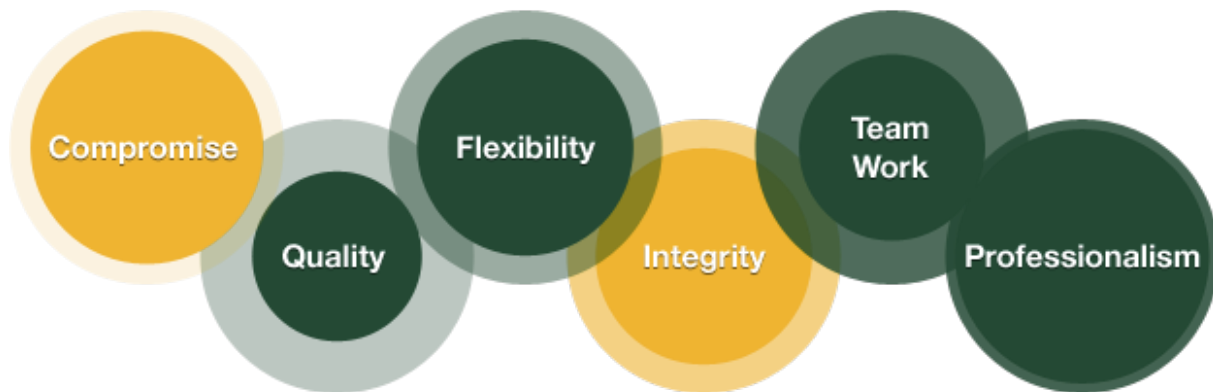
Expansion in 2014 with:

xenotechs
laboratorios

Subsidiaries in: **Galicia, Portugal, Italia y Marruecos**

60 employees

3M€ revenue (2013)



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ÓSCAR SANTAMARÍA 

Galician Marine Aquaculture
CEO



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CUSTOMERS

STRATEGY

TALENT

STRUCTURE

COLLABORATION

COMPANIES

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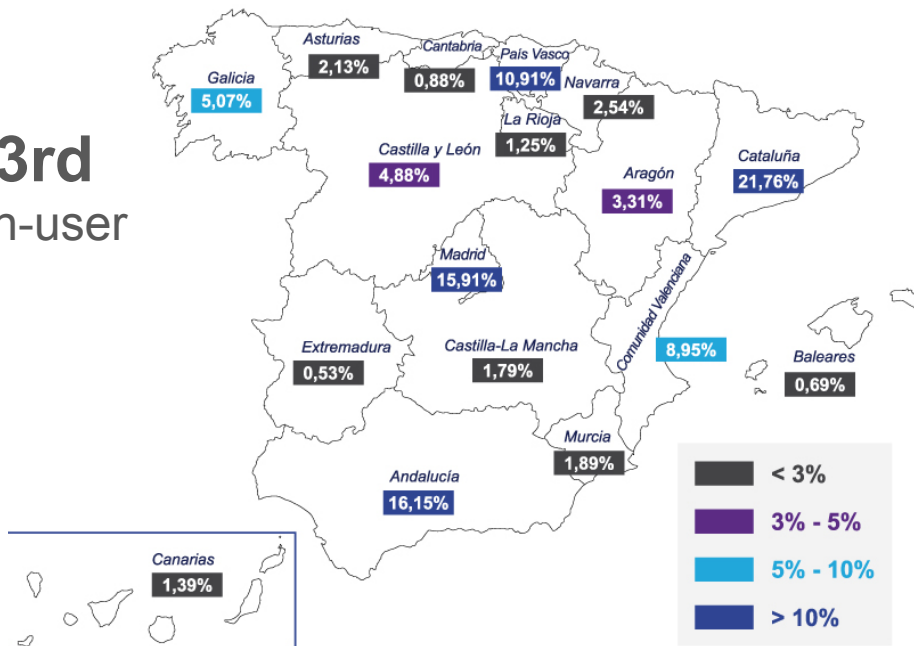


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Autonomous region with **3rd** highest number of biotech-user companies

Geographic distribution of Biotech
Companies

Source: INE- Survey of Innovation in
Companies 2012- Asebio report 2013





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Set up in 2003 as a spin-off from the University of Santiago de Compostela

Development and sustainable farming of Abalone / Sea Ear

the most expensive shellfish in the world

Especially popular in China, Japan, Korea, the United States and Mexico



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IN BIOTECHNOLOGY



Production Plant in Muros-Noia Ria

25.000 m2

total investment of **10 M€**

Estimated production
in 2020 = **300 Tn**

**Largest European
Abalone Producer**



80% of
European
Abalone
production





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First
Harvest
(Dec. 2015)
4Tm



Main market targets

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Aqualgae



Projects in
collaboration
with other
biotech
companies

1'5 M€
Invested in R&D
between
2012-2015

Internal R&D
projects

Projects in
collaboration
with
universities



CENIT
“ACUISOST” project



CDTI
“HOLOGAL” project



CDTI
“CABANAS” project



I2C programme
Xunta de Galicia project



University of Tokyo



The University of Western Australia



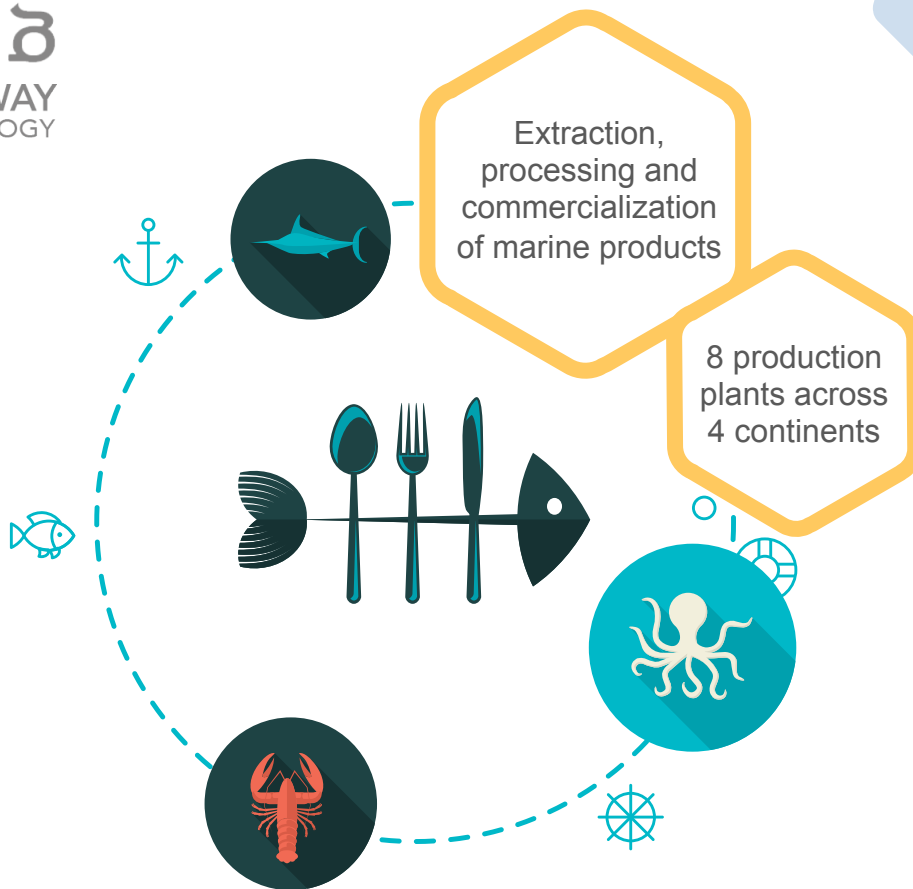
University of Santiago



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Strategic partner
for the
commercialization
of our Abalone



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CARME PAMPÍN



President of Bioga

Galician Life Sciences Business –Technology Cluster

Developer Partner for GalChimia S.L.



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DYNAMISM

STRATEGY

TALENT

STRUCTURE

COLLABORATION

COMPANIES

CUSTOMERS

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Galicia and Life Sciences



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Biotechnological
Companies



Universities

Public Health
System



Government
Institutions



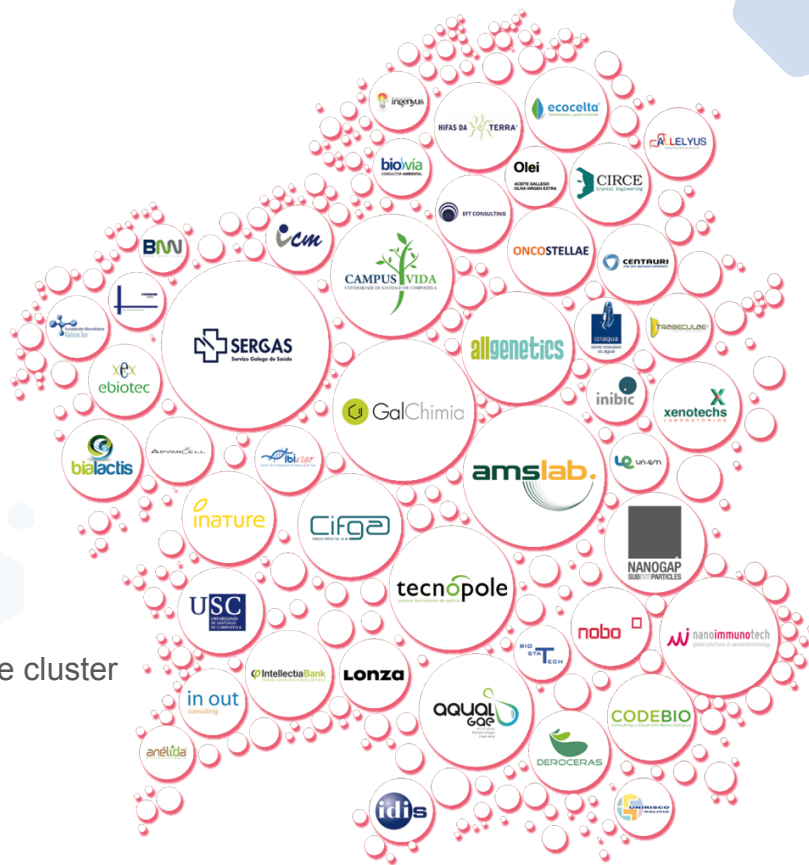
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45 members

The most representative cluster
of the sector in Galicia



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Networking

Bioalmorzos
Biospeed-dating



Internationalization

Congresses
Bioga Awards



Training

Bio-management Course
Key Skills
Bioentrepreneur school



Financing

Lonja de inversores Bioga
(Bioga Investors Forum)



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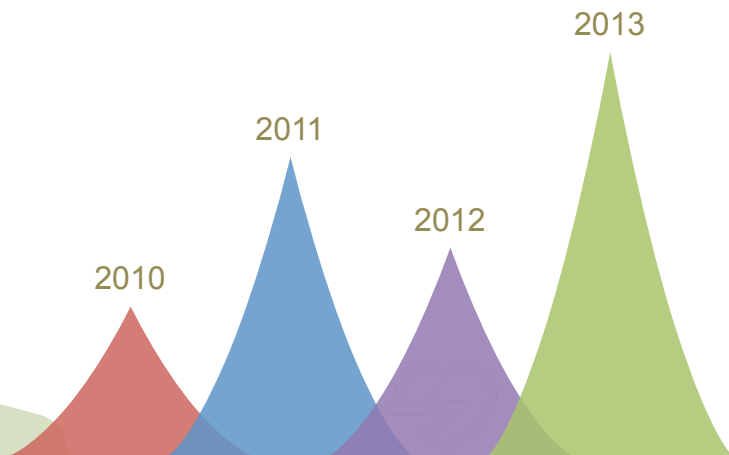


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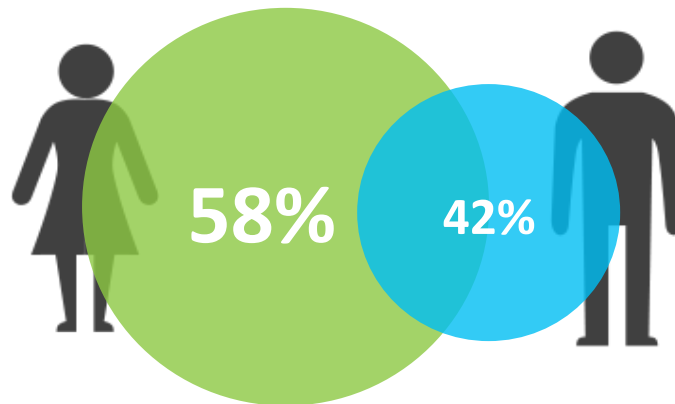
56 M€

Gross revenue of Bioga partners 2013



528

Direct employment



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CECILIA HERNÁNDEZ 

Centre for Industrial Technological
Development (CDTI)
Health, Bioeconomy, Climate and Natural Resources
Department

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STRATEGY

TALENT

STRUCTURE

COLLABORATION

COMPANIES

CUSTOMERS

DYNAMISM

FUTURE

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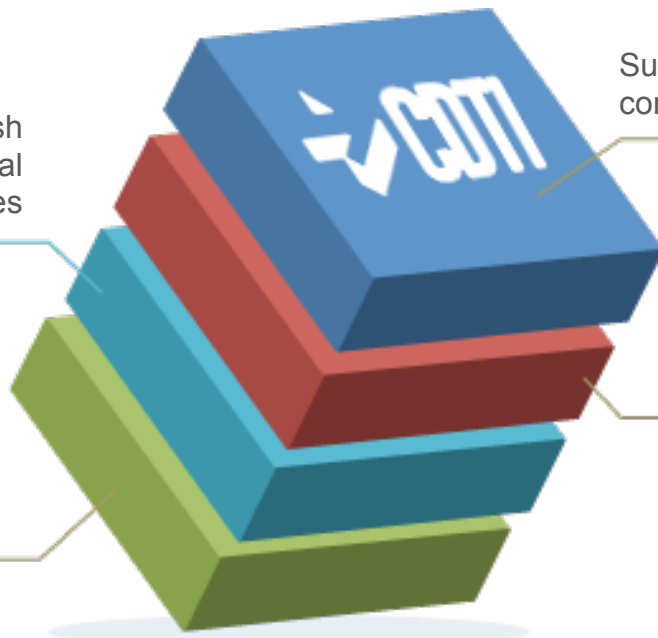




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Managing and fostering Spanish participation in international technological cooperation programmes

Economic-technical assessment and funding of R&D projects to be implemented by companies



Supporting the setting up and consolidating technological companies

Funding international business technology transfer and support services for technological innovation.

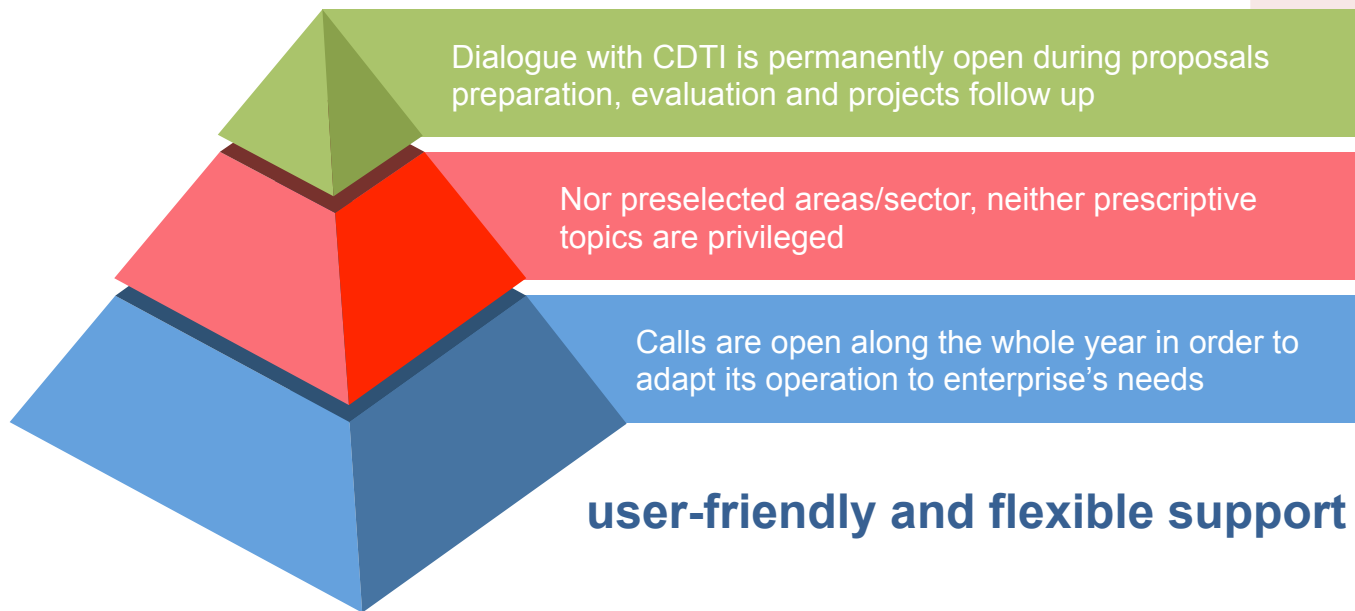
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R&D
support
services



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R&D
support
services

Research &
Development &
Innovation
Projects

Main characteristics of the projects

- Soft loans with non reimbursable part
- Individual or in cooperation
- Subcontracting Research Centers, Universities, Public Hospitals...
- Specific instruments to support companies birth, soft innovation, venture capital...



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**R&D
support
services**

**Research &
Development &
Innovation
Projects**

**Support to
companies
internationalization**

International cooperation projects

-  Multilateral (Eureka and Iberoeka)
-  Bilateral
-  Horizon 2020
-  Support to already developed technologies internationalization
-  Support by CDTI International Network

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**R&D
support
services**

**Research &
Development &
Innovation
Projects**

**Funds for
technological
promotion /
innovation &
tech transfer**

**Motivated
reports of the
projects funded
by our lines**

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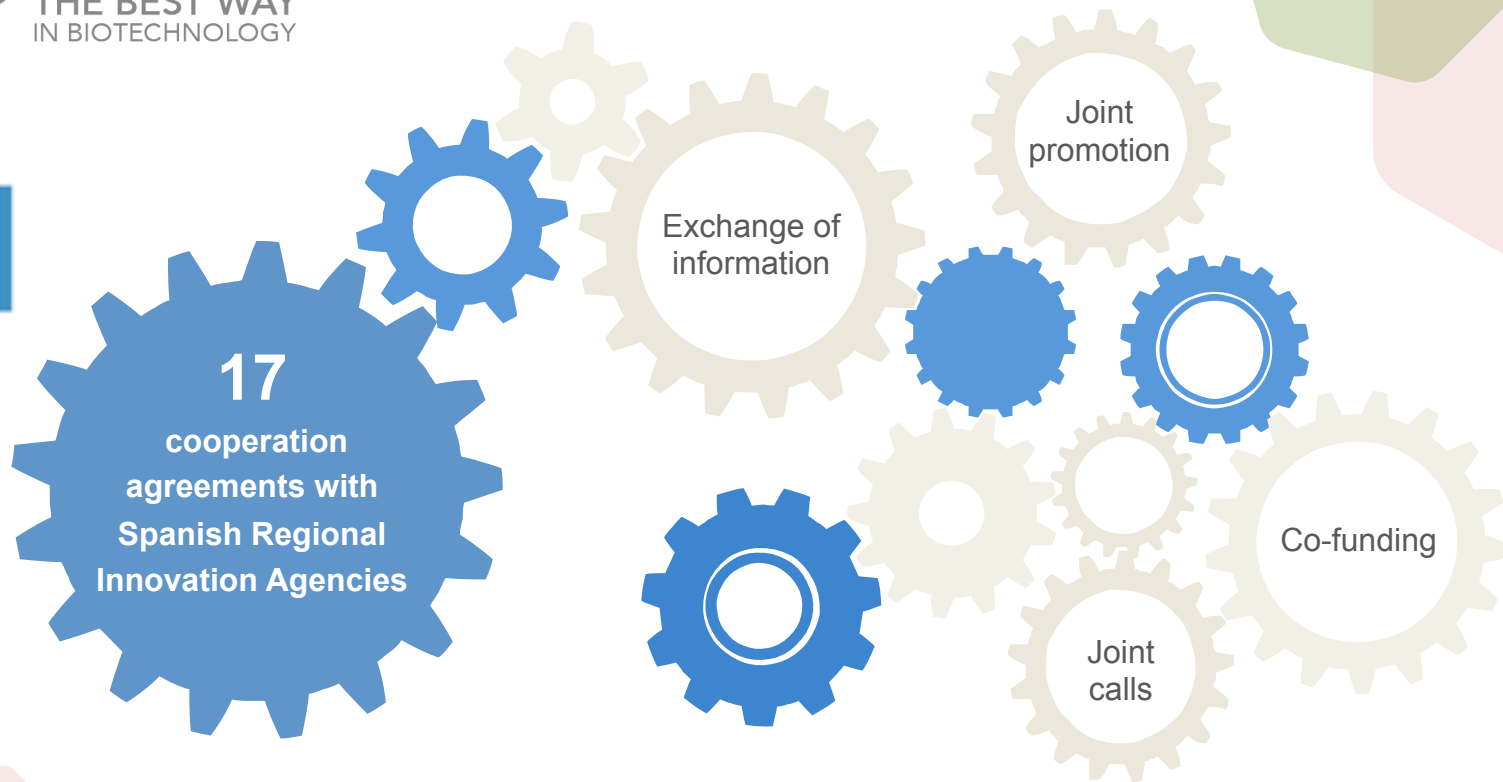
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Participation of CDTI in projects supported by regional programmes (Region -CDTI, bilateral)

Multilateral projects in common prioritized areas for several Regions (several Regions and CDTI)

Projects promoted by CDTI involving the regions in not prioritized areas from a regional perspective

Ambitious, multidisciplinary and strategic major projects to induce “smart specializations”



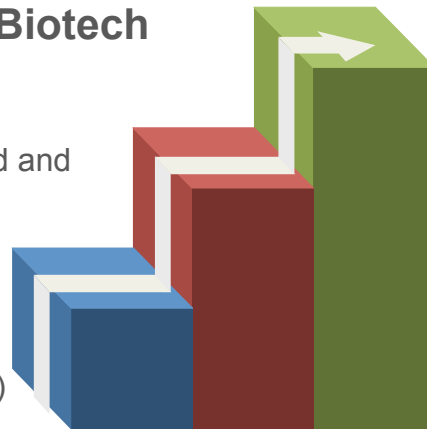
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Galicia is the 4th Spanish Region in Biotech capacities (Biotechnology spanish CDTI report)

2 FEDER-INTERCONECTA Calls launched and managed by CDTI /Galician Innovation Agency

111 bioeconomy related projects supported involving 192 companies and 231 participations, budget 111 M€, CDTI contribution 70M€ (2010-2014)



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MANUEL VARELA



Galician Innovation Agency

Director

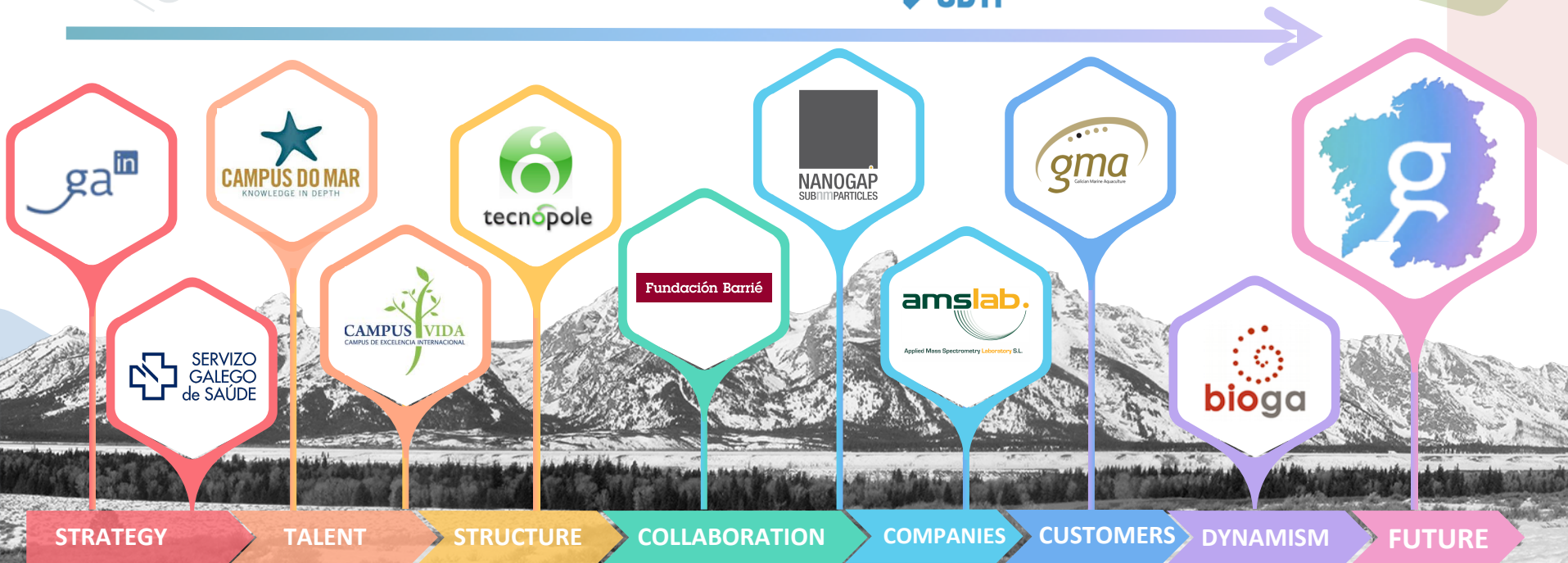
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Support for
the Galician
Bio
ecosystem



For Companies

During every stage
From the idea to market



For Research Centres

Research incentives and
knowledge transfer

Attracting
external
agents



Companies support



Shared risk with investors

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**1.600 M€ in
innovation
until 2020**

Support Mechanisms:

- Innovation implementation in SMEs
- Innovative entrepreneurship
- Knowledge Transfer
- Mobilization of private capital



STRATEGY

TALENT

STRUCTURE

COLLABORATION

COMPANIES

CUSTOMERS

DYNAMISM

FUTURE

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43,3 M€

Of public funds
invested

72,6 M€

Of total capital
mobilized

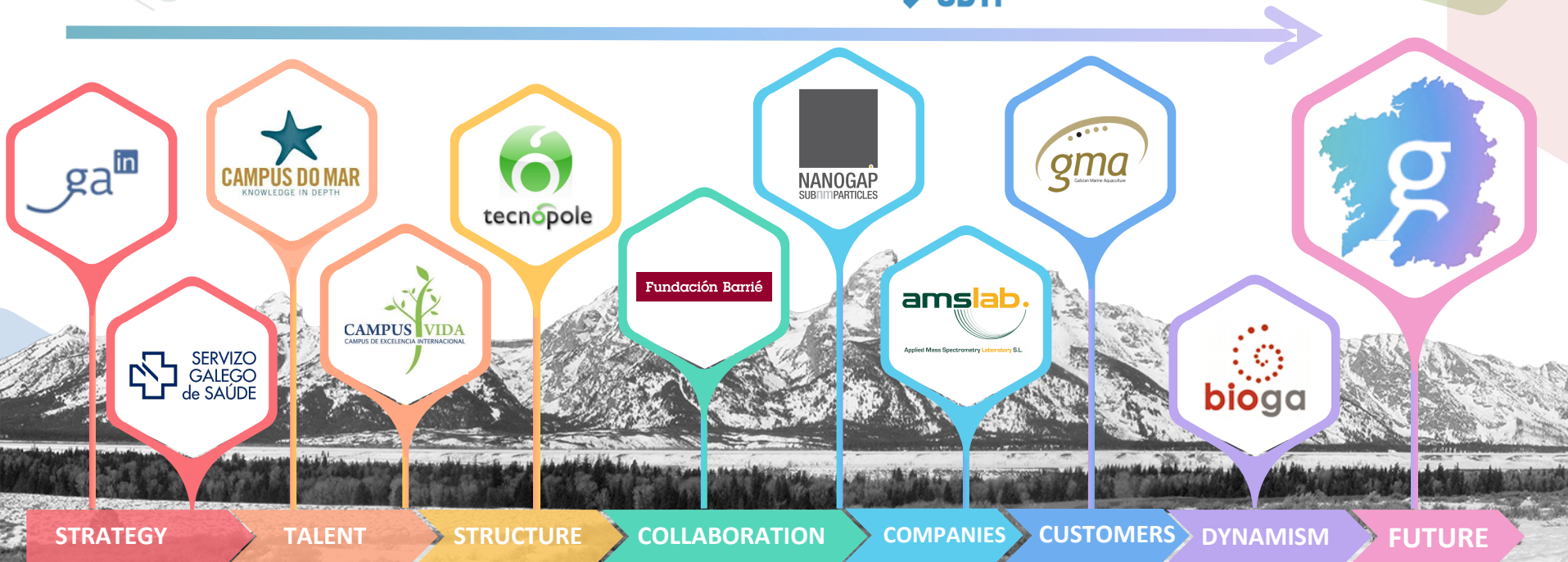
320

Agents
benefited
(mainly companies)

Opportunities: expanding biotech added value
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Welcome to galiciã THANKS!



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