



**FAST TRACK PROGRAMME TO INNOVATE IN
BARCELONA - CATALONIA'S LIFE SCIENCES HUB**

ADVANCED THERAPIES AND PRECISION MEDICINE

SCOPE OF THE PROGRAMME

ACCIÓ - Catalonia Trade and Investment proposes a multimarket programme aimed at **positioning Catalonia as a hotspot destination in the field of advanced therapies and precision medicine** for **startups, scale-ups and other organisations** from Belgium, Denmark, Finland, France, Italy, Netherlands, United Kingdom, Ireland, Sweden, Switzerland, Israel, Canada and the USA.

Participating companies will be offered the opportunity to **establish key connections, validate their technologies and receive tailored support for their R&D, innovation and expansion plans**. The format will be a **competition**.

- **Target company** – Basic requirements, at least one the following:
 - Minimum of series A investment in the last 3 years
 - More than €2 million in revenue
 - More than 25 employees
 - Other referent organisations in the field of advanced therapies and precision medicine with the capacity to establish meaningful R&D collaborations with Catalonia

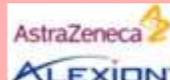
4 PROGRAMME PHASES

ONLINE SESSION 1 Connection with key stakeholders

Session 1 aims at seizing the participants' attention by providing an introduction to the Advanced Therapies ecosystem and connecting them with key players and large corporations that can provide them with some advice on their potential project in Catalonia. Format is 30mn presentation and 1h for Q&A.



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GRIFOLS

SPLICEBIO

ONLINE SESSION 2 Technical session

Session 2 will connect the participants with the main partners for preclinical and clinical research in the field of advanced therapies in Catalonia, who will be able to validate and provide feedback on the participants' R&D projects. Format is 1h presentation from panellists and 1h in breakout rooms.



VALL D'HEBRON
Institut
d'Oncologia

CLÍNIC
BARCELONA
Hospital Universitari



ONLINE SESSION 3 The access session to market, funding and talent

Session 3 is focused in presenting the following:

1) how to access Spanish-European health system 2) how to access public funding and 3) where and how to access the best talent



Michael Page



FOLLOW-UP Individual follow-up (After the sessions)

Individual follow-ups with each company with the support of other players. ACCIÓ will only directly manage those leads-projects that fit the right profile.



BENEFITS FOR PARTICIPANTS

- **Advice from a VIP panel** on how to make use of Catalonia's unique position as a platform to access the European markets via Catalonia.
- Session with **prominent market access international advisory firm**.
- Guide on how to access Spanish and European public **funding**.
- Recommendations and connections to find the **best talent** in the region.
- Introductions to **investors, large corporates, and suppliers** in the Catalan life sciences sector.
- **Contact details and introductions** to all speakers.
- Support to obtain **fast-track visas** for international mobility.
- Exclusive **and tailor-made insights about the market trends** to foster your strategy.
- **Special conditions to open new premises** in Catalonia, as well as legal, tax, recruitment, and location advice.
- **Organisation of visits to Catalonia** to learn in-person about the assets in the region.

WHY ADVANCED THERAPIES IN CATALONIA? KEY SELLING POINTS

SALUT 2030

'Health 2030' project is seeking to mobilize €2 billion to promote the ecosystem's industry and pipeline, consolidate and scale up the innovative fabric in the BioRegion and transform the health system in Catalonia. The new National Centre of Advanced Therapies intends to guarantee patient access to research in advanced therapies and pave the way to conduct clinical trials in this field at Catalan hospitals

ACCESS TO HIGHLY SKILLED TALENT

Barcelona is the 1st Science City in the south of Europe (Nature Index, 2020), with 94 life science organizations, 800 research groups and 25,000 researchers.

ACCESS TO EU FUNDING

Catalonia is a top recipient of Horizon Europe projects, while the Catalonia's Health 2030 programme and the EU's Next Generation Funds offer immense possibilities for international collaborations and expansion plans in the region

ACCESS TO A VIBRANT NETWORK OF GLOBAL PLAYERS

Catalonia hosts 12 of the largest LS global companies, and concentrates over 50% of Spanish pharma and biotech activity. Spain ranks 4th worldwide in number of clinical trials, half of them being conducted in Catalonia.

INNOVATION PLATFORM IN EUROPE

Innovation in Catalonia's Health sector is powered by opportunities in public procurement for innovation, corporate challenges and one of Europe's most attractive R&D Tax incentives.

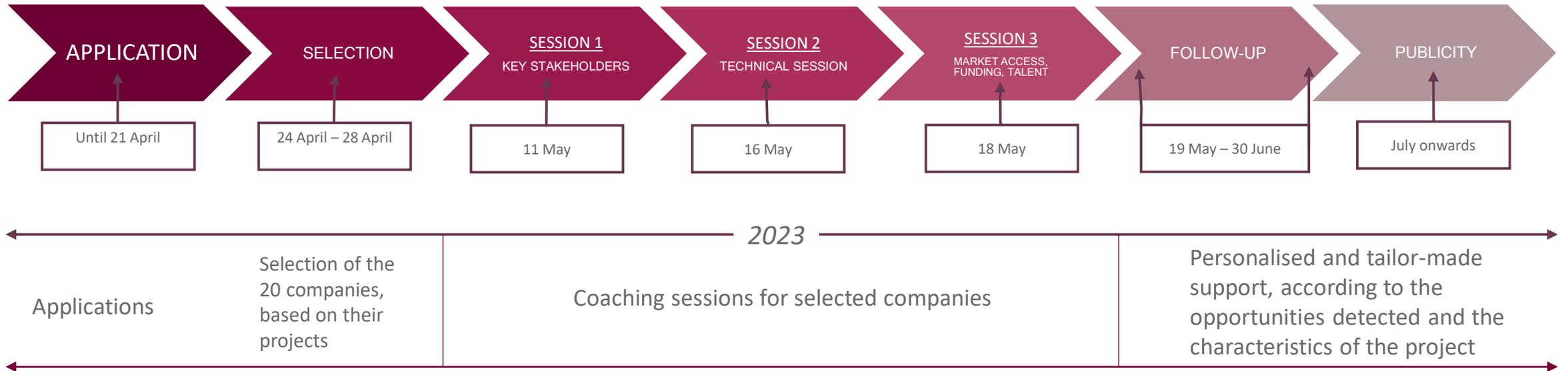
COMPETITIVE OPERATING COSTS

Barcelona's operating costs are 29.7% lower than in other top European life sciences clusters (fDi Intelligence), which contributed to a tenfold increase in investment since 2010.

GATEWAY TO THE SPANISH SPEAKING MARKET AND BEYOND

Spain is the 2nd biggest investor in Latin America, has a large network of Double Taxation Agreements and benefits from an extremely tax-efficient holding regime to structure investments in the region.

PROPOSED CALENDAR



LANDING PAGE 2021-2022

Catalonia Trade & Investment  Generalitat de Catalunya
Government of Catalonia

FAST-TRACK PROGRAMME TO BARCELONA-CATALONIA LIFE SCIENCE HUB

COMPETITION FOR COMPANIES EXPANDING INTO SPANISH SPEAKING MARKETS

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JOIN THE COMPETITION AND CONNECT TO KEY PLAYERS IN BARCELONA-CATALONIA



CLARA CAMPÀS
CEO
BIOGEN

As the founder of one of Spain's most active leading investors, Clara is a leading voice in the country's life sciences sector.



FINA LLADÓS
CEO
SABERLIFE

SABERLIFE is the 6th most valuable Spanish company in the world, with Fina being responsible for the firm's operations in Spain.



JOSÉ TERENCIO
VP OF INNOVATION
BIOGEN

With 25 years of experience in the Pharma industry, José is currently VP of Innovation at Biogen, the major biotech company in Spain.



XAVIER LURIA
CEO
BIOGEN

Former Head of Safety and Efficacy of Biologics at the Spanish Medicine Agency (AEMPS) and currently in charge of AEMPS regulatory department in Europe.



ROBERT FABREGAT
CEO
BIOGEN

Robert leads Biogen's efforts in consolidating Catalonia as one of the most important healthcare innovation hubs in Europe.

HOW DOES THE COMPETITION WORK?

The health expenditure of all Spanish-speaking markets is worth \$270B. This is a market too big to avoid, and Catalonia is the gateway to make it happen for your company, showing life sciences business requires specific talent and often takes too long across the Barcelona-Catalonia BioRegion can offer an instantly efficient route.

Catalonia Trade and Investment will select 10 companies that will receive VIP support to land in Barcelona-Catalonia. The main stages of the programme are:

- EXPERT PANEL SESSION:** Companies will pitch their projects to a panel of experts and will receive advice on how to enter in Catalonia and Spanish-speaking markets.
- MARKET ACCESS SESSION:** The selected companies will also participate in a session about market access supported with an international advisory firm, specialised in Spain and Latin America.

STAGES OF THE COMPETITION



PROMOTION CAMPAIGN (1/2)



The local partner that worked on the promotion part was UKTN, a news website for UK technology companies.

ARTICLES

2x articles with **500 visits**

Why Catalonia is the top destination for life science companies



Catalonia is a hotbed for innovative life science businesses, with more than 1,200

<https://www.uktech.news/featured/why-catalonia-is-the-top-destination-for-life-science-companies-20211119>

MAILING

3x mailings = **33,000 emails sent**
+10,000 emails opened

COMPETITION: DON'T MISS YOUR LAST CHANCE TO REGISTER



Fast-track your expansion to the world's top life science destination now.

Catalonia Trade & Investment, an investment agency for the Government of Catalonia, is preparing an ambitious support programme for UK and Ireland life sciences companies that wish to expand to the region and make the most of its many advantages.

The fast-track programme, which is now open for applications, is looking for UK and Ireland life science companies with solid growth plans and are poised to take advantage of the life science ecosystem in Catalonia.

The competition will be open for companies to apply until 19th December. Expert panel sessions will be held in January 2022, with a market access session held in February.

[CLICK HERE TO KNOW MORE DETAILS](#)

BANNERS

Banners in the newsletter and UKTN web. Total clicks: **94**

FAST-TRACK PROGRAMME TO BARCELONA-CATALONIA LIFE SCIENCE HUB

COMPETITION FOR COMPANIES EXPANDING INTO SPANISH SPEAKING MARKETS

Apply before **December 19th**

SPONSORED

Join the competition and connect to key players in Catalonia-Barcelona. Visit our website to find out how you could fast track your business in the Spanish speaking market.

[Visit website](#)

PROMOTION CAMPAIGN (2/2)

Indirect promotion: Companies published content about the program and the Life Science sector in Catalonia.

Eagle Genomics
9887 seguidores
6 días · Editado

We are excited to be participating in the Fast-Track Programme to Barcelona-Catalonia Life Science Hub, for expansion into Spanish-speaking markets! Read the news here: https://hubs.ly/Q012-_B00
Catalonia Trade & Investment #lifesciences #marketexpansion

Eagle Genomics Selected for Catalonia-Based Initiative to Support Expansion into Spanish-Speaking Markets

“ We're pleased to be participating in the Fast-Track Programme to Barcelona-Catalonia Life Science Hub, as we continue to explore our potential in international growth markets. Working with the Catalan region provides another exciting opportunity to fulfil our goal of becoming the world's burgeoning global life sciences knowledge discovery hub. ”

Anthony Finbow, CEO



Eagle Genomics Selected for Catalonia-Based Initiative to Support Expansion...
eaglegenomics.com

61 · 1 comentario

Aparito
1,814 followers
1w ·

Thanks to **Catalonia Trade & Investment**, **Aparito** is one of 10 biotech and life sciences companies from the UK to be selected for the Fast-Track Programme to Barcelona-Catalonia Life Science Hub as part of an initiative for UK firms to connect with Catalonia's vast life sciences talent pool!

More information here <http://ow.ly/ku4450HEmBH>

#investincatalonia #lifesciences

#InvestInCatalonia

10 life sciences companies from the UK, selected to participate in the Fast-Track Programme to Barcelona-Catalonia Life Science Hub



ACCIÓ **Generalitat de Catalunya**
Government of Catalonia

You and 33 others

4 comments

NorthWest EHealth
1,967 followers
5d · Edited ·

✓ Following

We are excited to share that NorthWest EHealth has been selected as one of the ten companies from UK to take part at the Fast-Track Programme to Barcelona-Catalonia Life Science Hub. This comes as a great opportunity for us as Catalonia is a key market for global life sciences and the Catalan life sciences ecosystem is the perfect gateway to the Spanish-speaking markets and beyond.

Read the latest update: <https://bit.ly/3ANQpDC>

Catalonia Trade & Investment #healthcare #clinicaltrials #lifesciences #decentralizedclinicaltrials



Read the latest update

Aleix Cubells and 30 others

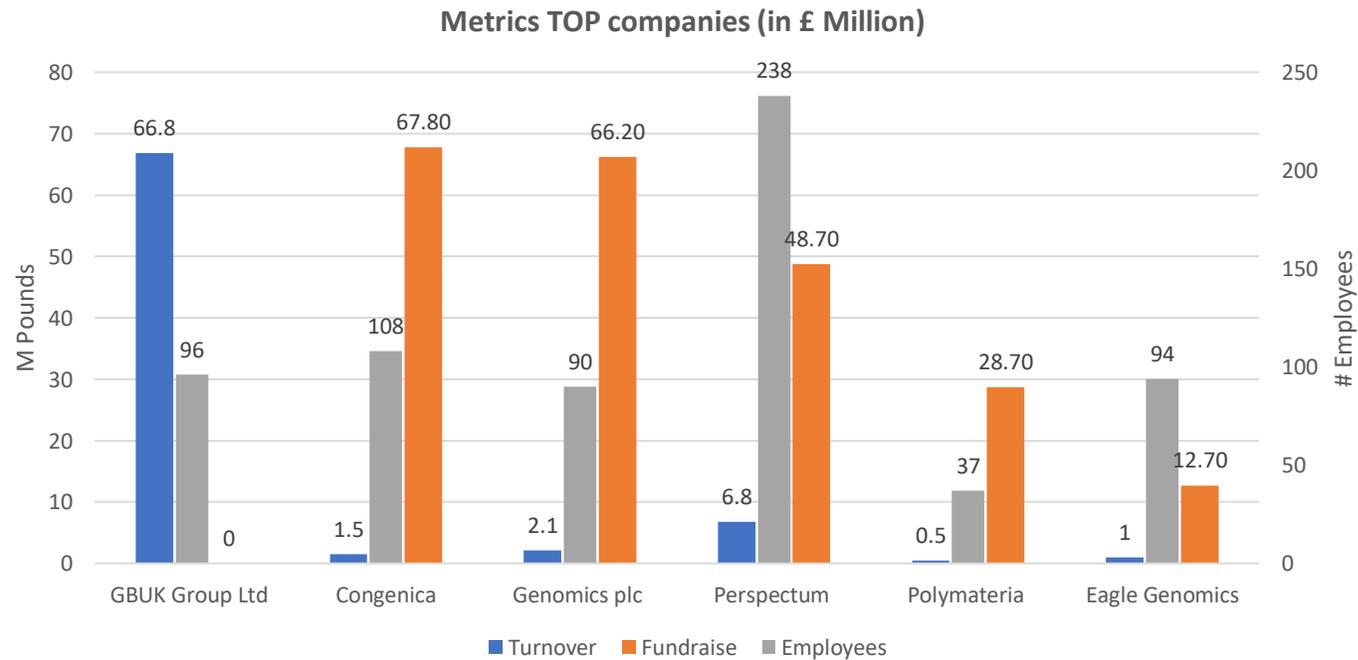
4 comments



LEADS AND PROJECTS

31 companies registered or showed interest in the competition

- 10 selected companies, 15 not selected, 6 companies with investment projects that did not register (counted as *leads*)
 - 2 companies set up operations in Catalonia during 2022
 - 2 companies are planning to set up operations in Catalonia in 2023
 - 5 companies are still considering to set up their operations in Catalonia
 - 4 companies visited Barcelona during 2022.



Thank you!

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