



Medical Technology Berlin-Brandenburg



The region Berlin-Brandenburg offers

- **Cutting Edge Science:**

- Charité – largest university hospital in Europe
- 5 universities, 4 colleges of applied science and 19 non-university research institutes (Max-Planck-, Helmholtz-, Fraunhofer Institutes etc.)

- **World Class Economic Basis:**

- Global players: Bayer HealthCare Pharmaceuticals, Menarini Group/Berlin-Chemie, BASF, Sanofi-Aventis, Pfizer, Shire, BIOTRONIK, Bausch & Lomb etc.
- 24 pharmaceutical companies with some 10,000 employees
- 195 biotechnology companies with some 4,000 employees
- 278 medtech companies with about 9,900 employees

- **Highly Qualified and Specialized Personnel:**

- 3,000 life sciences graduates per year
- 170,000 students in the region

Top Location for Life Sciences



The region Berlin-Brandenburg offers

- **Excellent Infrastructure:**
 - 9 technology parks with lab and office space at moderate prices
 - Fast access to all European markets

- **Strong Governmental Support:**
 - Efficient regional networks
 - Attractive grant programs for R&D, investment and personnel

Why Berlin-Brandenburg?

- Almost 200 biotechnology companies and app. 4.000 employees working in the sector, the Berlin region is Germany's premier biotechnology center and one of the top five biotech centers in Europe.
- "Global Players" of the pharmaceutical sector are located here
- Excellent research infrastructure with effective networks: 350 scientific working groups with 5,000 scientists (at Charité only)
- Outstanding location for clinical trials
- A highly qualified labor force
- Infrastructure costs for R&D in the region are below international levels
- Comprehensive support programs for R&D, investment and personnel

A red lightning bolt graphic pointing downwards from the top left towards the main content area.

Key Location Advantages:

- Long medical tradition: Charité University Clinic, clinic of one of most famous doctors in German history – Rudolf Virchow
- Outstanding international scientific environment
- Excellent supply networks, leading medical facilities (e.g. German Heart Center)
- With 120 hospitals the region is an important market for medical technology and services
- Largest R&D test market for pharmaceutical products, medical devices and materials
- Close proximity of companies and research institutes enables close co-operation on basic research, development and application.
- Growing interdisciplinary activity and co-operation between medicine, biotechnology, chemistry and optical technology, high level of business competence



Realize the potential

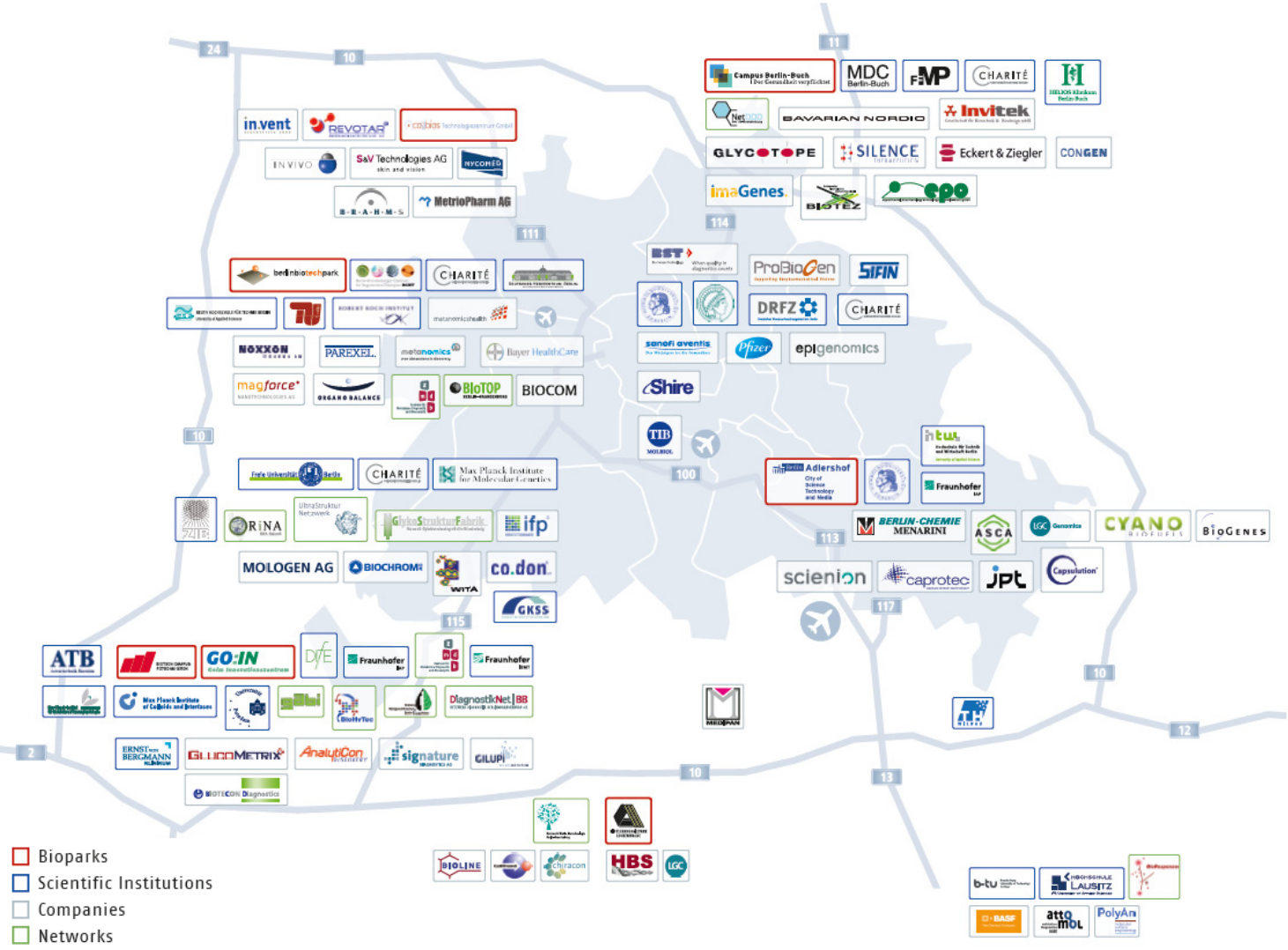
- € 22 bn total turnover*
- 278 medtech production and medical service companies
- Charité: largest European university hospital
- 120 hospitals in the region - 71 of them in Berlin
- Every eight employee of the total number of employees works in the healthcare market*
- Around 350.000 employees in total*
- 29.000 physicians
- Masterplan HealthCapital Berlin-Brandenburg

* Source: HealthCapital Berlin-Brandenburg, 2008

Join the Industry Sector



Biotech Networks
BioHyTec Network for Biohybrid Technologies
BioResponse
Center for Molecular Diagnostics and Bioanalytics (ZMDB)
DiagnostikNet-BB
GABI – Genome Analysis in the Plant Biological System
NetDDD Network for Drug Discovery & Development Berlin-Brandenburg
Network Glycobiotechnology Berlin-Brandenburg
Nutrigenomics Network Berlin-Brandenburg
Regenerative Medicines Initiative Berlin-Brandenburg
RNA Network for RNA Technologies
Ultrastructure Network
Scientific Institutions
Berlin-Brandenburg Center for Regenerative Therapies
Berlin Institute of Technology
Brandenburg University of Technology
Charité – Universitätsmedizin Berlin
Fraunhofer Institute for Applied Polymer Research
Fraunhofer Institute for Biomedical Engineering (IBMT)
Freie Universität Berlin
German Heart Institute Berlin
German Institute of Human Nutrition (DIFE)
German Rheumatism Research Center (DRFZ)
Humboldt-Universität zu Berlin
Institute of Polymer Research of the GKSS Research Centre
Lausitz University of Applied Sciences
Leibniz-Institute for Agricultural Engineering Potsdam-Bornim (ATB)
Leibniz-Institut für Molekulare Pharmakologie (FMP)
Leibniz-Zentrum für Agrarlandschaftsforschung (ZALF) e. V.
Max Delbrück Center for Molecular Medicine (MDC) Berlin-Buch
Max-Planck-Institute for Colloids and Interfaces
Max Planck Institute for Infection Biology
Max Planck Institute for Molecular Genetics
Max Planck Institute of Molecular Plant Physiology
Robert Koch Institute
University of Applied Sciences Berlin
University of Applied Sciences Wildau
University of Potsdam



Source: BioTOP Report 2011

Medical Technology Berlin-Brandenburg

- 278 companies with around 9,900 employees*
- Total industry turnover: € 1.5 billion*
- Market growth 2005 – 2007: 32 new companies and 2,500 new jobs
- Emphasis on cardiology, laser-medicine, minimally invasive medicine, radiation therapy, and biomedicine
- Outstanding companies working in medical technology
 - aap Implants www.aap.de
 - Acri.Tec/Carl Zeiss Meditech www.acritec.de
 - Berlin Heart www.berlinheart.de
 - Biomet www.biomet.de
 - BIOTRONIK www.biotronik.com
 - Eckert & Ziegler www.ezag.de
 - W.O.M. www.world-of-medicine.com
- Regional network: www.tsbmedici.de

* Source: Branchenreport Medizintechnik Berlin-Brandenburg 2010, TSB Medici



Global Player

- **Bayer HealthCare Pharmaceuticals**

- 11.7 billion EUR sales; 40,000 employees (5,800 in Berlin)
- focus: gynecology & andrology, oncology, specialized therapeutics, diagnostics, radiopharmaceuticals
- www.bayerpharma.de

- **BIOTRONIK**

- 15 billion EUR sales; 4,000 employees (1,500 in Berlin)
- leading manufacturer of cardiological implants worldwide
- www.biotronik.de

- **Pfizer**

- 48.4 billion USD; 87,000 employees (500 in Berlin)
- focus: cardiovascular diseases, central nervous system, rheumatism & pain therapy, cancer, infectology & HIV, respiratory tracts, metabolic diseases, ophthalmology
- www.pfizer.de

Outstanding Research Institutions

- **German Heart Institute Berlin**
www.dhzb.de
- **German Arthritis Research Center**
www.drfs.de
- **Fraunhofer Institute for Production Facilities and Construction Technology,
Medical Technology Department**
www.ipk.fhg.de
- **Fraunhofer Institute for Reliability and Microintegration**
www.izm.fhg.de
- **Max-Delbrück-Center for Molecular Medicine**
www.mdc-berlin.de
- **PTB – National Metrology Institute
Division of Medical Physics and Metrological Information Technology**
www.ptb.de
- **Robert Koch Institute for Infectious Diseases**
www.rki.de

Hospitals

- **Largest hospitals in Berlin:**

	capacity
▪ Charité – University Medicine Berlin	3,200 Beds
▪ Vivantes Network for Health	5,000 Beds
▪ HELIOS Kliniken GmbH	1,700 Beds

- **Specialist clinics:**

- Unfallkrankenhaus Berlin – one of the largest and most excellent trauma centres in Germany: first fully digitalized hospital in Germany
- Elisabeth Clinic: specialized Laser clinic
- German Heart Center (DHZB): only training center for cardio-technicians in Europe



University Clinics with R&D Charité – University Hospital Berlin

- Oncology
- Neuro-sciences
- Immunology/transplantology/infectology
- Pneumology
- Cardio-vascular diseases/kidneys
- Genetics and genome sciences
- Inflammatory diseases
- Experimental and clinical endocrinology
- www.charite.de

Regional Life Sciences Parks



1 www.cobios-technologiezentrum.de

2 www.bbb-berlin.de

3 www.goin-potsdam.de

4 www.biotechcampus.de

5 www.berlinbiotechpark.de

6 www.tz-teltow.de

7 www.ipw-berlin.de

8 www.wista.de

9 www.bio-luck.de

Universities



- **Humboldt University**

- 1,400 students in life sciences
- Faculties of biology, chemistry and pharmacy
- Charité University Clinics – 8,000 students

www.hu-berlin.de

- **Free University**

- 3,470 students in life sciences
- Faculties of biology, chemistry and pharmacology

www.fu-berlin.de

- **Technical University**

- Institute for Construction, Micro- and Medical Technology

www.tu-berlin.de

- **Potsdam University**

- Institute for Biochemistry, Biology and Nutrition Research

www.uni-potsdam.de

Networks and Initiatives



- **Berlin Center for Medical Technology (TSBmedici)**
www.tsbmedici.de
- **Center for Microsystem Technology (ZEMI)**
www.zemi-berlin.de
- **Network for Integrated Systems in Telemedicine (NEST)**
www.nest-telemedizin.de
- **Competence Network for Optical Technologies in Berlin and Brandenburg (OptecBB)**
www.optecbb.de
- **Imaging Network Berlin (INB)**
www.imaging-netzwerk-berlin.de
- **Cluster of Excellence “NeuroCure”**
www.neurocure.de
- **Competence Centre for Miniaturized Monitoring and Intervention Systems (MOTIV)**
www.motiv-medtech.de

Berlin is your ideal hub:

- Easy access to CEE* markets
- Staff with experience in CEE countries and linguistic knowledge
- Highly qualified industrial and logistical structures

CEE Facts:

- CEE countries have a vast need for medical technology.
- The healthcare sectors standard lies far below Western European standards.
- The CEE market potential relies on 100 Mio. new consumers.
- Germany is already the major supplier within this important market.

*CEE = Central and Eastern Europe

