

ASEBIO, TOGETHER FOR THE FUTURE OF BIOTECHNOLOGY





01.

ABOUT US



VOICE AND REFERENCE FOR THE SPANISH BIOTECHNOLOGY SECTOR

Since the Spanish Bioindustry Association (**AseBio**) was established in 1999, we have been the **voice of the Spanish biotechnology sector**, raising awareness of its contributions to science, the economy and society, while proposing initiatives to maximise its impact for the benefit of the people.

Over these **25 years**, we have facilitated **collaboration** among our members, and between our members and other national and international organisations and administrations, to fuel **growth in the biotech sector** and consolidate its companies and organisations.

Our relationships, our knowledge and our ongoing efforts to provide our members and political and economic decision-makers with **strategic information** have made us the leading organisation in the Spanish and European biotechnology sector, promoting our political, economic and social **influence**.

We **raise awareness** of biotechnology; its potential, its stakeholders and its needs.

Add your organisation's voice to ours and grow with us.



... NATIONAL AND INTERNATIONAL REACH

The biotechnology sector is **global** in its development and **local** in managing its impact. At **AseBio**, we operate on all levels and help you find the best **international partners** (for R&D, funding, exporting, consortia, etc.) and **defend your interests** with Spanish and European administrations (regulatory and fiscal frameworks, grants, public procurement of innovation, etc.).

AseBio offers the perfect framework in which to **steadily expand your national and international contacts** (events, inter-sector gatherings, public-private committees, etc.) and supports you in scouting for deals and solutions that will allow you to achieve your goals on any scale.

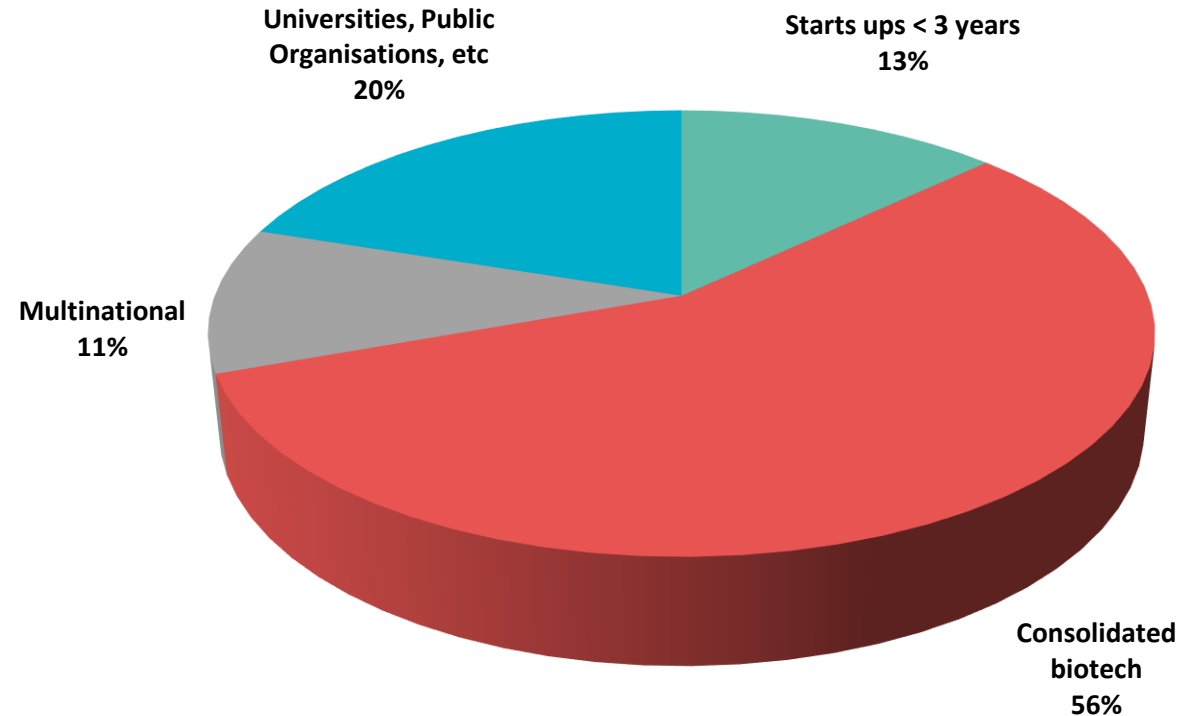
A DIVERSE, PLURALISTIC AND INCLUSIVE ASSOCIATION

With **more than 300 members**, AseBio comprises both **biotechnology companies** in our country and **organisations from the social and science arenas** (research centres, universities, hospitals, foundations, etc.). We bring together **public and private stakeholders in the sector** and encourage collaboration.

Our members are from all dimensions and subsectors of the biotechnology value chain, from laboratory to market.

85% of member companies (biotech, pharmaceutical, food, R&D services, consultancies, etc.) are **SMEs** and we have **special conditions** for start-ups, which are key stakeholders in biotechnology innovation.

% members by type of entities





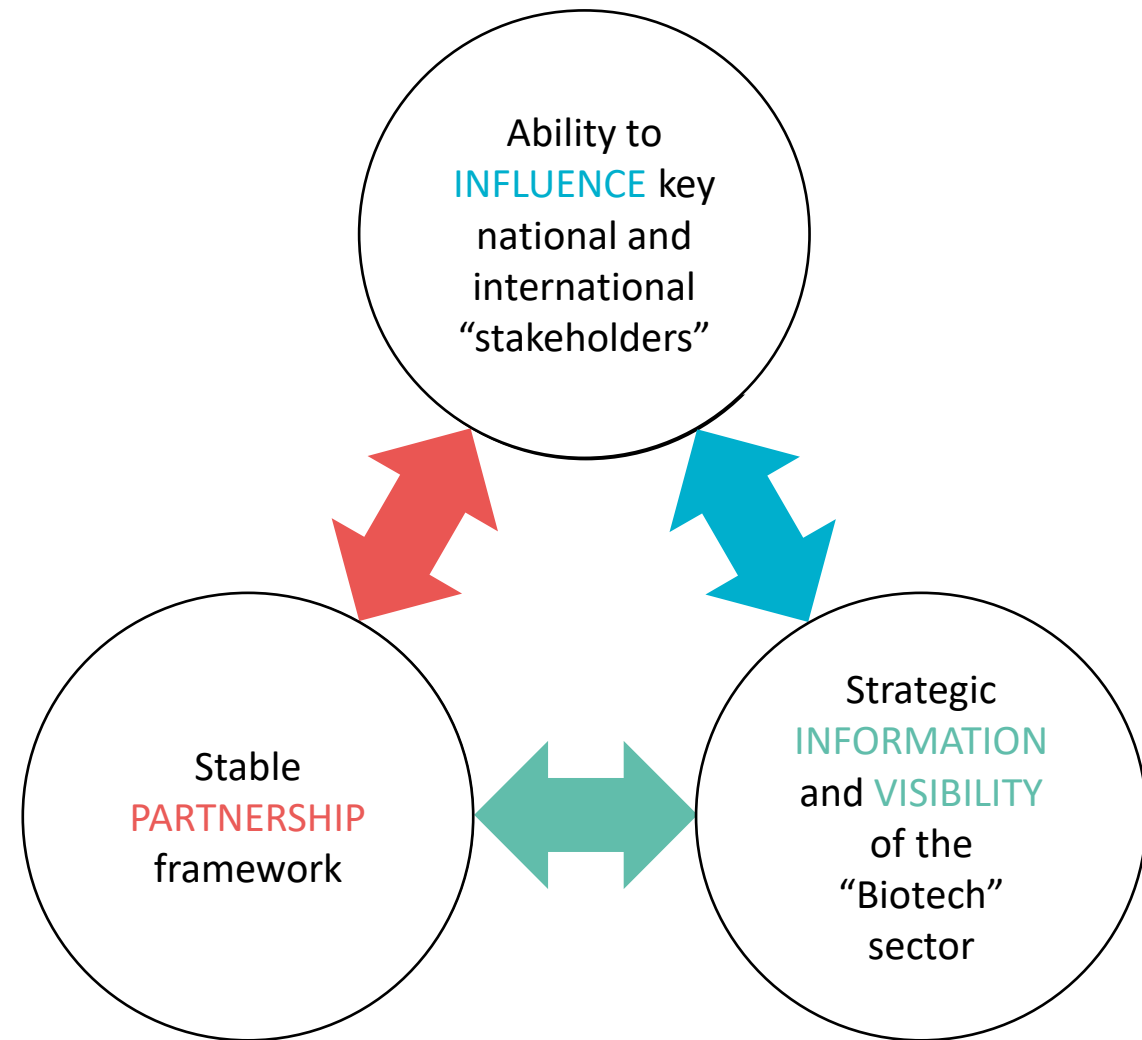
02.

OUR VALUE PROPOSITION

TOGETHER, FOR BIOTECHNOLOGY

AseBio members work together to bring a **value proposition** that allows the sector and society to exploit the full potential of biotechnology to tackle important **social challenges** and make a positive contribution to **economic and social development**.

Our proposal is based on three closely interconnected focal points.



WHAT WE OFFER

INFLUENCE

...for **political and social recognition** of biotechnology, a better **regulatory and financial framework**, and **general, equitable access** to **biotechnology innovation**.

COLLABORATION

...among **AseBio members**, through our **committees and workgroups**, and with **key national and international stakeholders** and **administrations**, to foster growth and innovation through strategic projects.

INFORMATION AND VISIBILITY

The **strategic information** we compile, create and offer our members and stakeholders, and the **visibility** we bring to our members' work and advances in the sector have made us a **benchmark** for knowledge and decision-making.





03.

OUR ACTIVITIES AND ACHIEVEMENTS

BE PART OF THE CHANGE: COMMITTEES AND WG

Committees and workgroups (WG) are our collective intelligence, where AseBio members share their expertise and experience, and draft proposals for changes that we channel to political and economic decision-makers.

Within the framework of our committees and WG, companies large and small and sector organisations, private and public, work together to bring about a more favourable legal and financial framework for biotechnology development and better market and public access to innovation.

Committees and WG are also a great place for networking and collaboration among AseBio members, encouraging the exchange of expertise and experience, giving rise to joint projects, as well as detecting and discussing solutions to the sector's issues.

More about WG members at:

www.asebio.com/sobre-asebio/organizacion/committees.

Healthcare Committee

Sustainability committee

Boost the ecosystem
committee



HEALTHCARE COMMITTEE

GOALS

- To influence regulatory processes that affect the application of biotechnology in healthcare
- To help develop and improve the national health system, promoting access to biotechnological innovation that is compatible with system sustainability
- To raise awareness of the contributions biotechnology makes to help and further recognition as a sector that generates a lot of value added
- To lead collaboration and partnership initiatives with stakeholders in the public and private sectors that foster innovation in healthcare and new technology and public policies that valorise R&D throughout the chain

LEADER: Laura Pellisé (Amgen)

MARKET ACCESS WG

Nati Calvente (Novartis)

PERSONALISED MEDICINE AND ADVANCED DIAGNOSTICS WG

Elena Sánchez (Amadix)

DRUG DISCOVERY WG

Javier Terriente (ZeClinics)

ADVANCED THERAPIES WG

Gurutz Linazasoro (ViveBiotech)

ONE HEALTH, AMR AND EMERGING INFECTIOUS DISEASES WG

Cristina Nadal (MSD)





SUSTAINABILITY COMMITTEE

GOALS

- To promote an appropriate, stable regulatory framework in Spain and Europe that can facilitate the contributions of biotechnology to agrifood production and environmental conservation, and to encourage research and innovation in industrial biotechnology.
- To continue putting various areas of biotechnology like agrifood, blue biotechnology, industrial biotechnology, etc., on the agenda of public institutions and governments, encouraging measures to promote and support the sector.
- To boost visibility and recognition of biotechnology for its contribution to the circular economy and the role it plays in ensuring safe, sustainable, quality nutrition.

LEADER: Adriana Casillas (Tebrio)

SUSTAINABLE AGRICULTURE WG

Jordi Arnalte (Bayer Hispania)

FOOD INNOVATION WG

Bosco Emparanza (MOA Food Tech)

INDUSTRIAL BIOTECHNOLOGY WG

Sofía Garro (Tebrio)





BOOST THE ECOSYSTEM COMMITTEE

GOALS

- To carry out actions to improve funding for R&D.
- To make the most of the potential of artificial intelligence and new technologies in biotechnology.
- To reinforce the positioning of specialised private capital as a key tool for driving the biotechnology sector.
- To work to keep biotechnology in the news.
- To promote the internationalisation of the biotechnology sector.
- To promote strategies to make it easier for our members to attract and manage talent.

LEADER: Carles Domènech (Ability Pharma)

R&D INCENTIVES WG

Sara Secall (Inveready)

ARTIFICIAL INTELLIGENCE AND NEW TECHNOLOGIES WG

Jorge Tello (Savana Medical)

PRIVATE CAPITAL WG

Clara Campàs (Asabys Partners)

COMMUNICATION WG

Laia Simón (Oryzon)

INTERNATIONALISATION WG

Carles Domènech (Ability Pharma)

TALENT AND DIVERSITY WG

Tomas Alarcón (3PBIOVIAN)



COLLECTIVE INTELLIGENCE FOR CHANGE

The reports and studies generated by our committees and WG are the basis of our work to **influence politics, the economy and society**.


- First map of advanced therapies capacities
- Map of biotechnology's capacities in antibiotic resistance
- New digital technologies in the drug discovery process
- R&D incentives observatory
- Study on talent-attraction policies
- Study on remuneration in the biotech sector

MEETINGS AND COLLABORATIONS WITH KEY STAKEHOLDERS TO INFLUENCE

We have regular **meetings and gatherings** with representatives of the **administration**, and with the main **political and economic stakeholders**, private and public, who can influence the development of the biotechnology sector.

We work closely with all sorts of institutions to **address the concerns and needs of science companies** and organisations working in the biotechnology sector. We host joint activities to discuss the latest technological advances and current social, economic and scientific challenges.

We are **the voice of the biotech sector** -of our members- in key decision-making forums.



Rocío Arroyo, President of AseBio and Ion Arocena, CEO of AseBio together with the Secretary of State for Health, **Javier Padilla** at the meeting between the Ministry and AseBio members.

ACHIEVEMENTS IN INFLUENCING POLICY

We put the biotechnology sector's interests at the heart of European and national policies:

43 meetings with political decision-makers (2023)

Taking part in **4** meetings with the Spanish EU President

11 top representatives at AseBio events

Taking part in **+12** consultation processes on Spanish and EU legislation (2023-2024)

Processes and regulations that include proposals from AseBio:

- Ministry of Science and Innovation Deep Tech Strategy (based on AseBio proposal to create a High Commissioner)
- Start-up Law
- Ministerial orders to postpone and split up loan payments for biotech companies
- PERTE for Vanguard Health and Agrifood
- Spain 2050 Strategy
- Reformed Law on Science
- CDTI Innvierte programme
- Terms and conditions of R&D grants CDTI, AEI, Ministry of Industry...

GET FUNDING AND GROW YOUR PROJECT

One of **AseBio**'s strategic priorities is to help our members get access to funding and business development opportunities. To do so:

- We host **events** with investors and **partnering meetings** for companies to promote collaborations.
- We send **advance information** on upcoming **calls for grants** and follow up on and analyse the results.
- We have become an AEI (Agrupación Empresarial Innovadora or **Innovative Business Association**) and accompany our partners so they can **apply for grants** for collaborative projects with SMEs.
- As industrial partners in the **Innovative Healthcare Initiative** (IHI), we allow our members to take part in this huge European public-private consortium (€2.4 billion).
- Through various **European projects**, we facilitate international collaborations for our members.



Impulsamos la biotecnología en España

Hazte socio

Informe AseBio

CONECTAMOS

AseBio cumple 25 años: un cuarto de siglo impulsando el sector biotecnológico en España

Lee la noticia



Moviendo el sector

“Hacemos un llamamiento para realizar un esfuerzo de país que impulse y renueve el compromiso de España con el sector biotecnológico”

ÚLTIMO DOCUMENTO

Iniciativa #VidaALaBiotecnología

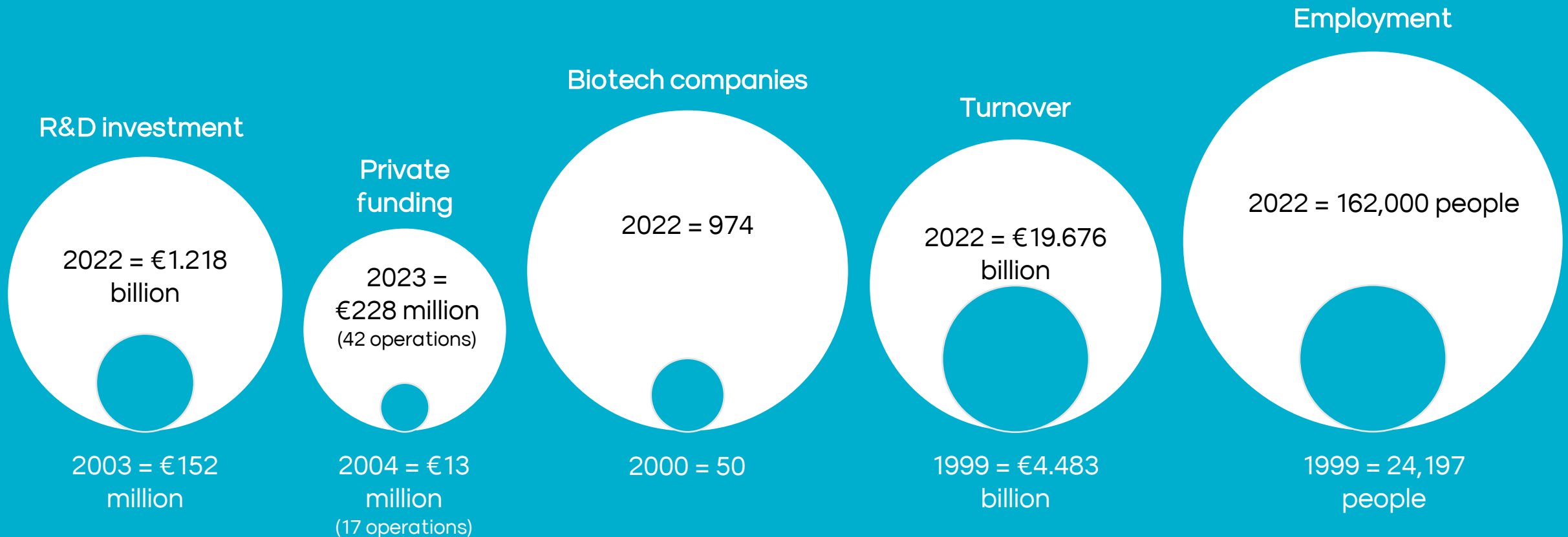
SHOWCASE YOUR CAPACITIES, FIND NEW PARTNERS

Through our website, asebio.com, AseBio offers tools like our **directory** of members, and the biotechnology development **pipelines** for healthcare, agrifood and industry (with over a thousand entries).

These spaces allow you to **showcase your capacities publicly** and, using their robust search engines, **find new partners and collaborators** for your current projects or to set new goals for the future.

BIOTECH SECTOR GROWS WITH ASEBIO

In its 25 years, AseBio has supported the spectacular growth of one of the most vibrant sectors of the Spanish economy. The impact of our contribution can be seen in every dimension. For example: 30% of projects from the State Research Agency's annual call for public-private collaborations are in biotech.



CONNECT WITH THE SECTOR: EVENTS

The **events** we organise at AseBio and the **large international gatherings** of the sector are the perfect place to promote your organisation, raise awareness of your R&D or find partners, clients and funding to drive your projects.

At AseBio, we guide you through every phase of **internationalisation**, offering **exclusive discounts and perks** for members, discussing **sector challenges**, and facilitating **networking and contacts** with key public and private stakeholders globally.



GET PRIORITY AT ASEBIO EVENTS



Organised by AseBio every two years since 2003, BIOSPAIN is the most important biotech event in Spain and one of the most noteworthy in Europe. The 2023 edition was held in Barcelona and welcomed over 2,200 participants.



Main forum for biotechnology investment in the country, bringing together biotechnology companies and innovative projects with national and international investors. More than 70% of participants say they identified investment opportunities.



This forum aims to showcase the opportunities biotechnology can offer as a key tool for the transition towards a more sustainable economic model that is carbon neutral and more eco-friendly, connecting industry, academia, investors and administrations.



WE DRIVE YOUR INTERNATIONALISATION

AseBio works with **ICEX** to promote the **sector internationalisation plan**, channelling grants to join delegations of Spanish companies to benchmark events in the sector (BIO International Convention, BioEurope, BioJapan, etc.).

We also negotiate **discounts and other special conditions** for our members at national and international events focused on the sector, and are always open to proposals from our members.



EVENTS FOR THE SECTOR INTERNATIONALISATION PLAN



EVENTS WITH DISCOUNTS AND PERKS FOR ASEBIO MEMBERS



IMPACT OF THE EVENTS



Barcelona 2023

+2,260 participants
+997 companies
+34 companies
+81 countries
+220 investors
+5,000 one-to-one meetings
+750 licensing opportunities



Donostia-San Sebastián 2024

280 delegates
180 companies
20 countries
+70 investors
21 company pitches
+275 one-to-one meetings



Pamplona 2024

+210 participants
120 organisations
7 countries
+190 one-to-one meetings

- **37** AseBio members took part in international delegations under the ICEX sector internationalisation plan in 2024
- **+50** members take advantage of discounts on events each year

LEARN MORE AND GET IN TOUCH WITH ASEBIO



We send out an exclusive **newsletter** for our members every week, as well as **periodic emails** with **key information** in advance so they can come up with effective business strategies. We compile essential data and draft the annual **AseBio Report**, an international benchmark on the Spanish biotechnology sector.



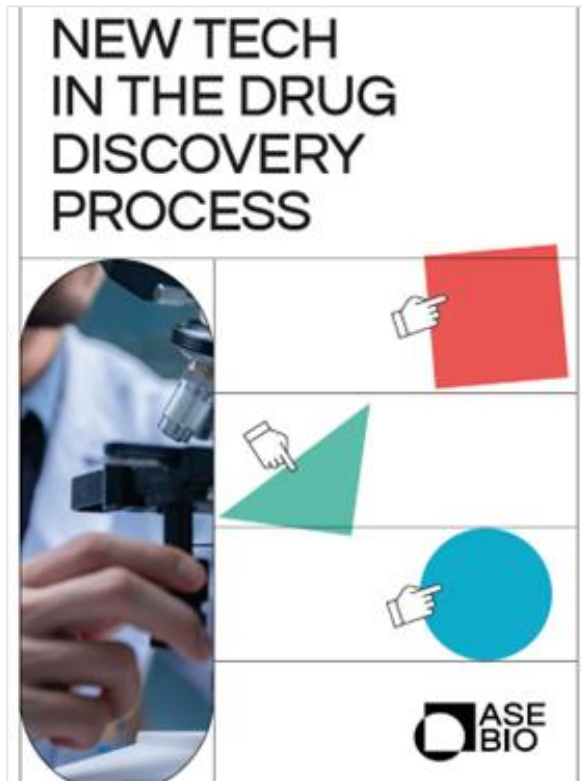
With hundreds of thousands of visits to our website, **asebio.com**, broad engagement on our **social media**, our **Perspectivas** newsletter, the **Voz Biotech** magazine and ongoing presence in the **media**, we **raise awareness** of biotech and our members. We also **support our members** in their **communication** strategies to help boost public knowledge and impact of their projects.



We serve as a **voice** and a **benchmark** for the innovation biotechnology brings to key sectors of society, including healthcare, food and environmental sustainability in all its dimensions (resources, circular economy, etc.). We communicate to **influence and bring about positive change**.



REFERENCE PUBLICATIONS



AseBio regularly publishes **reports and position papers** to promote innovation and knowledge of the sector. The report on new technologies in drug discovery (2023) analyses trends and obstacles to the use of digital tools to discover new drugs.



Published annually since 2007, the **AseBio Report** is an essential reference on the Spanish biotech sector.

Advanced therapies, sustainable agriculture, SDG and biotechnology, and precision medicine are some of the topics of interest AseBio has drafted studies and in-depth analyses on.



WHERE DOES YOUR COMMUNICATION GO?

Website asebio.com → **+180,000** visits each year

LinkedIn → **+29.000** followers

X (Twitter) → **+13.000** followers

Facebook and Instagram → **+2,000** followers on each

+350,000 impressions on all our social media

Perspectivas newsletter → **+1,100** subscribers

+1,200 annual impacts in the media (valued at +€9 million)

PROMOTE TALENT IN YOUR ORGANISATION

Jobs board

Human capital is the most prized resource in the biotech sector and AseBio helps our members find the talent they need to grow, with services such as our **jobs board** and **work-experience** agreements with universities.

Sector studies

We **analyse talent-attraction policies and compensation trends in the sector** and propose measures to make it more attractive and competitive. We work to make sure you have the talent you need today and tomorrow.

Training

Our **training plan**, exclusively for AseBio members, allows you to offer courses for your employees on topics of great interest to the sector: use of AI, cybersecurity, market access, communication, taxes, labour reforms, etc.





04.

A CUSTOMISED PROPOSAL

JOIN ASEBIO AND MOVE BIOTECHNOLOGY

No matter what your organisation is like, there's a place for you at AseBio. **Our fees adapt to your circumstances** and are calculated based on:

- Type of organisation (company, research centre, etc.)
- Seniority
- Yearly turnover and own funds (previous year)

And we offer special conditions for start-ups (< 3 years) so they can benefit from belonging to the biggest association in Spanish biotechnology while they consolidate their project.



CONTACT

Álvaro Ferrer

aferrer@asebio.com

Tel: +34 912 10 93 10

Head of Member Relations



Thank you very much!