

**A USERS' GUIDE FOR SMES IN THE  
BIOTECHNOLOGY FIELD**

May 1999

# PREFACE

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In the present emerging global market, new technological advance represents one of the main ways to guarantee EU competitiveness. This is why new technologies constitute a key for our future economic development. Among those, information technologies and biotechnology probably present the biggest opportunities.

Modern biotechnology is one of these key emerging technologies which Europe must harness successfully to sustain economic growth and competitiveness. Today, biotechnology related sectors employ between 300,000 and 400,000 people in 1995. In 2005, this could rise to as much as 3,000,000<sup>1</sup>.

The emergence of new technologies is presenting challenges to both industry and the public sector. Some of these technologies have far reaching implications for a large number of industrial sectors, creating wealth and employment, resulting in the increased competitiveness of Europe's economy.

Modern biotechnology in its many guises has developed pharmaceutical products which are viewed as medical milestones. The direct benefits for human beings are without precedence. Human insulin (against diabetes), Interferon (against cancer) and EPO (erythropoietin, against blood deficiencies) are amongst the most famous. Biotechnology doesn't, however, only encompass health care and diagnostics. For example, food products with higher nutritional values and longer shelf lives as well as dietary and hypo-allergenic products are now being developed. For example, a strain of rice is now being developed which those with gluten allergies could consume. Furthermore, the application of modern biotechnological techniques will have environmental implications: pollution from industry, households and agriculture can indeed be significantly reduced.

A strong European research base is vital to the continued success of this fledgling, innovative industry. However, the ability to commercially exploit research in this area is also of prime importance. Europe has made important progress in recent years, but still lags behind the USA in most indicators of economic performance. Unless substantial steps are taken now by those actors involved (industry, venture-capital firms, public authorities, and academia) the gap will only continue to widen in the short, medium and long term. In this, the role of SMEs is of crucial importance, especially because biotechnology firms, by their nature, are often start-ups where new products are developed. Therefore, it is up to public authorities and venture-capitalists, at both the

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<sup>1</sup> Europabio – '*Benchmarking the Competitiveness of Biotechnology in Europe*'. (June, 1997)

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national and European level to help engender a more conducive external business environment for SMEs to succeed and grow.

With this in mind, DG III has decided to launch the first edition of this Users' Guide to encourage industrial operators to make the most of this irreversible trend in our societies, fully aware that opportunities inherent in the field of modern biotechnology are immense both in economic and social terms and that SMEs have a unique and important role to play in this area.

This Users' guide on biotechnology for small and medium-sized enterprises (SMEs) aims at providing the industry with practical views on the responsible authorities (Member States and European Union) and on the funding (Venture-Capital, 5<sup>th</sup> Framework Programme, etc.) available in this area.

The European Commission's role here is, therefore, to identify, for the European SMEs, both the European/National programmes and the actors (both private and public, at national and European level) who can enhance the global transfer of information and expertise to SMEs, helping them to secure a business environment which will grow into the next century, creating jobs and improving the environment in which we live.

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## INTRODUCTION

This Users' Guide for small and medium sized enterprises (SMEs)<sup>2</sup> in the biotechnology field<sup>3</sup> is based upon a number of key factors, which have been highlighted in the Commission's Green Paper on Innovation<sup>4</sup>.

- The identification of the biotechnology sector as one of dynamic growth and importance for Europe.
- The importance of innovative SMEs within the sector.
- The difficulties which technologically innovative SMEs face in obtaining suitable venture capital.
- A lack of awareness amongst many SMEs as to the supportive EU and national programmes aimed at assisting SMEs.
- Competition from the USA, where conditions for the development of the biotechnology sector are particularly favourable.

The objective therefore of this Users' Guide is to provide SMEs with an easy to understand and yet comprehensive guide which:

- Identifies and explains the various European and national programmes which can be of significant assistance to SMEs in the biotechnology field.
- Identifies and explains sources of funding - both in the programmes and from commercial sources.
- Provides a comprehensive and detailed listing of competent authorities, useful contacts, trade associations etc.

As such, this guide can be seen as a contribution to the implementation of the Commission's First Action Plan for innovation in Europe.

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<sup>2</sup> As defined in commission Recommendation 96/280/EC of 3 April 1996 *Concerning the Definition of Small and Medium Sized Enterprises* as published in OJ/L/107/4 of 30/04 97.

<sup>3</sup> Biotechnology is taken to be '*The integration of natural sciences and engineering in order to achieve the application of organisms, cells, parts thereof and molecular analogues for products and services.*' - European Federation of Biotechnology Yearbook 1989.

<sup>4</sup> COM (95) 688 final.

## **1. SECTION 1: EUROPEAN PROGRAMMES**

### **1.1. Introduction and Purpose**

For SMEs involved in biotechnology, substantial assistance can be obtained via several European programmes<sup>5</sup>. Whilst this assistance predominantly takes the form of funding, it also covers important areas such as facilitating transnational partnerships, promoting scientific exchanges, sponsoring research and improving technology transfer.

Most of the major European schemes are set up within multi-annual Framework Programmes. In the beginning of 1999, the Fifth Framework Programme has been launched, which follows the 1994-1998 Fourth Framework Programme. Therefore, this Guide provides a short summary of the activities under the Fourth Framework Programme and a detailed listing of the schemes currently available under the Fifth Framework Programme. All programmes have the common aim of improving the scientific and technical base of the European Community's businesses to enable them to compete more effectively in the global market. The programmes also exist as extensions of national initiatives, complementing and enhancing the work being done in the Member States.

They seek to address three major weaknesses perceived to be present in Europe, when compared to its competitors:

- A low level of investment in R&D.
- A lack of co-ordination between the various levels of R&D activities, programmes and strategies.
- A limited capacity to transfer scientific and technical knowledge through to industry and commerce.

Finally, it should be noted that the application procedures, rules, eligibility and criteria can vary significantly within each programme. It is also important to note that, in the majority of cases, these programmes are operated via intermediaries in the Member States. That is, either national governments, local authorities, other public bodies, banks or Venture Capital companies. Their assistance should be sought in formulating an application proposal<sup>6</sup>.

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<sup>5</sup> A comprehensive listing of EU Commission Directorates General with an involvement in Biotechnology and the SME sector is given in Section 4.

<sup>6</sup> See Sections 1 and 2.

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## 1.2. The Fourth Framework Programme 1994 - 1998<sup>7</sup>

The Fourth Framework Programme has been running from 1994 to 1998. The European Union allocated an overall budget of ECU 13,100 million, which was increased by ECU 115 million in September 1997.

The Fourth Framework Programme in the field of biotechnology has brought together universities, research centres and private companies to support research of the highest quality, paying particular attention to projects, which have a direct impact on competitiveness and quality of life. Abstracts of funded projects are available via the CORDIS database and the information contact persons in DGXII-B (see Section 4).

## 1.3. The Fifth Framework Programme 1998 - 2002

### 1.3.1. Introduction

1998 - 2002 will be a period of rapid change for Europe as several crucial decisions and changes are implemented. For example, the move to a single currency, the opening of accession negotiations, reform of the structural funds and the Common Agricultural Policy. In response to this scenario, the **Fifth Framework Programme**<sup>8</sup> has a degree of flexibility, leaving scope for new themes to be introduced. It also has speedier procedures and simplified access to programmes. This will improve the implementation of the programmes and attract greater participation from the Member States. The new framework, as explained in 1.3.2 will also be much more user friendly for SMEs - providing easier access to RTD and associated finance.

Several changes from the previous programmes have been made, including a more consolidated approach to research efforts, incorporating new topics and changing the whole organisation of European research. These changes should encourage better support for the creation of new ideas that address the realities of society's demands and reinforce links with organisations, which can enhance the exploitation of European research results.

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<sup>7</sup> The final year of the Fourth Framework Programme is overlapping with the first year of the Fifth Framework Programme.

<sup>8</sup> European Parliament and Council Decision No 1999/182/EC of 22 December 1998 concerning the Fifth Framework Programme of the European Community for research, technological development and demonstration activities (1999-2002)

### *1.3.2. Structure of the Fifth Framework Programme*

The seven specific programmes within the Fifth Framework include four Thematic Programmes which reflect the Framework's main research priorities:

1. Quality of life and management of living resources.
2. A user-friendly information society.
3. Competitive and sustainable growth.
4. Energy, environment and sustainable development.

And three horizontal programmes:

1. Confirming the international role of Community research.
2. Promotion of innovation and encouragement of participation of SMEs.
3. Improving human research potential and the socio-economic knowledge base.

The horizontal programmes are comprised of specific activities which are linked to their objectives. These activities ensure coherence in their equivalent activities carried out under the thematic programmes.

The second horizontal programme is concerned with innovation and the participation of SMEs, allowing easier access to research activities and their results. It also aims to develop technology transfer mechanisms. Easier access to finance for innovation will also be addressed especially to encourage the participation of SMEs.

### *1.3.3. Implementation of the Fifth Framework Programme*

The Fifth Framework Programme will be more selective about which research topics are awarded funding so as to ensure a greater and more effective concentration of resources. It will also be more transparent with greater co-ordination and exchange of information between the Commission and national/regional levels. This will help engender a more rapid response time in pressurised or emergency situations. Thus, this process will allow for the unexpected and will improve the social impact of research activities.

### *1.3.4. Proposed Budget for the Fifth Framework Programme*

A budget of 13,700 million Euro has been agreed for the implementation of the European Community section of the Fifth Framework Programme. Combined with the 1,260 million Euro allocated to the Euratom programme, this brings the global budget for research during 1999-2002 to 14,960 million Euro. (This represents an increase, in absolute terms of 4,61% compared to the Fourth Framework Programme.)

**TABLE 1.3 PROPOSED BUDGET FOR FIFTH FRAMEWORK PROGRAMME FOR RTD ACTIVITIES<sup>9</sup>**

<b>Indirect actions</b>	<b>Million euro (Current Prices)</b>
• First activity (Thematic programmes)	
Quality of life and management of living resources	2,413
User-friendly information society	3,600
Competitive and sustainable growth	2,705
Energy, environment and sustainable development	
- Environment and sustainable development	1,083
- Energy	1,042
• Second activity (- <i>Horizontal programme</i> )	
Confirming the international role of Community research	475
• Third activity(- <i>Horizontal programme</i> )	
Promotion of innovation and encouragement of SME participation	363
• Fourth activity(- <i>Horizontal programme</i> )	
Improving human research potential and the socio-economic knowledge base	1,280
<b>Direct actions</b>	
Joint Research Centre (JRC)	739
<b>MAXIMUM OVERALL AMOUNT</b>	<b>13,700</b>

For more information, click <http://www.cordis.lu/fp5/src/budget.htm>

### *1.3.5. The Structure of the Thematic Programme “Quality of Life and Management of Living Resources”*

The programme is primarily built around **six specific key actions** that are goal-oriented and problem solving. The key actions are targeted at identifiable socio-economic and market needs, such as improving quality and safety of food; controlling infectious diseases; harnessing the power of the cell; health and environment; sustainable agriculture, forestry and fisheries, integrated rural development, sustainable development; and promoting healthy ageing. A unique feature of key actions is their response to Community policy objectives, in areas like agriculture and fisheries, industry, consumer protection, environment and health.

In addition, the **generic activities** of the programme aim to build up through RTD the knowledge base in identified areas of strategic importance for the future, in relation to chronic and degenerative diseases, genomes,

<sup>9</sup> Excluding money going to the Euratom Framework Programme.

neurosciences, public health, persons with disabilities, and ethical and socio-economic issues surrounding the life sciences. Support for research **infrastructures**, dissemination and exploitation of results, training and an increased role for SMEs, and entrepreneurship are also an integral part of the programme.

**The following represents a short overview of the programme structure and contents. More detailed information can be found in the Workprogramme<sup>10</sup>.**

**Six key actions:**

**1. Food, Nutrition and Health**

To improve the health of European citizens by providing safe, healthy and varied food products. RTD priorities include the development of safe and flexible manufacturing processes and technologies, the detection and elimination of infectious and toxic agents throughout the food chain, and gaining a more profound understanding of the role of food in promoting and sustaining health.

**2. Control of Infectious Diseases**

To combat established, emerging or re-emerging infectious diseases, linked to old, new or mutated infectious agents in humans or animals. RTD priorities include vaccine development; strategies to identify and control infectious diseases; and aspects of public health and care delivery systems.

**3. The "Cell Factory"**

To help the Community's enterprises exploit the advances made in life sciences and technology, particularly in the fields of health, environment, agriculture, agro-industries and high value-added products. RTD priorities include developing innovative health-related processes and products; energy-efficient bioremediation and waste biotreatment processes; and new biological processes from cell factories.

**4. Environment and Health**

To tackle environmentally related health issues. RTD priorities include diseases and allergies related to or influenced by the environment; risk assessment and risk management processes to reduce causes and harmful environmental health effects.

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<sup>10</sup> A copy of the workprogramme can be requested from the general contact point given in Appendix 4 or from LIFE@dg12.cec.be.

## **5. Sustainable Agriculture, Fisheries and Forestry, and Integrated Development of Rural Areas including Mountain Areas**

To implement innovative approaches to production and exploitation and to improve the quality of life, RTD should concentrate on: *Competitiveness and its direct implications for employment in rural and coastal areas*, especially in light of the need to adapt to the evolution of the Common Agricultural and Fisheries Policies, to the evolving world trade situation and globalisation of the markets, to E.U. enlargement and to the limited availability of natural resources; *Reduction of the vulnerability of the relevant sectors* through the diversification of production, taking full advantage of Europe's proven technological skills to develop new products and services from natural resources; *Response to societal demands* for sound environmental practices, sustainable use of renewable resources and for products complying with consumer health and environmental requirements.

## **6. The Ageing Population and Disabilities**

To promote an improved quality of life and to raise awareness of the factors contributing to healthy ageing and independence in old age. RTD priorities include age-related illnesses and health problems to prevent, treat or delay onset; determinants of healthy ageing and the mechanisms leading to disability; demographic and epidemiological research on ageing and disability trends; delaying the onset of disability and improving the social and physical environment of older persons; delivery and financing of health and social care services to older persons.

### **Research and Technological Development Activities of a Generic Nature**

In contrast to the mission-oriented and problem-solving key actions, which place the emphasis on the linkage between discovery and exploitation, RTD activities of a generic nature aim to build up the knowledge base in chosen areas of strategic importance, and to explore related ethical and socio-economic issues. Interaction between research laboratories and industry will be promoted. The networking of projects involving core centres and associated laboratories will be encouraged in order to create a critical mass, to promote interactions between basic and applied research and to ensure maximum transfer of knowledge to and from industry and undertakings.

The generic research activities are:

## **7. Chronic and Degenerative Diseases, Cancer, Diabetes, Cardiovascular Diseases and rare Diseases**

## **8. Research into Genomes and Diseases of Genetic Origin**

## **9. Neurosciences**

## **10. Public-health and Health-services Research (including drug-related problems)**



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**11. Research relating to Persons with Disabilities****12. Biomedical Ethics and Bioethics in the context of Respect for Fundamental Human Values****13. Socio-economic Aspects of Life Sciences and Technologies****14. Support for Research Infrastructures**

## Support for Research Infrastructures

This action will concentrate on creating **thematic networks** in the various fields of research as a means of stimulating infrastructure operators to co-operate and pool resources among themselves, as well as with users of the infrastructure. In addition, it will support **RTD projects**, on developments that could be of widespread significance for enhancing infrastructure provision, in the following fields: biological information resources; biological collections; pre-clinical research facilities; clinical research facilities; facilities for aquaculture and fishery research. It should be noted that this action will not provide support for the construction and operation of research infrastructures, or for the collection of data. The latter activities will be addressed through an open call.

*1.3.6. Specific SME Measures*

In addition to their shared cost, collaborative research projects, such as R&D, demonstration or combined projects, the thematic programmes, in co-operation with the horizontal programme on "Promotion of innovation and encouragement of SME participation", offers specific measures to encourage participation of SMEs in the framework programme. These are:

**SME co-operative research projects (CRAFT)<sup>11</sup>**

Co-operative Research Projects (CRAFT) is a specific measure for small and medium sized enterprises (SME). It allows SMEs with similar technical problems but insufficient research means to engage third parties for carrying out research on their behalf. The third parties, called "RTD Performers" can be Academic Institutions, Companies or Research Organisations.

And

**SME exploratory awards**

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<sup>11</sup> Detailed information on the specific conditions applying to CRAFT and Exploratory Awards (SME eligibility conditions, evaluation criteria, and special contractual conditions) should be obtained through the Information Package for "SME Specific Measures", to be obtained through the SME helpdesk (tel: +32-2-295-7175; FAX: +32-2-295-7110; e-mail:sme-helpdesk@dg12.cec.be; website: <http://www.cordis.lu/sme>)

Exploratory awards are granted to SMEs to cover part of the costs of preparing a Step 2 proposal, i.e. a proposal for a future shared cost action (e.g. CRAFT, research, demonstration or combined project).

#### **1.4. Additional Programmes and Initiatives outside the Framework Programmes, relevant to SMEs within the Biotechnology Sector**

##### *1.4.1. SMEAP 3C (1997 - 2000)*

The Third Multi-annual SME Programme (*SMEAP 3C 1997-2000*) fits within the framework of the Integrated Programme<sup>12</sup>. This Third Programme, therefore, provides the legal and budgetary basis for the Community's specific SME policy actions. As such, it forms part of the Commission's Confidence Pact on Employment<sup>13</sup> and provides for concrete actions which help to exploit SMEs full potential for job creation. For example, helping to increase the number of SMEs participating in the Internal Market and promoting their internationalisation. The third Multi-annual SME Programme will produce a huge multiplier effect throughout the Union as a whole.

The budget allocated is approximately Euro 127 million. The programme exists to help ensure better information transfer to SMEs, to internationalise and stimulate competitiveness, to enhance access to research, enhancing innovation and training. It also aims to promote an entrepreneurial spirit within SMEs. Finally, the programme exists to enhance the Communities knowledge of the needs of SMEs, thus improving its own policies towards SMEs.

Through the scheme the Commission also aims to improve the financial environment for enterprises by:

- support for the development of mutual guarantee schemes, in particular through the European Association of Mutual Guarantee Schemes<sup>14</sup>
- encouraging the growth of EASDAQ<sup>15</sup>

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<sup>12</sup> The Integrated Programme sets out the overall framework of Community Enterprise Policy and was adopted by the Commission on 3 June 1994 (COM (94) 207 final of 3.6.1994). The third Multi-annual SME programme (1997-2000) was adopted by Decision of the Council of 9 December 1996 (OJL 6 of 10 January 1997, page 25).

<sup>13</sup> This Pact was the result of a report presented by the Commission to the Madrid European Council in 1995, calling for a more ambitious policy in favour of SMEs (CSE(95) 2087). The conclusions of the Madrid Council endorse the approach outlined in the report and the Commission was encouraged to put the main objectives behind the report, into practice as soon as possible. This four year programme was subsequently announced by the Commission as part of the 'European Confidence Pact on Employment'.

<sup>14</sup> See Section 2.8.

- improving access to private Venture Capital.

SMEs can also benefit from SMEAP 3C through:

**Euro Info Centres:** This network comprises 232 Euro Info Centres (ECIs) in the European Union and 20 Correspondence Centres (EICCs) which provide information and advice to businesses on Community legislation and programmes. These also act as 'First Stop Shops', directing SMEs requests to the most appropriate source, including other Community networks. 37 centres particularly interested in the field of R&D and technology are members of the EIC R&D group.<sup>16</sup>

**Co-operation Networks (BC-Net and BRE Net)<sup>17</sup>:** These networks help businesses develop transnational financial, commercial or technical partnerships with other SMEs.

**Europartenariat:** SMEs are able to utilise business fairs held twice a year under the auspices of this programme. These fairs are always held in regions in receipt of Structural Fund assistance. The objective is to provide a meeting place for SMEs and other businesses to foster transnational actions.

**Enterprise<sup>18</sup>:** Is based on the successful formula of the *Europartenariat programme* to back local, regional and national initiatives. Again it's objective is to stimulate contacts between business managers and encourage co-operation between SMEs. At least three different Member States must be involved.

<b>Run by</b>	<b>DGXXIII</b>
<b>Funding</b>	<b>Euro 127 million</b>
<b>Contact</b>	<b>Mario Bellardinelli DGXXIII/B</b>
<b>Fax</b>	<b>+32-2-296-4332</b>

#### 1.4.2. COST

European Co-operation in the Field of Scientific and Technological Research (COST), provides a flexible framework for co-ordinating nationally funded research projects. The framework encourages co-operation between industry, including SMEs, scientific institutes, universities and national

<sup>15</sup> See Section 2.5.1

<sup>16</sup> Contact details for EICs and EICCS can be found in Section 3.

<sup>17</sup> See Section 1.4.8.

<sup>18</sup> Initiative to Encourage Partnership among Industries and/or services in Europe. See Section 1.4.9.

research centres. It works mainly in the area of non-competitive research and that of public utility.

COST operates in the Member States as well as Iceland, Norway, Switzerland, the Czech Republic, Slovakia, Hungary, Poland, Romania, Estonia, Slovenia, Croatia, Malta and Turkey. Its activities cover a wide spectrum including, biotechnology, food technology, agriculture and medical research.

<b>Run by</b>	<b>DGXII</b>
<b>Contact</b>	<b>COST Secretariat DGXII/B</b>
<b>Fax</b>	<b>+32-2-2964289</b>
<b>email</b>	<a href="mailto:dominique.wislez@dg12.cec.be">dominique.wislez@dg12.cec.be</a>

#### 1.4.3. EUREKA

EUREKA is a scheme which promotes collaboration amongst European companies and research institutes involved in advanced technology projects. It is aimed at facilitating industry led, market driven, collaborative projects in all sectors of technology with the objective of introducing new products, processes and services with world market relevance.

The Medical and Biotechnology fields cover among others:

- medical technologies
- agro-biotechnology
- food processing
- genetic engineering of plants
- biotechnology processes
- animal breeding.

In order to qualify for EUREKA label, projects must comply with EUREKA objectives, involve more than one European country, demonstrate benefits, use advance technologies, have a market orientation and have appropriately qualified participants with adequate financial commitment including public funding.

Umbrella initiatives act as focal points for analysis and generation of innovative project ideas.

For SMEs, the initial point of contact with Eureka is through National Project Co-ordinators (NPC). Their task is to provide information for proposing and launching projects. They will also assist in finding transnational partners for project proposals.

Any SME wishing to launch a Eureka project must go through six steps. These are:

- Find a partner using existing contacts, NPC or the Eureka database.
- Develop and propose the project using forms obtained from the NPC.
- Submit the project to the NPC for their evaluation and approval.
- Once the project is approved, seek public funding.
- Gain endorsement from the High Level Group (HLG) as to the Eureka status of the project
- The endorsed project is announced by Ministerial Conference.

SMEs may also join an existing project as a new partner. This process involves five steps:

- Identify an existing suitable project via NPC or Eureka database.
- Contact the main partner and begin negotiations for joining the project.
- Define participation, roles and formalise an agreement.
- Obtain the support of the involved NPCs.
- Notify the High Level Group (HLG) and update database.

The Secretariat is based in Brussels.

<b>Contact</b>	<b>Mrs Ilona Vass</b>
<b>Address</b>	<b>EUREKA Secretariat, Rue Neerveld 107, B-1200 Brussels</b>
<b>Tel.</b>	<b>+32-2-7770950</b>
<b>Fax</b>	<b>+32-2-7707495</b>

#### *1.4.4. Industrial Platforms*

SMEs wanting to move products from bench trials to a market launch will find participation in a platform helpful. The purpose of creating Industrial Platforms is to facilitate and speed up the transfer process.

Industrial Platforms are technology driven industrial groupings established on the initiative of industry around specific areas or projects of the Biotechnology EC programme. The main objective of Industrial Platforms is to maximise the technology transfer from academia to the industrial sector.

Industrial Platforms are open to any European company interested, irrespective of their participation in a particular project. Industrial platforms are not only recipients of the results stemming from the Community's Biotechnology projects. They often provide contractors and Commission services with expert advice on industry relevant topics.

Table 1.4 lists the Industrial Platforms currently running<sup>19</sup>.

**Table 1.4 Industrial Platforms**

<b>Industrial Platforms</b>
ACTIP – Animal Cell Technology Industrial Platform
BACIP – Bacillus subtilis Genome Industrial Platform
BBP – Biotechnology for Biodiversity Platform
FAIP – Farm Animal Industrial Platform
HAE 2000 – Healthy Aging Europe
IPM – Industry Platform for Microbiology
IVTIP – In Vitro Testing Industrial Platform
LABIP – Lactic Acid Bacteria Industrial Platform
PIP – Plant Industry Platform
SBIP – Structural Biology Industrial Platform
TEP – Tissue Engineering Platform
YIP – Yeast Industry Platform

The Commission contact is:

<b>Contact</b>	Mr Stéphane Hogan
<b>Address</b>	DG XII-B
<b>Tel.</b>	+32 2 296 29 65
<b>Fax</b>	+32 2 299 18 60
<b>Email:</b>	<a href="mailto:Stephane.Hogan@dg12.cec.be">Stephane.Hogan@dg12.cec.be</a>

#### *1.4.5. Biotechnology and Finance Forum*

The Commission Biotechnology programme under the Fourth Framework Programme (1994-1998) and the European Association of Securities Dealers (EASD) have set up an ongoing “Biotechnology and Finance” forum. This forum should allow the development of links between the scientific, industrial researchers, biotech companies, etc. and the financial communities

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<sup>19</sup> Appendix 6. provides a list of contacts for each Industrial Platform.

(investors, etc.), thereby promoting the creation and development of biotechnology companies in Europe.

Under the umbrella of the Biotechnology and Finance forum, the Commission is willing to encourage the networking of key players in biotechnology entrepreneurial initiatives in order to develop interactions and contacts (such as through the first conference entitled, "Promoting Biotechnology Entrepreneurial Initiatives" on 12-14 May 1998). The second conference has taken place in Lyon on the 26<sup>th</sup> to the 29<sup>th</sup> of March 1999.

The Commission contact is:

<b>Contact</b>	Dr. P. de Taxis du Poët
<b>Address</b>	DG XII-B
<b>Tel.</b>	+32 2 295 40 43
<b>Fax.</b>	+32 2 299 18 60
<b>Email:</b>	<a href="mailto:Philippe.de-Taxis-du-Poet@dg12.cec.be">Philippe.de-Taxis-du-Poet@dg12.cec.be</a>

The EASD contact is:

<b>Contact</b>	Ms A-M Lamodièrre
<b>Address</b>	56, rue des Colonies, box 15, Brussels, B-1000
<b>Tel.</b>	+32 2 223 03 07
<b>Fax.</b>	+32 2 227 65 24
<b>Email:</b>	<a href="mailto:Easd@easd.com">Easd@easd.com</a>

#### *1.4.6. European Biotechnology Node for Interaction with China (EBNIC)*

EBNIC was set up with support from INCO-DC to facilitate collaboration between European and Chinese biotechnologists from both academia and industry. Its activities aim at increasing direct contact between scientists on both sides, and include the organisation of workshops, the extension of visits, the setting up of databases to help with the identification of potential collaborators, and the maintenance of a website (<http://www.ebnic.org>).

#### *1.4.7. Promotion, Co-operation and Information for SMEs*

The specific interest of SMEs are overseen by Directorate General XXIII, *Enterprise Policy, Distributive Trades, Tourism and Co-operatives*, and this DG runs an active programme for SMEs.

A total of Euro 112.2 million was allocated to the action programme for Promotion, Co-operation and Information, 1993-1999<sup>20</sup>. The existence of the European Economic Interest Grouping (EEIG), which is the legal instrument for co-operation, reinforces the Union's action in the field of partnership. A Grouping acquires full legal status when its registration is published in the Official Journal of the European Communities. It has rights in all Member States encompassing industrial property rights, contracts, legal proceedings and property.

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#### *1.4.8. Co-operation Networks: BRE (Bureau de Rapprochement des Entreprises) and BC Net (Business Co-operation Network)*

These networks are formed by public and private institutions and are present in EU and non-EU countries (BC-NET in 40 countries, BRE in 75). They help businesses develop transnational financial, commercial or technical partnerships with other SMEs.

SMEs looking for a partner, whether in their own region or country or internationally, can benefit from the services provided by members of the BC-NET or BRE networks.

Members to these networks give advice and distribute information on business co-operation (BRE) and provide value-added business consultancy services (BC-NET). These networks cover all sectors of economic activity and all possible types of co-operation or partnership.

The way in which an SME may find a partner is the following: after contact is established with a network member, the latter advises the SME on how to present its co-operation offer/search. The data is then introduced into a database to which members of both networks are connected on-line. Information provided by BRE correspondents is always of a non-confidential nature, whilst BC-NET members may work with confidential data.

Membership of BRE is free, whilst for BC-NET a €1,000 annual fee must be paid. Consequently, the information provided by BRE correspondents must be provided free, whilst BC-NET members can charge their clients for their services.

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<sup>20</sup> 'The Multi-annual Programme of Community measures to intensify the priority areas and ensure the continuity and consolidation of policy for enterprise, in particular SMEs in the Community' (COM (93) 1801 23/04/93 p2)



For more information on the BC-NET/BRE networks, please contact DG XXIII of the European Commission:

<b>Contact Name:</b>	BRE Help Desk
<b>Address</b>	European Commission, Directorate General XXIII - B2 Rue de la Loi 200, - G-1 1/114, B-1049 Brussels
<b>Tel.</b>	+32 2 295 91 17
<b>Fax</b>	+32 2 296 42 71
<b>Email:</b>	<a href="mailto:bre-helpdesk@dg23.cec.be">bre-helpdesk@dg23.cec.be</a>

<b>Contact Name:</b>	BC-NET Help Desk
<b>Address</b>	European Commission, Directorate General XXIII - B2 Rue de la Loi 200, - G-1 1/105, B-1049 Brussels
<b>Tel.</b>	+32 2 296 28 08
<b>Fax</b>	+32 2 296 25 72
<b>Email:</b>	<a href="mailto:Bcnet-helpdesk@dg23.cec.be">Bcnet-helpdesk@dg23.cec.be</a>

#### 1.4.9. *Europartenariat and Interprise*

**EUROPARTENARIAT:** SMEs are able to attend business events held twice a year under this programme. These events are always held in regions in receipt of Structural Fund assistance. The objective is to provide a meeting place for SMEs and other businesses to foster transnational actions. On average, around 2.000 SMEs participate per event. Biotechnology is often one of the sectors covered.

**INTERPRISE:** These events are based on the successful formula of the Europartenariat programme to back local, regional and national initiatives. Again the objective is to stimulate contacts between business managers and encourage co-operation between SMEs. At least three different Member States must be involved. The events, of which around 30 are organised per year, are of a relatively smaller size (100 – 150 SMEs). The event focuses on specific sectors, and a number of these include biotechnology.

A grant to support the costs of initiatives under Interprise may be obtained from the Commission, with a maximum of €60.000. For further information on the two partnership instruments above, please contact:

<b>Address</b>	European Commission, Directorate General XXIII - B2 Rue de la Loi 200, - G-1 1/005, B-1049 Brussels
<b>Tel.</b>	+32 2 296 50 03
<b>Fax</b>	+32 2 296 29 04

## **1.5. The European Regional Development Fund and the European Social Fund**

### *1.5.1. Introduction*

One of the principal aims of the European Union is to ensure that there is a reduction in economic disparities between the different regions of Europe. Greater economic and social cohesion is encouraged by channelling financial assistance and resources to the disadvantaged regions of Europe through a series of inter-related funds known as the Structural Funds. The Structural Funds consist of the European Regional Development Fund (ERDF), the European Social Fund (ESF), the European Agricultural Guidance and Guarantee Fund (EAGGF) and the Financial Instrument for Fisheries Guidance (FIFG). Assistance is also provided through the European Investment Bank<sup>21</sup> and a number of additional financial instruments including the new Cohesion Fund for the most disadvantaged member countries - Portugal, Greece, Ireland and Spain.

### *1.5.2. Accessing ERDF and ESF*

Research and development projects in the field of biotechnology can get funding from the European Regional Development Fund (ERDF) and the European Social Fund (ESF). This is non reimbursable assistance channelled through development programmes drawn up in partnership between Member States and the European Commission. Therefore the available money is national and European at the same time.

Projects can only be financed in particular areas, called the "eligible areas". These are selected on the basis of various criteria which are applied throughout the EU territory.

People interested in getting ERDF and ESF assistance have to refer to national or regional authorities once the areas and the programmes have been decided. The Commission does not participate in the selection of the projects.

ERDF and ESF are two of the four EU Structural Funds, through which the EU aims to reduce economic and social imbalances between its regions.

A comprehensive list of fact sheets summarising each of the development programmes so far co-financed by the European Community can be found on the Website of Directorate General XVI of the European Commission. (<http://info regio.cec.eu.int>). More information can be obtained directly from the Member States at the addresses indicated on this Website. Calls for

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<sup>21</sup> See Section 2.7.

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proposals can be made in different ways in the media by the national authorities.

Given the largely location specific nature of these funds, specific programmes under ERDF/ESF are dealt with in Section 3 National Programmes<sup>22</sup>.

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<sup>22</sup> Community initiatives are dealt with in more detail under Section 3.- National Programmes.

## 2. SECTION 2: OTHER SOURCES OF FINANCE

### 2.1. Introduction

A recent survey<sup>23</sup> of some 450 European biotech SMEs identified access to finance and credit as a major limiting factor on company growth and development. Most research areas involved both high resource demands, which SMEs were unable to fund internally and a high level of risk - making them unattractive to outside investors.

The '*First Action Plan for Innovation in Europe*'<sup>24</sup>, adopted by the Commission at the end of 1996, identified the lack of early stage capital (the finance required to get an innovative venture off the ground)– as one of the main barriers to innovation in Europe. High growth innovative companies, acknowledged as essential sources of new jobs, frequently face special difficulties in tapping into existing sources of venture capital in their early stages. Two important reasons are:

- Venture capital operators find it difficult and costly to assess the prospects of these companies because of the technology involved.
- Venture capital operators participate in the management of companies in which they invest – but technologically innovative companies demand high levels of management attention over a long period of time.

It is this funding need which was clearly recognised by the European Commission, when it adopted, on 5 May 1997, on the initiative of Commissioner Christos Papoutsis, a Communication entitled '*European Capital Markets for SMEs: prospects and possible obstacles to the progress*'<sup>25</sup>. This Communication constituted a continuation of the Commission's efforts to stimulate the creation and development of such markets in the EU.

The Commission's Innovation Programme (DGXIII/D) has created a website providing SMEs with guidance on different sources of finance for innovation, as well as lists of investors and financiers participating in the various community support schemes (<http://www.cordis.lu/finance/home.html>).

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<sup>23</sup> Survey conducted by the European Association for Bio Industries (Europa-Bio) to identify SME priorities and the major obstacles affecting their competitiveness.

<sup>24</sup> COM(96) 589 final.

<sup>25</sup> COM(97) 187 final.

## 2.2. What is Venture Capital?

Venture Capital or private equity is defined as 'a form of share capital provided by firms of full-time professionals, who invest alongside management in young, rapidly growing or changing privately owned companies which have the potential to develop into significant businesses in regional, European and global markets'<sup>26</sup>. Since Venture Capital provides equity (share) capital to enterprises not quoted on a stock market, it is also referred to as private equity or unquoted investment.

The terms private equity and venture capital cover a wide spectrum of types of investments in unquoted companies. These range from the core capital for the launch, early development, expansion or restructuring of a business to acquisitions, the development of new products or technologies, the expansion of working capital or simply the reduction of an established company's debt. Venture Capital may also offer solutions to ownership issues, successions in family-owned companies, or the buy-out or buy-in of a business by experienced managers.

An important note to remember is that Venture Capital funding is not Grant Funding, and that there is a difference between a Commercial bank and a Venture capitalist.

- Banks will only put money into a business when there is enough equity to give security and a potential income stream to amortise the debt.
- Banks will usually not want to be involved in the management of the Company.
- The Venture Capitalist is prepared to accept a much higher level of risk exposure and looks for a primary return by way of capital growth.
- Venture Capitalist may also opt to play a more active role in terms of management – particularly if they feel that their investment could be at risk.
- The SME must also recognise that it is surrendering to the Venture Capitalist, share capital and the legal and ownership implications of this act.

### 2.2.1. Accessing Venture Capital Finance

The following were noted as key elements in seeking Venture Capital<sup>27</sup>:

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<sup>26</sup> European Venture Capital Association (EVCA).

<sup>27</sup> Recommendations developed in discussion with EVCA and various Venture Capitalists.

- 
- A good management team that has a wide range of skills and understands fully the technology. Certain crucial services may be subcontracted.
  - Have a clear vision and mission statement.
  - Avoid 'mail-outs' to a broad spectrum of Venture Capitalists.
  - Elaborate on the possible outcomes of the technology and identify the marketable elements rather than the research effort put in.
  - Check that the technology has a clear market focus.
  - Remember that for the Venture Capitalist the most important objective is a marketable product and not R & D.
  - Produce a first class Business Plan incorporating:
    - the product
    - the market
    - financial projections
    - management team
    - track record
  - Be aware of weaknesses in the technology and be ready for searching questions at the presentation.
  - Give reasons for any gap in the business plan and have identified possible solutions.
  - Remember that Venture Capitalists are essentially entrepreneurs and not research directors.
  - Maintain continual contact with the Venture Capitalist approached and probe feedback.
  - Try to use Venture Capitalists in your own national Member State before approaching those in another country.

These elements are normally combined in the following sequence of action:

- (1) After carefully selecting one or two Venture Capitalists, establish contact with them and then send a comprehensive and professional business plan covering the key elements outlined above.
- (2) The plan is then distributed within the Venture Capital firm and the project discussed (normally within two weeks of receiving the business plan).
- (3) If, following the first meeting, the project is of interest, one person from the Venture Capitalists is assigned the dossier and continues to examine the business plan. The SME management team must seek to

answer any queries promptly. This stage is known as the 'warming up session' within the industry.

- (4) The team member, who is responsible for the dossier of the company looking for finance, gives a short presentation to their colleagues. Feedback is given on a document of up to 10-20 pages.
- (5) A thorough analysis and several negotiations with the management of the company concerned, is the next stage. A third party is also often asked their opinion of the project.
- (6) The final stage is the 'shooting session' in which the project is presented for the final decision. The company also gives a short presentation of its general profile and the technology or products concerned.
- (7) Immediately following this meeting there is an internal discussion and a decision is made on the investment.

This process typically takes approximately two months.

The Commission's Innovation Programme (DGXIII/D) has provided a guide on how to approach Venture Capital on the web (<http://www.cordis.lu/finance/home.html>).

Since 1984, DGXIII/D has actively supported the establishment and development of the European Venture Capital Association (EVCA), which currently gathers together more than 350 professional venture capital operators. DGXIII/D represents the European Commission on the board of the EVCA.

### 2.2.2. *Finding a Venture Capitalist*

Table 2.2 lists firms identified by the Venture Capitalist sector as particularly active investors in biotechnology<sup>28</sup>.

**TABLE 2.2 LIST OF VENTURE CAPITALISTS IDENTIFIED AS HAVING A KEY INVOLVEMENT IN THE BIOTECHNOLOGY SECTOR**

	<b>Name of Venture Capitalist</b>	<b>Particularly good at investing in biotechnology firms</b>	<b>Have a long standing reputation of investing in biotechnology firms</b>
<b>1</b>	3I	✓	✓
<b>2</b>	Advent Ltd	✓	

<sup>28</sup> SMEs interested in identifying potential Venture Capitalists should contact EVCA, Minervastraat 6, Box 6, B-1930 Zaventem, Belgium. (Tel. 32-2-720.60.10)

3	Advent Int	✓	✓
4	Alta Berkley		
5	Atlas Group	✓	✓
6	Danish Development Finance Group (invest mostly in Denmark)	✓	✓
7	Electra	✓	
8	Euro Continental	✓	✓
9	Euro Ventures	✓	
10	Finovelec - France with US links - Medical Science Partners	✓	
11	Sofinnova – France	✓	
12	Rothschild – Bioscience – UK	✓	✓
13	Shroeder Ventures	✓	✓
14	GIMV – Flemish	✓	✓
15	TVM - German also in Boston	✓	
16	Apax Partners – London	✓	
17	Technology Leaders – Wain – US	✓	

### 2.3. Eurotech and Seed Capital Pilot Action

In recognition of the difficulty which high technology companies, including biotechnology, have in accessing funds from the financial markets, the European Commission has set up two schemes linked into the commercial sector. These are known respectively as EuroTech and Seed Capital Pilot Action

#### 2.3.1. Eurotech Capital

Eurotech capital is a Venture Capital programme run by DGII of the European Commission, which aims to promote private funding of Transnational High Technology Projects (THTPs). The scheme operates through a network of 14 private Venture Capital funds<sup>29</sup>. Each fund has an investment capacity of at least 50 million Euro, of which at least 20% is allocated to companies involved in Transnational High Technology Projects. In return, the funds receive a financial contribution from the Commission (4%). Funding priority is given to SMEs seeking development finance, providing they have a transnational project. At present, the Network has an investment capacity of more than 2,4 billion Euro and has earmarked more than 230 million Euro to SMEs developing THTPs. SMEs interested in securing financing from members of the 'Eurotech Capital' Network should contact them directly.

<sup>29</sup> For a list of contacts see Appendix 9.



<b>Name of Action</b>	EUROTECH Capital
<b>Run by:</b>	DGII Financial Operations Service
<b>Contact:</b>	Joël Berger – European Co-ordinator, Luxembourg
<b>Tel:</b>	+352 4301- 36 246
<b>Fax:</b>	+352 4301- 36 439
<b>Website:</b>	<a href="http://europa.eu.int/comm/dg02/fos/etc200.htm">http://europa.eu.int/comm/dg02/fos/etc200.htm</a>

### 2.3.2. Seed Capital

The European Commission implemented the seed capital pilot action in order to stimulate the supply of equity capital to innovative business projects, by supporting the creation of 23 specialised investment funds. These funds are independent entities, under private law, and responsible for their own investment decisions.

At the end of 1997, the 23 funds have invested 41,9 MECU in 346 new companies. Out of the 346 firms created since 1989, 267 are still in business (77%). The 267 firms still in business have created 2,382 permanent jobs. 8 of the 23 funds are specialised to make investments in the biotechnology sector. A list of the participating funds, as well as a last advanced report of the activities of the funds, can be obtained from:

<b>Name of the Action:</b>	SEED CAPITAL
<b>Run by</b>	European Commission, DG XXIII
<b>Contact</b>	Unit C.2
<b>Fax</b>	+32-2-295.21.54

## 2.4. Innovation and Technology Equity Capital (I-TEC)

Innovation and Technology Equity Capital (I-TEC) is a new pilot scheme launched on 1 July 1997 in co-operation with the European Investment Fund. It is open to Venture Capitalists active in the EU and the Associated States<sup>30</sup> that are aiming to make early stage high-tech investment. The I-TEC network today<sup>31</sup> gathers 28 venture capital operators (expanding), which have collectively committed to invest more than 250 million Euro in such projects. The total investment capacity of these funds is 1.3 billion Euro.

<sup>30</sup> Iceland, Israel, Liechtenstein, Norway.

<sup>31</sup> Contact list of I-TEC operators is given in Appendix 10.

The I-TEC contribution per selected Venture Capital fund is as follows:

- up to 50% of the costs related to initial appraisal and hands on management of investment
- the total I-TEC contribution per venture capital fund will not exceed 5% of the investments effectively made with a maximum of Euro 500,000
- I-TEC contributions will be made available after actual investments have been made.

I-TEC benefits are open to Venture Capitalists who:

- have organised a fund raising effort
- have submitted an Investment Proposal to the EIF and have received a Letter of Intent from the EIF
- undertake to invest at least 25% of the new capital raised in early stage investment in technologically innovative SMEs.

For further information and to obtain an updated list of I-TEC participants, most of which invest in biotechnology, please visit the following website: <http://www.cordis.lu/finance/home.html> , or contact:

<b>Name</b>	Mr Marc Verlinden
<b>Address</b>	European Commission, DGXIII D/4 The Innovation Programme Rue Alcide de Gasperi L-2950 Luxembourg
<b>Tel</b>	+ 352 4301 341 94
<b>Fax</b>	+ 352 4301 345 44
<b>Email</b>	Marc.Verlinden@lux.dg13.cec.be

or alternatively:

<b>Name</b>	Mr Sieglinde Daetens
<b>Address</b>	EVEA
<b>Tel</b>	+ 322 715 00 29
<b>Fax</b>	+ 322 725 07 04

## 2.5. Stock Markets

Historically, the traditional European stock exchanges have been more geared to the needs of larger 'blue chip' companies than those of smaller firms. During the 1980s there were initiatives for 'second tier' stock markets oriented more towards smaller firms. However, on the whole, these developments were not very successful, partly because of the stock market difficulties of 1987. As a result, many promising European companies chose to be listed on US stock markets such as NASDAQ.

Nevertheless, the London Stock Exchange has now changed its rules permitting biotechnology SMEs to be entered on its main list as long as they meet one of the following requirements:

- Able to attract funds from investors.
- Intend to raise £10 million at the time of listing.
- Have a capitalisation of at least £20 million.
- State that they are developing an identified product to a marketable stage which will generate funds and that this is their primary reason for listing to raise funds to meet this end.

In addition, companies engaged in drug R&D must have two clinical trials regulated by a recognised international authority, signed collaborative agreements with other companies, proof that expenditure for R&D will exceed £20 million over a minimum of three years and that significant intellectual property has been created.

Additionally, three more tools have recently been created to contribute to the development of SMEs. Their aim is to develop and operate a well-regulated, pan-European stock market, which is liquid, efficient and fair, where fast-growing companies with international aspirations can raise capital from investors.

### 2.5.1. *EASDAQ*

In 1994, the European Commission (DG XIII/D and DG XXIII) supported the creation of the EASD (European Association of Security Dealers), an association of 75 bankers and venture capital operators from across the European Union and the US. This organisation then went on to initiate the EASDAQ (European Association of Security Dealers Automated Quotations). Based in Brussels, it is independent of the existing European stock markets and is authorised by the Belgium Banking and Finance Commission. EASDAQ is permitted to operate its trading system in all Member States. Members and intermediaries are required to have approval of their home states' regulatory authority. Being an independently managed market, it is dedicated to serving the interests of growth companies and their investors.

EASDAQ has been closely modelled on NASDAQ, allowing companies a dual listing on both systems. All companies must comply with the information requirements of the Securities and Exchange Commission (SEC) in the US. The obligations and roles of its members and sponsors are explained in the EASDAQ document titled 'Membership of EASDAQ'.

For more information contact:

<b>Name:</b>	<b>EASDAQ</b>
<b>Address:</b>	Rue des Colonies / Kilonienstraat 56 Box 15
<b>Tel:</b>	+32 2 227 6520
<b>Fax:</b>	+32 2 227 6567

### 2.5.2. *EURO NM*

Euro NM is designed to be a decentralised, pan-European stock market. It was created by the Brussels Stock Exchange, the Neuer Markt of Deutsch Börse AG, Le Nouveau Marché of Paris, and the New Market of the Amsterdam Stock Exchange, to strengthen the European dimension of their own national systems. It works to harmonise the rules and regulations and listing procedures of the national markets ensuring a degree of co-ordination whilst recognising subsidiarity.

It is in charge of setting up and promoting a network of regulated markets across Europe for fast growing companies. It is dedicated to innovative, high-growth companies and SMEs in general, and seeks to address the problem of difficulties in raising capital.

Contacts for more information on Euro NM are:

#### **PARIS**

<b>Contact Name:</b>	Dominique Leblanc
<b>Tel:</b>	+33 1 49 27 15 57
<b>Contact Name:</b>	Yannick Petit
<b>Tel:</b>	+33 1 49 27 15 06

#### **BRUSSELS**

<b>Contact Name:</b>	Dominique Valschaerts
<b>Tel:</b>	+32 2 509 13 40
<b>Contact Name:</b>	Anne Vleminckx
<b>Tel:</b>	+32 2 509 13 88

**FRANKFURT**

<b>Contact Name:</b>	Günter Femers
<b>Tel:</b>	+49 69 21 01 34 70
<b>Contact Name:</b>	Rainer Riess
<b>Tel:</b>	+49 69 21 01 34 70

**AMSTERDAM**

<b>Contact Name:</b>	Paul Arlman
<b>Tel:</b>	+31 20 550 40 04

*2.5.3. The Alternative Investment Market (AIM)*

The AIM in London is another public equity option for European SMEs in the area of biotechnology. Those SMEs that are new businesses and can not meet the requirements for the LSE, have a more realistic chance of access to capital markets through AIM. Regulations are less strict with potential entrants needing to:

- Provide a prospectus.
- Meet audit requirements laid out in company law.
- Maintain obligations of publication of un-audited interim figures and directors' dealings.

**2.6. The European Investment Fund**

The European Investment Fund (EIF) is an agency partnership between the European Investment Bank, the European Commission, private and public banking sectors.

EIF's task is to support the development of trans-European networks of small and medium-sized enterprises, by providing loan guarantees and venture capital. EIF does not invest directly in individual companies but will provide funds for intermediary venture capitalists in the Member States. In doing so, the EIF pursues two objectives, i.e. to contribute to the development of European SMEs with a high growth and employment potential, and to add value to the equity interventions of private sector financial institutions on the venture capital market.

One common feature among national venture capital markets is that they all experience a relatively large funding gap in the early development stage as

well as in technology investments. However, a number of venture capital companies are currently in the process of fund raising for investment vehicles that have a focus in this area. In this context, the arrival of the EIF on the equity market for SMEs sends a positive signal to the financial institutions and private investors that are considering to “venture” into venture capital.

The EIF was authorised to commit ECU 75 million of its own funds between 1996 to 1998 to equity participation. The key principles of its investment policy are to ensure that an experienced team of professional venture capital managers is in place, to invest only in funds that are of a sufficient size and to seek financial performance from its investments. The EIF will take minority stakes, on average 10 to 15%, in intermediate structures with a clear definition of their investment and exit strategies. Most participation will normally represent between Euro 1 and 3 million.

In addition, the EIF collaborates with the European Commission on the implementation of I-TEC pilot projects. The EIF acts as an adviser to the Commission when identifying suitable venture capital funds specialising in early stage investment in high technology projects. In turn, I-TEC pilot projects will help reinforce venture capital markets in which the EIF operates by:

- Providing extra support for smaller venture capital fund managers to help them raise new and bigger funds.
- Giving extra confidence to private and institutional investors who are investing for the first time in these funds

As a part of the European Investment Bank's Amsterdam Special Action Programme (ASAP), the EIB gave the mandate to the EIF to manage its Euro 125 million “European Technology Fund” (ETF) Facility. This aims at improving the innovativeness and thus the competitiveness of eligible SMEs across the Union by facilitating investments in specialist venture capital funds which support the creation and development of high growth, technology oriented SMEs. This ETF facility will be managed by the EIF in a similar way to its own venture capital operations.

Direct applications to the Fund are welcome from venture capital promoters. In order to consider an investment opportunity, the EIF needs a detailed business plan or placing memorandum describing, *inter alia*, the size and characteristics of the proposed or existing venture capital fund, the management team and their track record, the legal structure, the investment and exit strategies and the involvement of other investors.

<b>Name</b>	European Investment Fund
<b>Address</b>	43, Avenue J.F. Kennedy, L-2968 Luxembourg

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<b>Tel</b>	+ 352 42 6688/1
<b>Fax</b>	+352 42 6688 200

## 2.7. The European Investment Bank

The European Investment Bank (EIB) is an independent public institution of the European Union established to finance capital investments on a non-profit-making basis to promote the balanced development of the Community.

The main aim of the European Investment Bank (EIB) is to reduce inequalities between regions in the European Union to ensure economic and social cohesion of all Member States. It is a non-profit, autonomous institution within the European Union which borrows from the capital markets both within and outside the Community for the bulk of its resources. Tied into Community priorities, the EIB provides loans that can be used in association with national or Community grant aid. As part of this function it will support activities of SMEs. Further information on EIB loans is available at: <http://www.eib.org/>

In the framework of global loans, credits to SMEs can cover up to 50% of costs for any given project, and credit is granted in blocks of between Euro 20,000 and 12.5 million. Commercial projects last between 4-12 years. All projects must be both economically and technically viable.

For most SMEs, access to EIB finance will be through global loans that the Bank will make available via intermediaries. These intermediaries are banks, financial institutions or any financially sound agency that is able to conduct investment appraisal. Intermediaries can work at a national or regional level or be sector specific.

As a part of the European Investment Bank's Amsterdam Special Action Programme (ASAP), it introduced the possibility of risk-sharing global loans benefiting SMEs, in which the Bank takes part of the risk that is usually taken fully by the intermediary institution. In addition, the ETF (European Technology Facility), which is also part of the ASAP, also supports SMEs, as this fund invests in venture capital funds throughout the Community.

Contact:

<b>Name</b>	<b>European Investment Bank</b>
<b>Address</b>	100 blvd Konrad Adenauer 2950 Luxembourg
<b>Tel</b>	+ 352 43 791
<b>Fax</b>	+ 352 43 77 04

## 2.8. Improved Access to Finance for SMEs under the Third Multi-annual Programme for SMEs

The Third Multi-annual Programme for SMEs forms part of the Integrated Programme for SMEs. The Integrated Programme provides the framework for a wide range of measures that aim to improve the financial environment for SMEs, including the exchange of best practice between Member States and the strengthening of Community actions in this field.

One of the main focuses of the Third Multi-annual Programme is the elimination of constraints and the improvement of access to funding by SMEs. Sponsorship is given to Loan Guarantee Schemes and to Mutual Guarantee Societies (MGS).

In an MGS, several enterprises club together with the aim of providing mutual guarantees and thus better access to credit. It allows for the appraisal of risk by companies with direct experience in the relevant sector, spreads the risk among more parties, reinforces the negotiating power of the members and favours an effective allocation of public subsidies.

The scheme is more widespread in some parts of the European Union than others and the Commission, and in particular DGXXIII, actively encourages the promotion, development and expansion of MGSs in the EU. It works closely, therefore, with the European Mutual Guarantee Association.

For more information contact:

Name	<b>DG XXIII</b>
Address	Rudy Aernoudt European Commission, DG XXIII.C.2 Rue de la Loi 200 (AN80 1/9) B-1049 Brussels
Tel	32-2-295.91.86
Fax	32-2-295.21.54
e-mail	<a href="mailto:Rudy.aernoudt@dg23.cec.be">Rudy.aernoudt@dg23.cec.be</a>

Name	<b>European Mutual Guarantee Association (AEGM)</b>
Address	Sagasta, 15 7° E-28004 Madrid
Tel	341 445 14 00
Fax	341 448 92 89



## 2.9. Exchange of Experience and Dissemination of Best Practice in Innovation Financing

**The FIT Project** - Each Member State has measures to support innovation financing. However, young innovative enterprises do not receive all the attention they deserve at the European level. Thus, this action aims to boost transnational information exchanges, in particular in the field of best practices for innovation financing. It does this by organising systematic exchanges of good practice in the financing of innovation between Member States' policy makers and market operators. Three subjects will be covered in workshops and dissemination activities in 1998 and 1999; guarantee mechanisms, technology rating and internal investors.

In addition, in order to increase the awareness of the importance of accessing innovation finance, the Commission is organising exchanges of experience and the dissemination of best practice. These exchanges take the form of sectoral workshops (biotechnology, information technology and advanced materials) or in a more general format (Innovation Programmes, a Round Table on Innovation, the creation of businesses and employment – Paris, December 1997 / Luxembourg, May 1998 / November 1998.

They also involve the creation of experimental networks of national operators (e.g. a network for technology rating bringing together innovation agencies and investors in four countries; networks for the establishment of a seed capital fund for the exploitation of microsystems or for the photovoltaic industries; networks for the spin-out and spin-off from research institutes and universities etc.).

Moreover, the Commission, under its measures to promote performance benchmarking in the Union, has launched a pilot project in the field of innovation financing.

For further information, please contact:

<b>Name</b>	Mr. Marc Verlinden
<b>Address</b>	European Commission, DGXIII D/4 The Innovation Programme Rue Alcide de Gasperi L-2950, Luxembourg
<b>Tel</b>	+ 352 4301 341 94
<b>Fax</b>	+ 352 4301 345 44
<b>Email</b>	<a href="mailto:Marc.Verlinden@lux.dg13.cec.be">Marc.Verlinden@lux.dg13.cec.be</a>

## 2.10. The Lift Project

Set up under the Innovation Programme, the LIFT (Links to Innovation Financing for Technology) project aims to bring together investors and promoters of technology projects, in particular those deriving from Community research. In its exploitation phase (from mid-1998), LIFT will

make available to users a central Help Desk and a decentralised network based on existing bodies and accessible to researchers, businessmen and investors. The help desk is to be operational by 1999.

For further information, please contact:

<b>Name</b>	Mr. Marc Verlinden
<b>Address</b>	European Commission, DGXIII D/4 The Innovation Programme Rue Alcide de Gasperi L-2950, Luxembourg
<b>Tel</b>	+ 352 4301 341 94
<b>Fax</b>	+ 352 4301 345 44
<b>Email</b>	<a href="mailto:Marc.Verlinden@lux.dg13.cec.be">Marc.Verlinden@lux.dg13.cec.be</a>

### **3. SECTION 3: NATIONAL PROGRAMMES**

#### **3.1. Introduction and Purpose**

Section 3 provides a guide for SMEs to national programmes aimed at assisting them in the biotechnology sector. As with the European programmes, much of this assistance is in the form of funding but there are also important elements covering partnerships, dissemination and exchange of information, technology transfer and training.

This section contains many programmes and thus the provision of detailed explanations is precluded. Therefore, in each case responsible organisations, contact names and numbers are given so that the user can gain for themselves full details of specific schemes. Users may also wish to refer to their National Trade Association for assistance or advice<sup>32</sup>.

Depending upon the amount of information available for the specific Member State, each section has the following format:

- 1 - Brief Background to the Industry
- 2 - Current Actions and Programmes
- 3 - Programmes at a glance
- 4 - Support Organisations/Contacts<sup>33</sup>

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<sup>32</sup> See Appendix 8 for a list of the relevant Trade Associations.

<sup>33</sup> A list of National Authorities dealing specifically with SME policy is included in Appendix 7.

## 3.2. Austria

### 3.2.1. *A Brief Background to the Industry*

Traditionally the Austrian industry is strong in fermentation with several well-recognised microbiology and biochemistry research institutes. Many multi-national companies have been attracted to Austria, most of whom are in the pharmaceutical sector. Biotechnology is considered a priority, although R&D spending has been relatively low at 1.3% of GNP. The recognised obstacle for biotech development is that there is limited risk capital.

In 1995, Austria had 40 firms active in biotechnology, 10 of which were in the health care/pharmaceutical sector.

Public biotechnology R&D is based in more than 15 university research institutes and four non-university research institutes.

### 3.2.2. *Current Actions and Programmes*

There are a number of projects currently running and these cover the following areas: yeast cell biology, plant molecular biology, biomembranes, cell differentiation, iron channels, allergies, lipoproteins in health and disease, genetic modifications of cells and animals, cell communication, microvascular injury and repair.

The organisations which are supporting the projects to the sum of Euro 15m include:

- The Ministry for Science and Research
- The Ministry of Agriculture and Forestry
- The Ministry of the Environment, Nationalised Industries and Transport
- The Ministry of Health and Consumer Protection
- The Austrian Science Foundation - this foundation on its own, provides Euro 5m per year.

About 40% of the R&D in Austria is funded from government ministries or direct funding programmes. The breakdown of public research is roughly 54% for health aspects, 27% on biomass and renewable raw materials and 27% on agricultural topics. From companies, there has been equal support for both health and agricultural applications.

Two funds of particular relevance to SMEs in the Biotechnology Sector are:

- The Austrian Science Fund – (FWF)

- The Industrial Research Promotion Fund – (FFF)

Austrian Science Fund (FWF) was set up in 1967 and its main objective is the promotion of basic research in Austria. The research and funding responsibilities are as follows:

- Funding of precisely defined research projects by individual applicants or groups of applicants from all scientific areas, with the basic proviso that they enhance further development in such areas.
- Funding of young scientists and scholars.
- Stimulation of European research co-operations.
- PR work in the service of scientific research and helping to ensure appropriate dissemination and exploitation of the results of research projects
- Involvement in research and technology consultancy within Austria.

Industrial Research Promotion Fund (FFF) is a sister organisation to the FWF and deals particularly with applied research and development. It provides an objective evaluation of each project's chances of success, co-operates with know how transfer agencies and helps in the search for joint research ventures. FFF also offers young researchers many interesting programmes.

The FFF has also been commissioned to manage the Innovation and Technology Fund (ITF) with respect to projects involving a large element of research and development. Projects involving technology transfer and technology diffusion are mainly supported through this fund.

The FFF pursues the following objectives:

- The promotion and financing of industrial research and innovation.
- The implementation of the Austrian government's technology policy.
- The stimulation of joint national and international research.
- The promotion of research in sectors where little research is carried out.
- The promotion of technology transfer and diffusion (through ITF).

### 3.2.3. Programmes at a Glance

<b>Programme:</b>	<b>General Programme</b>
<b>Sponsor:</b>	The Industrial Research Promotion Fund
<b>Scope:</b>	This programme is open for all industrial research and development projects by

	companies, research working groups, research institutes and individual researchers. The precondition for support from the fund is technical quality and risk, and strong evidence that the results of the project can be exploited commercially. 80% of this programme is utilised by small and medium-sized enterprises.		
<b>Contact:</b>	Herbert Wotke Chief Executive	Industrial Research Promotion Fund	Tel: + 43 1 512 45 84 43 Fax: + 43 1 512 45 84 41 Email: mailbox@fff.telecom.at

<b>Programme:</b>	<b>Relay Programme Science - Industry</b>		
<b>Sponsor:</b>	The Austrian Science Foundation and the Industrial Research Promotion Fund		
<b>Scope:</b>	Basic scientific research in Austria is supported by the above two foundations. FFF has developed a programme in which companies are involved in projects as "observers" right from the basic research stage. As in a relay race, the projects are taken over by companies as they approach the marketing stage, when they are supported by FFF.		
<b>Contact:</b>	Herbert Wotke Chief Executive	Industrial Research Promotion Fund	Tel: + 43 1 512 45 84 43 Fax: + 43 1 512 45 84 41 Email: mailbox@fff.telecom.at

<b>Programme:</b>	<b>Young Researchers Programme</b>		
<b>Sponsor:</b>	The Industrial Research Promotion Fund		
<b>Scope:</b>	This programme sets out to support the involvement of young researchers in joint projects with companies. The objective behind the programme is to increase co-operation between science and industry. This is a very popular programme with SMEs in that they can develop their own research and development facilities. It also enables many young researchers to find jobs in the field of industrial research.		
<b>Contact:</b>	Herbert Wotke Chief Executive	Industrial Research Promotion Fund	Tel: + 43 1 512 45 84 43 Fax: + 43 1 512 45 84 41 Email: mailbox@fff.telecom.at

<b>Programme:</b>	<b>Timber Research Programme</b>		
<b>Sponsor:</b>	The Industrial Research Promotion Fund		
<b>Scope:</b>	The timber industry in Austria is too strongly orientated towards raw materials. With this programme the FFF aims to encourage research and development projects and joint ventures in a sector where there is still inadequate research.		
<b>Contact:</b>	Herbert Wotke Chief Executive	Industrial Research Promotion Fund	Tel: + 43 1 512 45 84 43 Fax: + 43 1 512 45 84 41 Email: mailbox@fff.telecom.at

<b>Programme:</b>	<b>Domestic Water Research Programme</b>		
<b>Sponsor:</b>	The Industrial Research Promotion Fund		
<b>Scope:</b>	The environment programme is carried out in collaboration with the Ministry for the Environment, the main aim is to encourage better management of water resources. From 1997 onwards one of the main points of emphasis will be the problem of eliminating nitrates and sulphates from the water of old large-scale sewage farms.		
<b>Contact:</b>	Herbert Wotke Chief Executive	Industrial Research Promotion Fund	Tel: + 43 1 512 45 84 43

	Executive	Promotion Fund	Fax: + 43 1 512 45 84 41 Email: mailbox@fff.telecom.at
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<b>Programme:</b>	<b>Technology Transfer Programme</b>		
<b>Sponsor:</b>	The Industrial Research Promotion Fund		
<b>Scope:</b>	The FFF is the main co-ordinator of the Innovation and Technology Transfer Programme in Austria. Support is given to either companies or agencies for technology transfer projects		
<b>Contact:</b>	Herbert Wotke Chief Executive	Industrial Research Promotion Fund	Tel: + 43 1 512 45 84 43 Fax: + 43 1 512 45 84 41 E mail: mailbox@fff.telecom.at

The **Austrian Science Fund (FWF)** grants research projects that are clearly defined and of limited duration in the following categories:

- ◆ Individual Projects
- ◆ Joint Research Projects
- ◆ Special Research Programs
- ◆ Contact Projects Science-Industry
- ◆ Fellowship Programs
- ◆ Contributions to Publishing Costs
- ◆ Programs involving the Funding of Individual Researchers.

<b>Programme:</b>	<b>Individual Projects</b>		
<b>Sponsor:</b>	The Austrian Science Fund (FWF)		
<b>Scope:</b>	Individual projects are defined as a research project of up to 36 months duration. This tends to be the most popular category under which proposals are submitted to the FWF. In 1996 the FWF approved 382 individual projects. The validity of an individual research project to be granted is assessed on the basis of the significance of the research project for the development of the sciences in Austria.		
<b>Contact:</b>	Prof. Schmidt Mrs Glueck	Austrian Science Fund	Tel: + 43 1 505 67 40 Tel: + 43 1 505 67 23

<b>Programme:</b>	<b>Joint Research Programmes (FSP) and Special Research Programmes (SFB)</b>		
<b>Sponsor:</b>	The Austrian Science Fund (FWF)		

<b>Scope:</b>	The above two programmes are aimed at projects of a particularly high standard and of medium - to long term duration. Referees from the international scientific community judge the merits of a proposed FSB or SFB based on scientific criteria. Upon completion of the review process the FWF decides upon funding at an annual meeting. After a period of 2-4 years, those projects awarded funding under FSP and SFB are evaluated again by a group of independent international experts.		
<b>Contact:</b>	Prof. Schmidt Mrs Glueck	Austrian Science Fund	Tel: + 43 1 505 67 40 Tel: + 43 1 505 67 23

<b>Programme:</b>	<b>Graduate Programme</b>		
<b>Sponsor:</b>	The Austrian Science Fund (FWF)		
<b>Scope:</b>	This programme was designed to promote centres of scientific research in a particular field of inquiry. Special emphasis is placed on promoting highly qualified graduate students by establishing close contacts with experienced, active and internationally renowned scientists as well as by integrating them into ongoing research work. The programme is designed specifically to train promising researchers at a few selected research facilities. The FWF board devotes one annual meeting to the establishment of new trainees. Interim evaluations are conducted at regular intervals. No time limits are set for the trainees and this programme can also run in parallel to other FWF projects or programmes.		
<b>Contact:</b>	Prof. Schmidt Mrs Glueck	Austrian Science Fund	Tel: + 43 1 505 67 40 Tel: + 43 1 505 67 23

<b>Programme</b>	<b>Fellowship Programme</b>		
<b>Sponsor:</b>	The Austrian Science Fund (FWF)		
<b>Scope:</b>	<p>The FWF promotes young post-graduates within the context of three programmes:</p> <ol style="list-style-type: none"> <li>1. <i>Drwin Schrödinger Fellowships</i>: These offer highly qualified Austrian citizen (up to the age of 35), the opportunity of working in leading foreign research institutions and research programmes.</li> <li>2. <i>Lise Meitner Fellowships</i>: These offer well-qualified foreign students (up to the age of 35), the opportunity to carry out research in Austria.</li> <li>3. <i>Charlotte Bühler Habilitation Fellowships</i>: This is a targeted research campaign aimed at the rising generation of female university lecturers and encourages young female scientists (up to the age of 40) to seek qualification as university lecturers.</li> </ol>		
<b>Contact:</b>	Prof. Schmidt Mrs Glueck	Austrian Science Fund	Tel: + 43 1 505 67 40 Tel: + 43 1 505 67 23

<b>Programme:</b>	<b>Contact Projects Science – Industry</b>		
<b>Sponsor:</b>	The Austrian Science Fund (FWF)		
<b>Scope:</b>	In 1995 the FWF introduced a new type of grant in collaboration with the Industrial Research Promotion Fund (FFF), and was aimed at economically relevant basic research. Virtually all the FWF funding categories can be considered with a view to becoming Contact Projects. Contact Projects require interested companies to pay a so-called "observer fee" per annum. In return the company receives regular information on the progress of the project. If a Contact Project Science - Industry scheme is successful, the company may submit a follow up project to the Industrial Research Promotion Fund.		
<b>Contact:</b>	Prof. Schmidt	Austrian Science Fund	Tel: + 43 1 505 67 40



	Mrs Glueck		Tel: + 43 1 505 67 23
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<b>Programme:</b>	<b>Programmes for Funding of Outstanding Researchers</b>		
<b>Sponsor:</b>	The Austrian Science Fund (FWF)		
<b>Scope:</b>	<p>The FWF in collaboration with the Federal Ministry of Science announced two programmes in 1995 aimed at the funding of individual researchers. These include the START Programme and the Wittgenstein Award. The decisions for such programmes are made by an international jury.</p> <ul style="list-style-type: none"> <li>* <i>START</i>: This programme aims to provide very highly qualified young scientists from all disciplines, the opportunity of planning their research work. It enables such students to set up their own working group on a long term basis and with a broad degree of financial security.</li> <li>* <i>Wittgenstein</i>: The Wittgenstein Award is intended to guarantee a maximum of freedom and flexibility to researchers from all disciplines who are undertaking cutting-edge research in order to facilitate further exceptional progress in their work.</li> </ul>		
<b>Contact:</b>	Prof. Schmidt Mrs Glueck	Austrian Science Fund	Tel: + 43 1 505 67 40 Tel: + 43 1 505 67 23

<b>Programme:</b>	<b>ERDF Programmes</b>		
<b>Sponsor:</b>	The European Community Finance is being provided by the European Regional Development Fund (ERDF) and the European Social Fund (ESF), and this Community finance will contribute a quarter of total expenditure under the programme.		
<b>Scope:</b>	<p>The European Commission has approved an operational programme under the SME Community Initiative for Austria. The overall aim of the programme is to strengthen the competitiveness of Austrian SMEs in Objective 1,2 and 5b regions and in particular:</p> <ul style="list-style-type: none"> <li>- to encourage SMEs to take a long term perspective and engage in strategic planning</li> <li>- to promote the use of advanced telematics in SMEs</li> <li>- to facilitate the adoption of cleaner, more energy efficient production technologies in SMEs</li> </ul> <p>To achieve these objectives, resources will be made available for the following types of actions:</p> <ul style="list-style-type: none"> <li>- information campaigns to increase awareness of SMEs</li> <li>- provision of expert advice to SMEs on strategic planning, on the use of advanced telematics and on clean and energy-efficient production technologies</li> <li>- pilot and demonstration projects (for example setting up of telecottages)</li> <li>- development of long distance training courses</li> <li>- the provision of training support for the introduction of new technologies (environmental technologies and telematics applications in SMEs)</li> </ul> <p>This programme forms part of the implementation of the Community's SMEs initiative.</p>		
<b>Contact:</b>	Mr Markus Beclin	The Ministry of Economic Development	Tel: + 43 222 71100/2213 Fax: + 43 222 71100/5403
	Mr Georg Panholzer	The Ministry of Economic Development	Tel: + 43 222 711000/2213 Fax: + 43 222 71100/5403

<b>Programme:</b>	<b>Viennese Innovation and Technology Subsidy</b>
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<b>Sponsor:</b>	Viennese Economic Advancement Fund (VEAF)	
<b>Scope:</b>	<p>This programme caters for:</p> <ul style="list-style-type: none"> <li>◆ industrial and commercial projects in the area of basic research, which includes all project specific research and development activities, including the construction of pilot and demonstration units.</li> <li>◆ small and medium sized businesses and in particular the economic transfer of research results.</li> <li>◆ projects which are based on the purchase of exploitation rights (licences), as long as definitive further development has already taken place or will at some stage in the future.</li> </ul> <p>30% of the finance available is allocated to SMEs with a maximum of 250 employees and 20% to larger companies for research and development.</p> <p>15% of the finance available is allocated to SMEs with maximum of 50 employees for economic transfers. The maximum subsidy for economic transfer is ATS 750,000. In principle a maximum of ATS30 million per research and subsidy per year can be granted.</p> <p>The target area for the fund is Vienna.</p>	
<b>Contact:</b>	Wiener Wirtschaftservice Förderungsfonds, 2, Ebendorferstrasse, PO A-1082, Vienna, Austria	Tel: + 43 1 4000

<b>Programme:</b>	<b>Innovation and Technology Grants</b>	
<b>Sponsor:</b>	WIBAG	
<b>Scope:</b>	<p>The aim of this fund is to support internal regional strength through:</p> <ul style="list-style-type: none"> <li>- subsidies for existing businesses.</li> <li>- support for the establishment of new companies and in particular endogenous new start-ups or expansions.</li> </ul> <p>It is specifically targeting product innovation or process innovation.</p> <p>The subsidy area for this grant is Burgenland in the East of Austria.</p> <p>A minimum of 10% financial assistance and a maximum of 20% is available with this fund.</p>	
<b>Contact:</b>	Wirtschaftservice, Burgenland, A.G - WIBAG, Dom Platz 4, PO - A-7000, Eisenstadt, Vienna, Austria	<p>Tel: + 43 1 26 82 672 200</p> <p>Fax: + 43 1 26 82 672 20 20</p>

<b>Programme:</b>	<b>Technology Programme for Small and Medium-Sized Enterprises</b>	
<b>Sponsor:</b>	ERP	
<b>Scope:</b>	<p>The principle aim of this programme is the promotion of investment projects that will improve a small firm's overall level of technology. Examples of such projects supported include:</p> <ul style="list-style-type: none"> <li>◆ the introduction of new production methods or new products.</li> <li>◆ the essential improvement in production methods or products.</li> <li>◆ Investments leading to a considerable increase in the degree of processing.</li> <li>◆ projects aimed at fundamentally improving areas such as information supply, storage and transport within a company.</li> </ul> <p>Applicants eligible for funding include SMEs in the production industries and service industries closely associated with production with a maximum of 250 employees.</p>	

	Costs not eligible for grant aid include the purchase of the actual site, second-hand investment materials, costs for redevelopment and finally, costs prior to application.	
<b>Contact:</b>	Penngasse 5, 1010 Vienna, Austria	Tel: + 43 1 534 64 40 02 Fax: + 43 1 534 64 40 15

### 3.2.4. Support Organisations/Contacts

<b>Name:</b>	<b>Austrian Society of Biotechnology (ÖGBT)</b>
<b>Address:</b>	Kleine Sperlgasse 1/37, 1030 Wien, Austria
<b>Telephone:</b>	+ 43 1 26 22 42

<b>Name:</b>	<b>Austrian Society for Genetics and Genetechnology</b>
<b>Address:</b>	c/o Institut für Biotechnologie der Technischen Universität Graz, Petergasse 12, 8010 Graz, Austria
<b>Telephone:</b>	+ 43 316 873 84 18

<b>Name:</b>	<b>Innovation Centre</b>
<b>Address:</b>	Bureau for International Research and Technology Cooperation (BIT), Wiedner Hauptstrasse 76, A-1040 Wien
<b>Telephone</b>	+ 43 1581 16 16 16
<b>Contact:</b>	Mr Manfred Horvat and Dr Helegsha
<b>Email:</b>	<a href="mailto:Klamm@bit.ac.at">Klamm@bit.ac.at</a>

**NOTE: For a complete listing of Euro Info Centres, please contact DGXXIII  
Fax : + 32 2 295 7335**

<b>Name:</b>	<b>Euro Info Centre</b>
<b>Address:</b>	Wirtschaftskammer Österreich, Wiedner Hauptstrasse, 63, Postfach 152, a-1045 Wien, Österreich.
<b>Telephone:</b>	+ 43 1 50 10 541 91
<b>Fax:</b>	+ 43 1 50 20 62 97
<b>e-mail:</b>	<a href="mailto:eic@wk.or.at">eic@wk.or.at</a>
<b>URL:</b>	<a href="http://www.wk.or.at/i_h_info/euroinfo/eurohome.htm">www.wk.or.at/i_h_info/euroinfo/eurohome.htm</a>
<b>Contact:</b>	Mr. Heinz Kogler

<b>Name:</b>	<b>Euro Info Centre</b>
<b>Address:</b>	Industriellevereinigung, Schwarzenbergplatz 4, Postfach 61, A-1031 Wien, Österreich.
<b>Telephone:</b>	+ 43 1 71 13 524 05
<b>Fax:</b>	+ 43 1 71 13 529 14

<b>e-mail:</b>	<a href="mailto:christian.mandl@voei.ada.at">christian.mandl@voei.ada.at</a>
<b>URL:</b>	<a href="http://www.telecom.at/eic">www.telecom.at/eic</a>
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<b>Contact:</b>	Mr Michael Haas

### 3.3. Belgium

#### 3.3.1. *A Brief Background to the Industry*

Belgium is a country rich in basic knowledge within the fields of life sciences and technology. Science policy since the 1980s has been progressively decentralised through successive state reform initiatives. The Federal State is particularly active in basic research through the networking of centres of excellence within common projects. Community authorities support academic research and help sustain these centres of excellence. Regional authorities focus on linking the centres with the profit sector through financing more market-orientated research. The total R&D expenditure for Belgium in 1995 was 1.59% of GNP.

In 1997 there were 52 biotechnology companies in the whole of the country, including a number of multi-nationals. Flanders has 18 companies while the Walloon region has 25 companies. The base of the industry lies in biomedical and agro-biotech products. A total of ECU 20m of venture capital was raised in 1994 by biotech and biomedical companies. In 1997 the industrial R&D expenditure was approx. FEB 8621 million.

In 1991 Belgium had a total of 220 laboratories and 34 research institutes. The Ministry of Agriculture funds six of the institutes that carry out important research in agro-biotech. The Flemish public biotech R&D, was carried out at seven universities and 8 non-university centres and focused on various areas in biomedical R&D, agro-biotech and genetics. Within the Walloon region, public biotechnology R&D is carried out in nine universities and ten non-universities in total. Two biotechnology R&D centres were set up by the Walloon Region at the University of Liège and at the Agronomical Faculty at Gembloux. As a joint venture between the Walloon Region and the EU, two centres of excellence are being created at the Université Catholique de Louvain at Seneffe (CERTECH) and at the Université Libre de Bruxelles (CRB) at Charleroi.

The service entitled Biosafety and Biotechnology (SBB) is the Belgian focal point for the co-ordination of information exchange at the international (EU, OECD), at the federal (Public Health, Agriculture, Worker Protection, Economic Affairs, Internal and Scientific Affairs) and at the regional (Environment) levels in all scientific and advisory matters related to biosafety. The SBB represents the permanent secretariat of the Biosafety Advisory Council and can carry out expertise tasks in respect of regional legislation and the risk assessment of notification associated with Directive 90/220/EEC.

#### 3.3.2. *Current Actions and Programmes*

Programmes fall into three categories within:

- (1) The Federal State

- (2) The Flemish Community
- (3) The French-speaking Community/Walloon Region.

**Federal State:** The Federal Office for Scientific, Technical and Cultural Affairs (OSTC) currently finances the IPA (Inter-University Poles of Attraction) with Euro 20m per year. 30% of this fund goes to the centres of excellence working in the life sciences area. The OSTC also supports the Belgian Co-ordinated Collections of Micro-organisms (BCCM).

**Flemish Community/Region:** During the 8-year period 1990-1998, Vlaams Actieprogramma Biotechnologie (VAB) is promoting co-operation between basic research institutes, universities and industry. They have a budget of Euro 33m with a further 55m in reserve for technical assessment and socio-economic impact studies. In 1996 the government formed "Vlaams Inter-universitair Instituut voor Biotechnologie" with funding for 5 years initially to stimulate strategic basic research in nine different university departments. This project-orientated research will fund 5-6 smaller research teams for 1996 with a budget of Euro 23m. Today the Flanders Interuniversity Institute for Biotechnology is an autonomous biotech research institute that combines nine university departments and five associated laboratories. More than 700 scientists conduct research programmes in the following areas: cancer, neurodegenerative and cardiovascular diseases, gene therapy, developmental biology, microbiology, protein structure, and plant biotechnology. In addition to strategic research VIB actively validates the research results through patent applications, industrial collaborations and spin-off companies. The first spin-off company, DevGen, was founded in 1997. DevGen analyses genes and their functions involved in various ailments. Its research is based on the model system *C. elegans*. One year later VIB established its second spin-off company, CropDesign, active in the agro biotech sector. VIB seeks a well-founded social dialogue through information, research and education. The government of Flanders grants VIB a yearly contribution of BEF 947 million.

The Flemish Institute for the Promotion of Scientific Research in Industry (IWT) was established in 1991 and in 1995 it was allocated ECU 5.7m to promote the stimulation of pre-competitive and prototype R&D in the Flemish biotech and pharmaceutical industry, especially SMEs. A Biotech Venture Capital fund to stimulate the formation of spin-off companies, was also set up with an annual BEF 200 million (Euro 5m).

The Department of Education finances the centres of excellence through Concerted Actions and is also in charge of distributing the funds of the former National Fund for Scientific Research within Flanders.

**French-Speaking Community/Walloon Region:** Concerted actions and funds of the Fonds national pour la Recherche Scientifique (FNRS) help to finance the centres of excellence in life sciences and technologies. The aim is to reinforce and promote industry, investing in biotechnology R&D and focusing on SMEs and the centres of excellence. During the year 1997, 375

million FEB was provided to companies and 470 million FEB to universities in the Walloon region.

### 3.3.3. Programmes at a Glance - The Federal State

<b>Programme:</b>	<b>Inter-university Poles of Attraction – Phase IV</b>		
<b>Sponsor:</b>	The Federal Office for Scientific, Technical and Cultural Affairs (OSTC/ DWTC)		
<b>Scope:</b>	<p>This programme aims at creating inter-university, high-level networks in fundamental research.</p> <p>The programme has three objectives:</p> <ul style="list-style-type: none"> <li>• Providing advanced research teams with a critical mass of additional human and material resources.</li> <li>• Developing or creating collaboration between these teams and laboratories and other universities active in the same field or in allied fields.</li> <li>• Coaching and integrating Belgian teams into European or international networks in fundamental research.</li> </ul> <p>The duration of the programme is January 1997 to December 2001.</p> <p>This programme has an annual budget of BEF 325 million dedicated to the molecular biology of the cell, with 53 teams belonging to 12 different networks in the fields of neuroscience – visual perception.</p>		
<b>Contact:</b>	Mr Van Langenhove	OSTC/ DWTC	Tel: + 32 2 238 35 53 Email: vlan@belspo.be

### *The Flemish Community/Region*

<b>Programme:</b>	<b>Vlaams Actie programma Biotechnologie</b>		
<b>Sponsor:</b>	The Flemish Institute for R&D		
<b>Scope:</b>	<p>This regional programme began in 1990 and runs until 1998. It aims predominantly at promoting co-operation between basic research institutes, universities and industry in the following sectors: plant genetics, microbiology, protein engineering and immunology. The budget stands at ECU 33m with an additional sum for technology assessment and socio-economic impact studies.</p>		
<b>Contact:</b>	Mr Graham Delamère	The Flemish Institute for the Promotion of Scientific Research in Industry - (IWT)	Tel: + 32 2 424 07 05 or + 32 2 425 86 57

<b>Programme:</b>	<b>Industrial Research Fund in Flanders (FIOV)</b>		
<b>Sponsor:</b>	Vlaams Instituut voor Biotechnologie (VIB)		
<b>Scope:</b>	<p>Within the Flemish Region there exist two structured programmes aimed specifically at supporting the Biotechnology sector via the Universities and SMEs. One is organised via the VIA and the second via The Institute for the Promotion of Scientific Research in Industry (IWT). The VIB Institute grants approximately BF 1 billion annually, and it aims at co-ordinating and supporting synergies between the Universities on scientific research. In addition, project-oriented research will fund 5-6 smaller research teams.</p>		
<b>Contact:</b>	Mr Rudy Dekeyser	VIB Rijvisschestraat 118 Box 1 B-9053, Belgium	Tel: + 32 9 244 66 11 Fax: + 32 9 244 66 10 Email: rudy.dekeyser@vib.be



<b>Programme:</b>	<b>Research and Development Grant for the Flemish Region</b>		
<b>Sponsor:</b>	The Flemish Institute for the Promotion of Scientific Research In Industry (IWT)		
<b>Scope:</b>	<p>This Institute promotes pre-competitive and prototype R&amp;D in the Flemish biotech and pharmaceutical industry, particularly amongst SMEs.</p> <p>The promotion of spin-off companies is a very important part of this programme and an annual ECU 5 million venture capital fund, called the BIOTECH Fund is on reserve to this end. Funds are distributed via the Flemish Department of Education.</p>		
<b>Contact:</b>	Ms Christine Claus	IWT Bischoffsheimlaan 25 B-1000 Brussels Belgium	Tel: + 32 2 223 00 33 Fax: + 32 2 223 11 81

<b>Programme:</b>	<b>EAGGF - Mark/Processing Biological Products</b>		
<b>Sponsor:</b>	Ministry of the Flemish Community		
<b>Scope:</b>	<p>This programme is aimed at enterprises within the Flemish Region in the marketing and commercialisation of bio-products for:</p> <ul style="list-style-type: none"> <li>• the expansion and optimisation of marketing structures for bio-products, control and labeling</li> <li>• the creation of companies or plants for the processing of bio-products.</li> <li>• Co-financing by the EAGGF of up to 15% of the eligible investment outside the objective 5B areas.</li> </ul> <p>Eligible expenditure:</p> <ul style="list-style-type: none"> <li>• building/acquisition of buildings</li> <li>• new plant and equipment, including computer hardware and software</li> <li>• overheads up to 12% of the costs mentioned under points 1 and 2 above.</li> </ul>		
<b>Contact:</b>	Agricultural and Horticultural Department of the Flemish Community		

<b>Programme:</b>	<b>ERDF Programme No 94.10.10.014</b>		
<b>Sponsor:</b>	Ministerie van de Vlaamse Gemeenschap		
<b>Scope:</b>	<p>The European Commission has approved an operational programme under the SME Community Initiative to promote economic development both in Limburgh and Kempen, affected by industrial decline and in Meetjesland and Westhoek-Middenkust, areas characterised by low economic development and an important fishery or agricultural sector.</p> <p>The aim of the programme is to support the adaptation of SMEs to the single market by promoting technological innovation, it is hoped that SMEs will increase their competitiveness, and thereby promote job creation in the region.</p> <p>The Community part-financing will amount to 31.10% of the total investment, the remainder being provided by national and regional authorities, and from private sources.</p> <p>The main schemes covered by this programme are:</p> <ul style="list-style-type: none"> <li>• sensitisation/awareness measures</li> </ul>		

	<ul style="list-style-type: none"> <li>• the support and implementation of innovative projects</li> <li>• networking</li> <li>• technical assistance.</li> </ul>	
<b>Contact:</b>	Ministerie van de Vlaamse Gemeenschap, Administratie Economie Markiesstraat 1 B-1000 Brussels	Tel: + 32 2 507 38 64 Fax: + 32 2 502 47 02

### *The Walloon Community/Region*

<b>Programme:</b>	<b>Subvention Entreprise - Research Programme</b>		
<b>Sponsor:</b>	Direction Générale des Technologies, de la Recherche et de l'Energie, Division des Aides aux entreprises – DG TRE		
<b>Scope:</b>	<p>This programme is aimed at companies intending to sub-contract their market research to universities or research institutes.</p> <p>This programme is co-financed by the European Commission and an SME can obtain between 50-70% funding if their application is successful.</p>		
<b>Contact:</b>	Mr Marc Debruxelles	DG TRE Avenue Prince de Liege 7 1 ere Etage 5100 Jambes (Namur)	Tel: + 32 (0) 81 32 16 50 Fax: + 32 (0) 81 32 66 00

<b>Programme:</b>	<b>R&amp;D Programme - Environmental Technologies</b>		
<b>Sponsor:</b>	Direction Générale des Technologies, de la Recherche et de l'Energie, Division des Aides aux entreprises – DG TRE		
<b>Scope:</b>	<p>This programme concentrates on assisting those companies interested in developing their level of technology for commercialisation reasons or in order to resolve environmental problems. Themes quoted under this scheme include: Prevention, Recycling, Treatment, Control.</p> <p>Once an application is accepted, between 50-70% of the finance for the research required is available</p>		
<b>Contact:</b>	Mr Marc Debruxelles	DG TRE Avenue Prince de Liege 7 1 ere Etage 5100 Jambes (Namur)	Tel: + 32 (0) 81 32 16 50 Fax: + 32 (0) 81 32 66 00

<b>Programme:</b>	<b>"First-Entreprise"</b>		
<b>Sponsor:</b>	Direction Générale des Technologies, de la Recherche et de l'Energie, Division des Aides aux entreprises – DG TRE		
<b>Scope:</b>	<p>The First Enterprise Programme encourages and supports collaboration between industry and universities. It is aimed at firms who are looking at strengthening their science and technology base through employing students from a</p> <ul style="list-style-type: none"> <li>• Research Unit within a University</li> <li>• Research Unit associated with a Superior Industrial Institute</li> </ul>		

	<ul style="list-style-type: none"> <li>• A Research Centre.</li> </ul> <p>It is intended that such a traineeship would involve a significant transfers of knowledge.</p>		
<b>Contact:</b>	Mr Marc Debruxelles	DGTRE Avenue Prince de Liege 7 1 ere Etage 5100 Jambes (Namur)	Tel: + 32 (0) 81 32 16 50 Fax: + 32 (0) 81 32 66 00

<b>Programme:</b>	<b>Responsable Innovation Technologique - RIT</b>		
<b>Sponsor:</b>	Direction Générale des Technologies, de la Recherche et de l'Energie, Division des Aides aux entreprises – DGTRE		
<b>Scope:</b>	The above programme is focused at Industrial SMEs within the Walloon Region whose main objective is to increase their Human Resources in order that the SME as a result, can develop further Technology Innovation Projects.		
<b>Contact:</b>	Mr Marc Debruxelles	DGTRE Avenue Prince de Liege 7 1 ere Etage 5100 Jambes (Namur)	Tel: + 32 (0) 81 32 16 50 Fax: + 32 (0) 81 32 66 00

<b>Programme:</b>	<b>RIT Europe – Co-opération Technologique entre PME</b>		
<b>Sponsor:</b>	Direction Générale des Technologies, de la Recherche et de l'Energie, Division des Aides aux entreprises – DGTRE		
<b>Scope:</b>	The RIT Europe is aimed at SMEs looking to collaborate on a technology basis with one or more SMEs situated within another Member State. Finance is provided for employing an external consultant to complete an economic study on what SME would be the most appropriate to co-operate with and also the remuneration of one person for a year.		
<b>Contact:</b>	Mr Marc Debruxelles	DGTRE Avenue Prince de Liege 7 1 ere Etage 5100 Jambes (Namur)	Tel: + 32 (0) 81 32 16 50 Fax: + 32 (0) 81 32 66 00

<b>Programme:</b>	<b>Sectorial Studies</b>		
<b>Sponsor:</b>	Direction Générale des Technologies, de la Recherche et de l'Energie, Division des Aides aux entreprises – DGTRE		
<b>Scope:</b>	This scheme focuses on SMEs within the Walloon Region looking to conduct a survey on the position of their company with regard to technology and the advances that have been made pertinent to their sector. This fund finances 80 % of the costs in the hiring of an external consultant to complete such a study and to obtain the results.		
<b>Contact:</b>	Mr Marc Debruxelles	DGTRE Avenue Prince de Liege 7 1 ere Etage 5100 Jambes (Namur)	Tel: + 32 (0) 81 32 16 50 Fax: + 32 (0) 81 32 66 00

<b>Programme:</b>	<b>Etudes Technico-Economique</b>		
<b>Sponsor:</b>	Direction Générale des Technologies, de la Recherche et de l'Energie, Division des Aides aux entreprises – DGTRE		

<b>Scale:</b>	This programme is aimed at SMEs within the Walloon Region who are interested in analysing and improving their success rate both commercially and in respect of technology used if they were to introduce a new product or service on to the market place. The fund finances such 80% of such a study that would be completed by an external consultant.		
<b>Contact:</b>	Mr Marc Debruxelles	DGTRE Avenue Prince de Liege 7 1 ere Etage 5100 Jambes (Namur)	Tel: + 32 (0) 81 32 16 50 Fax: + 32 (0) 81 32 66 00

<b>Programme:</b>	<b>External Feasibility Studies - Technical Support</b>		
<b>Sponsor:</b>	Direction Générale des Technologies, de la Recherche et de l'Energie, Division des Aides aux entreprises – DGTRE		
<b>Scope:</b>	This programme is directed at SMEs based in the Walloon Region hoping to assess the technical feasibility of a product or a new process via a university research centre. The fund finances 80% of the research conducted.		
<b>Contact:</b>	Mr Marc Debruxelles	DGTRE Avenue Prince de Liege 7 1 ere Etage 5100 Jambes (Namur)	Tel: + 32 (0) 81 32 16 50 Fax: + 32 (0) 81 32 66 00

<b>Programme:</b>	<b>Feasibility Study - Innovative Software</b>		
<b>Sponsor:</b>	Direction Générale des Technologies, de la Recherche et de l'Energie, Division des Aides aux entreprises – DGTRE		
<b>Scope:</b>	This programme focuses on SMEs providing information in the industrial sector based in the Walloon Region, and who are looking to determine the technical and economic possibilities of developing a new piece of software. 80% of the costs of hiring an external consultant are paid by the fund if the application is successful.		
<b>Contact:</b>	Mr Marc Debruxelles	DGTRE Avenue Prince de Liege 7 1 ere Etage 5100 Jambes (Namur)	Tel: + 32 (0) 81 32 16 50 Fax: + 32 (0) 81 32 66 00

<b>Programme:</b>	<b>Technology Transfer - External Studies</b>		
<b>Sponsor:</b>	Direction Générale des Technologies, de la Recherche et de l'Energie, Division des Aides aux entreprises – DGTRE		
<b>Scope:</b>	<p>The Technology Transfer Programme is aimed at SMEs within the Walloon Region who are hoping to acquire a new technology that has been developed outside their enterprise and to this end participate in a "transfer of technology." The Fund supports the SMEs during the process by:</p> <ul style="list-style-type: none"> <li>◆ conducting a technological evaluation of the transfer including an analysis of the cost that the SME would incur as a result.</li> <li>◆ conducting an evaluation of possible partners.</li> <li>◆ support with the actual transfer of technology.</li> <li>◆ technical and judicial assistance.</li> </ul>		
<b>Contact:</b>	Mr Marc Debruxelles	DGTRE Avenue Prince de Liege 7 1 ere Etage 5100 Jambes (Namur)	Tel: + 32 (0) 81 32 16 50 Fax: + 32 (0) 81 32 66 00

<b>Programme:</b>	<b>Research and Development Finance</b>		
<b>Sponsor:</b>	Direction Générale des Technologies, de la Recherche et de l'Energie, Division des Aides aux entreprises – DGTRE		
<b>Scope:</b>	This programme attracts enterprises within the province of Hainaut who have submitted an application for the financing of an industrial research project to be developed or applied. The fund finances 80% of the costs, if successful, for SMEs. The respective SMEs must exploit fully the results obtained from the research within the province of Hainaut.		
<b>Contact:</b>	Mr Marc Debruxelles	DGTRE Avenue Prince de Liege 7 1 <sup>ere</sup> Etage 5100 Jambes (Namur)	Tel: + 32 (0) 81 32 16 50 Fax: + 32 (0) 81 32 66 00

<b>Programme:</b>	<b>Acquitech</b>		
<b>Sponsor:</b>	Direction Générale des Technologies, de la Recherche et de l'Energie, Division des Aides aux entreprises – DGTRE		
<b>Scope:</b>	Enterprises based within the region of Hainaut can apply for a loan through this fund in order to acquire new technologies or research results. It also covers the finance necessary for acquiring a patent or a licence.		
<b>Contact:</b>	Mr Marc Debruxelles	DGTRE Avenue Prince de Liege 7 1 <sup>ere</sup> Etage 5100 Jambes (Namur)	Tel: + 32 (0) 81 32 16 50 Fax: + 32 (0) 81 32 66 00

<b>Programme:</b>	<b>Assiste</b>		
<b>Sponsor:</b>	Direction Générale des Technologies, de la Recherche et de l'Energie, Division des Aides aux entreprises – DGTRE		
<b>Scope:</b>	This is aimed at all SMEs based within the region of Hainaut who have already received an advance loan through the Acquitech Programme and are now looking to establish the technical, commercial and financial standards in order to exploit their research results. 80% of the costs involved are covered by this fund.		
<b>Contact:</b>	Mr Marc Debruxelles	DGTRE Avenue Prince de Liege 7 1 <sup>ere</sup> Etage 5100 Jambes (Namur)	Tel: + 32 (0) 81 32 16 50 Fax: + 32 (0) 81 32 66 00

<b>Programme:</b>	<b>Assiste II</b>		
<b>Sponsor:</b>	Direction Générale des Technologies, de la Recherche et de l'Energie, Division des Aides aux entreprises – DGTRE		
<b>Scope:</b>	This fund focuses on those SMEs that have been successful in obtaining funding from Assiste I and are hoping to take the results of their research one step further and complete the market research, find an appropriate partner and further evaluate the design of the product concerned and advance towards proceeding with intellectual property rights.		

<b>Contact:</b>	Mr Marc Debruxelles	DGTRE Avenue Prince de Liege 7 1 ere Etage 5100 Jambes (Namur)	Tel: + 32 (0) 81 32 16 50 Fax: + 32 (0) 81 32 66 00
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<b>Programme:</b>	<b>Stimule</b>		
<b>Sponsor:</b>	Direction Générale des Technologies, de la Recherche et de l'Energie, Division des Aides aux entreprises – DGTRE		
<b>Scope:</b>	Under this scheme SMEs based within the Hainaut region and who have obtained a loan under the Aquitech or Assiste schemes can repay just 50% of the finance received in the first year following the research study.		
<b>Contact:</b>	Mr Marc Debruxelles	DGTRE Avenue Prince de Liege 7 1 ere Etage 5100 Jambes (Namur)	Tel: + 32 (0) 81 32 16 50 Fax: + 32 (0) 81 32 66 00

<b>Programme:</b>	<b>Coprotech</b>		
<b>Sponsor:</b>	Direction Générale des Technologies, de la Recherche et de l'Energie, Division des Aides aux entreprises – DGTRE		
<b>Scope:</b>	Coprotech is aimed at companies within the region of Hainaut, that have been successful in obtaining a loan for one of the research programmes mentioned above and are now hoping to exploit fully the results obtained. The fund will advance 50% of the costs involved in exploiting such results.		
<b>Contact:</b>	Mr Marc Debruxelles	DGTRE Avenue Prince de Liege 7 1 ere Etage 5100 Jambes (Namur)	Tel: + 32 (0) 81 32 16 50 Fax: + 32 (0) 81 32 66 00

<b>Programme:</b>	<b>Auditech</b>		
<b>Sponsor:</b>	Direction Générale des Technologies, de la Recherche et de l'Energie, Division des Aides aux entreprises – DGTRE		
<b>Scope:</b>	This programme focuses on SMEs within the region of Hainaut, who are interested in completing an evaluation of their innovative capabilities, determining a strategy, measuring the technical implications and perspective economic implications and collaborating with Research Centres or other SMEs on such a study. If successful the fund finances 80% of the cost involved in employing an external consultant to conduct such an analysis.		
<b>Contact:</b>	Mr Marc Debruxelles	DGTRE Avenue Prince de Liege 7 1 ere Etage 5100 Jambes (Namur)	Tel: + 32 (0) 81 32 16 50 Fax: + 32 (0) 81 32 66 00

<b>Programme:</b>	<b>International Partners</b>		
<b>Sponsor:</b>	Direction Générale des Technologies, de la Recherche et de l'Energie, Division des Aides aux entreprises – DGTRE		

<b>Scope:</b>	Those companies based within the region of Hainaut can benefit from this fund if proceeding with an economic development or research programme in collaboration with another firm based within the European Union. It is divided into two stages:  1. determination of an appropriate project and searching for an effective partner. 2. the launching of the project and final agreement with the partner to be involved.		
<b>Contact:</b>	Mr Marc Debruxelles	DGTRE Avenue Prince de Liege 7 1 ere Etage 5100 Jambes (Namur)	Tel: + 32 (0) 81 32 16 50 Fax: + 32 (0) 81 32 66 00

<b>Programme:</b>	<b>Lauréat - For SMEs located in Technological Centres</b>		
<b>Sponsor:</b>	Bureau Economique de la Province de Namur		
<b>Scope::</b>	<p>The purpose of this scheme is to share the costs borne by companies for starting-up and expanding their activities within the technological centres located in the Province of Namur. Technological centres are granted an annual lump-sum which they must redistribute to companies through a reduction in the costs of using the centres and/or their equipment. Incentives will be granted for a maximum duration of 1 year. Support may be extended for an additional year if the company demonstrates it obvious involvement in the development of the innovation.</p> <p>The set of measures implemented by the Province of Namur to foster technological development of the Province include:</p> <ul style="list-style-type: none"> <li>• environmental technology</li> <li>• information technology</li> </ul>		
<b>Sponsor:</b>	Economic Development Office of Namur		

### 3.3.4. Support Organisations/Contacts

**NOTE : For a complete listing of Euro Info Centres, please contact DGXXIII  
Fax : + 32 2 295 7335**

<b>Name:</b>	<b>Euro Info Centre (Antennede BE - 010 Liège)</b>
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<b>Telephone:</b>	+32 87 74 21 80
<b>Fax:</b>	+32 87 55 70 85
<b>Contact:</b>	Mlle Brigitte Fijalkowski

<b>Name:</b>	<b>Euro Info Centre (Antienne de BE011 - Mons)</b>
<b>Address:</b>	Chambre de Commerce et d'Industrie du Tournaisis, Rue Beyaert, 75, B-7500
<b>Telephone:</b>	+32 69 22 11 21
<b>Fax:</b>	+32 69 21 27 84

<b>Contact:</b>	Mlle Isabelle Walscap
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<b>Name:</b>	<b>Euro Info Centre</b>
<b>Address:</b>	Kamer van Koophandel en Nijverheid van Antwerpen, Markgrvestraat, 12, B-2000 Antwerpen.
<b>Telephone:</b>	+32 3 23 22 219
<b>Fax:</b>	+ 32 3 2336 442
<b>Contact:</b>	Mr. Luc Luwel

<b>Name:</b>	<b>Euro Info Centre</b>
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<b>Telephone:</b>	+ 32 2 64 85 873
<b>Fax:</b>	+ 32 2 64 09 328
<b>Contact:</b>	M. Luc De Wolf
<b>Email</b>	<a href="mailto:ccibrussels@cci.be">ccibrussels@cci.be</a>

<b>Name:</b>	<b>Euro Info Centre</b>
<b>Address:</b>	Euroguichet Hainaut-Est, Avenue General Michel, 1E, B-6000 Charleroi.
<b>Telephone:</b>	+ 32 7 13 31 460
<b>Fax:</b>	+32 7 13 16 735
<b>Contact:</b>	M. Philippe Chèvremont
<b>Email</b>	<a href="mailto:Heracles@heracles.charline.be">Heracles@heracles.charline.be</a>

<b>Name:</b>	<b>Euro Info Centre van de Vlaamse GMO's</b>
<b>Address:</b>	Seminariestraat, 2, B-9000 Gent.
<b>Telephone:</b>	+32 9 26 78 630
<b>Fax:</b>	+ 32 9 26 78 696
<b>Contact:</b>	Mr. Johan Declerck
<b>Email</b>	<a href="mailto:eic@gomov.be">eic@gomov.be</a>

<b>Name:</b>	<b>SPI. Euro Info Centre</b>
<b>Address:</b>	Rue Lonhienne, 14, B-4000 Liège.
<b>Telephone:</b>	+32 4 22 01 111
<b>Fax:</b>	+32 4 33 01 120
<b>Contact:</b>	Mme. Monique Rover
<b>Email</b>	<a href="mailto:ipcm@mail.interpac.be">ipcm@mail.interpac.be</a>

<b>Name:</b>	<b>Euro Info Centre Hainaut</b>
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<b>Address:</b>	Site du Grand Hornu, Rue St. Louise,82, B-7301 Hornu (Mons).
<b>Telephone:</b>	+32 6 57 77 970
<b>Fax:</b>	+ 32 6 57 79 091
<b>Contact:</b>	M. Thierry Maton

<b>Name:</b>	<b>Euro Info Centre Brussels Airport</b>
<b>Address:</b>	Kamer voor Handel en Nijcerheid, Halle-Vilvoorde, Brucargo Gebouw 706, Lokaal 7614, B-1931 Zaventem.
<b>Telephone:</b>	+32 2 75 19 056
<b>Fax:</b>	+ 32 2 75 17 811
<b>Contact:</b>	Mr Tom Van Den Elzen
<b>Email</b>	<a href="mailto:ccihv@cci.be">ccihv@cci.be</a>

<b>Name:</b>	<b>Belgian Bio-industry Association</b>
<b>Address:</b>	Rue de Crayer 6, 1050-Bruxelles
<b>Telephone:</b>	+ 32 2 656 83 00
<b>Fax:</b>	+ 32 2 656 81 45
<b>Web Site:</b>	<a href="http://www.bba-bio.be">http://www.bba-bio.be</a>
<b>Contact:</b>	Mr Pierre Crooy & Dr J Viseur

<b>Name:</b>	<b>Service of Biosafety and Biotechnology (SBB)</b>	
<b>Address:</b>	Institute of Public Health (IPH), Rue Juliette Wystmanstraat 14, B-1050 Brussels, Belgium	
<b>Telephone:</b>	+ 32 2 642 52 93	
<b>Fax:</b>	+ 322 642 52 92	
<b>Web Page:</b>	<a href="http://biosafety.ihe.be">http://biosafety.ihe.be</a>	
<b>Email:</b>	<a href="mailto:helpsbb@sbb.ihe.be">helpsbb@sbb.ihe.be</a>	
<b>Contact:</b>	Mr William Moens email:wmoens@sbb.ihe.be	Mr Didier Breyer email:dbreyer@sbb.ihe.be

### *Federal State*

<b>Name:</b>	<b>Ministry of Social Affairs, Public Health and the Environment</b>
<b>Address:</b>	Quartier Vésale Esplanade, Fourth Floor, B-1210, Brussels
<b>Telephone:</b>	+ 32 2 210 48 93
<b>Fax:</b>	+ 32 2 210 48 80

<b>Name:</b>	<b>Ministère des Classes Moyennes et de l'Agriculture Inspection Générale des</b>
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	<b>Matieres Premieres et Produits Transformés</b>
<b>Address:</b>	Manhattan Centre, 8 <sup>th</sup> Floor, Avenue du Boulevard 21, B-1210, Brussels
<b>Telephone:</b>	+ 32 2 208 32 11
<b>Fax:</b>	+ 32 2 208 38 66

<b>Name:</b>	<b>Belgian Federal Office for Scientific, Technical and Cultural Affairs (O.S.T.C.)</b>
<b>Address:</b>	Rue de la Science 8, B-1000, Brussels
<b>Telephone:</b>	+ 32 2 238 34 11
<b>Fax:</b>	+ 32 2 230 59 12
<b>Web Site:</b>	<a href="http://www.belspo.be">http://www.belspo.be</a>
<b>Contact:</b>	Jacques Wautrequin - Secretary General

<b>Name:</b>	<b>Bpdrachthouder, Federale Diensten voor Wetenschappelijke Technische en Culturele Aangelegenheden</b>
<b>Address:</b>	Wetenschapstraat 8, B-1040, Brussels
<b>Telephone:</b>	+ 32 2 238 35 20
<b>Fax:</b>	+ 32 2 230 59 12
<b>Contact:</b>	Mm Heer J D Brabandere

### *Region of Brussels - Capital*

<b>Name:</b>	<b>Institut Bruxellois pour la Gestion de l'Environnement (IBGE)</b>
<b>Address:</b>	Gulledelle 100, B-1200, Brussels
<b>Telephone:</b>	+ 32 2 775 75 38
<b>Fax:</b>	+ 32 2 775 77 72

<b>Name:</b>	<b>Guichet Entreprises-Environnement</b>
<b>Address:</b>	Société de Développement Régional de Bruxelles, Rue Gabrielle Petit 6, B-1200, Brussels
<b>Telephone:</b>	+ 32 2 422 52 00

### *Walloon Region*

<b>Name:</b>	<b>Direction Générale des Ressources Naturelles et de l'Environnement (DGRNE)</b>
<b>Address:</b>	Avenue Prince de Liege 15, B-5100 Jambes
<b>Telephone:</b>	+ 32 81 32 57 68
<b>Fax:</b>	+ 32 81 32 59 82

<b>Name:</b>	<b>Ministere Wallon de la Recherche, du Développement Technologie, des Sports et des Relations Internationales</b>	
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<b>Telephone:</b>	+ 32 81 32 16 87	
<b>Fax:</b>	+ 32 81 30 66 00	
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<b>Name:</b>	<b>Direction Generale Des Technologies, de la Recherche et de L'Energie</b>	
<b>Address:</b>	Avenue Prince de Liege 7, 5100 Jambes	
<b>Telephone:</b>	+ 32 81 32 12 11	
<b>Fax:</b>	+ 32 81 30 66 00	
<b>Contact:</b>	Mr A M Straus - Director General	

<b>Name:</b>	<b>Cabinet du Ministre de la Politique Scientifique</b>	
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<b>Telephone:</b>	+ 32 2 238 28 11	
<b>Fax:</b>	+ 32 2 230 38 62	
<b>Contact:</b>	Mr Hassan Jijakli	

<b>Name:</b>	<b>Cabinet du Ministre de l'Agriculture</b>	
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<b>Telephone:</b>	+ 32 2 211 06 11	
<b>Fax:</b>	+ 32 2 219 61 30	
<b>Contact:</b>	Mr Pinxten	

### *Flemish Region*

<b>Name:</b>	<b>Vlaames Instituut voor Biotechnologie - (VIB)</b>	
<b>Address:</b>	Rijvisschestraat 118, 9052 Gent	
<b>Telephone:</b>	+ 32 9 244 66 11	
<b>Fax:</b>	+ 32 9 244 66 10	
<b>Contact:</b>	Mr Jo Bury - Director	Mr Rudy Dekeyser

<b>Name:</b>	<b>Vlaams Instituut voor de Bevordering van het Wetenschappelijk</b>	
<b>Address:</b>	Bischoffsheimlaan 25, B-1000, Brussels	

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<b>Telephone:</b>	+ 32 2 223 00 33
<b>Fax:</b>	+ 32 2 223 11 81
<b>Contact:</b>	Ms Christine Claus

<b>Name:</b>	<b>Administratie Milieu - Natur-, Land-en Waterbeheer (Animal)</b>
<b>Address:</b>	Belliardstraat 14-18, B-1040 Brussels, Belgium
<b>Telephone:</b>	+ 32 2 550 20 19
<b>Fax:</b>	+ 32 2 550 20 15

### 3.4. Denmark

#### 3.4.1. *A Brief Background to the Industry*

The Biotechnology sector in Denmark is small but particularly strong in enzyme and yeast technology (dairy and brewing) and insulin production. Biotechnology is considered a priority research area and both public and private biotech R&D have improved significantly over the past ten years. A strategy for national research (including biotechnology) is being compiled by the Ministry of Research and Information and biotechnology will be of special interest.

Denmark collaborates actively with Sweden in the framework of a joint Danish-Swedish biotech centre based in the Copenhagen and Malmö-Lund areas. Euro 11,697.90 per year has been given to support projects in the following areas: cellular communication, DNA-RNA structure and function, plant biology and ecology. New initiatives planned from 1998 will include:

- biotechnology in medical research, including genetic research.
- a Research Council for Technical Sciences to support various activities.
- a Research Council for Agricultural Sciences to support animal and plant science.
- a Research Council for Natural Sciences to support biomolecular structures and molecular recognition.
- a Danish Foundation for Basic Research to cover bioinformatics and plant biology.

Denmark has 55 companies active in the biotechnology sector, half of which are SMEs. 3,130 people are currently employed. The main areas that these companies specialise in cover chemicals, diagnostics, pharmaceutical and food. Danish biotech and biomedical companies raised approximately ECU 5million of venture capital in 1994.

The Technical University of Denmark and the University of Copenhagen have chosen Biotechnology as one of their focus areas alongside many other universities in Denmark. The Biotechnological Institute and the Genetic Engineering Group are two non-profit making research institutes in the private sector, and have just recently merged. The Bioraf Denmark Foundation runs the Whole Crop Bio-refinery Project. There are a number of research centres and associations of researchers which lie at the centre of the biotech programme for Denmark and come under the Ministry of Food, Agriculture and Fisheries, The Ministry of the Environment and Energy and the Ministry of Health.

### 3.4.2. *Current Actions and Programmes*

The Third National R&D programme was launched in 1996 with funds of ECU 10m. A total of ECU 6.9m is to be allocated to research centres, whereas ECU3.6 million is to be allocated to new centres in open competition.

Future programmes are to become more focused and will specialise on a particular sector or infrastructure within Biotechnology.

The Ministry of Research launched a special programme to give risk-taking younger scientists opportunities within the THOR Programme, which focuses on highly specialised research, and provides funding of Euro 11.4m for 4 years. 25% of the supported projects are expected to be within Biotechnology.

The Food Technology Programme (FOTEK) has an estimated share of Biotechnology funds of approximately Euro 2.1 million per year.

### 3.4.3. *Programmes at a Glance*

<b>Programme:</b>	<b>Strategic Research Programmes</b>	
<b>Sponsor:</b>	The National Danish Research Foundation	
<b>Scope:</b>	This Institute spends approximately Euro 11.4 million a year on biotechnology related projects. The focus from 1997 onwards includes plant biology and bio-informatics.	
<b>Contact:</b>	Lisbeth Hede Bredgade 43 DK-1260 Kobenhavn Denmark	Tel:+45 33 92 97 00 Fax:+45 33 32 35 01 Email:pg@forskraad.dk

<b>Programme:</b>	<b>THOR</b>	
<b>Sponsor:</b>	The Ministry of Research and Information Technology	
<b>Scope:</b>	This scheme is aimed at young scientists and encourages specialised research in a number of areas. It is to run from 1997 to the year 2000 and will provide Euro 11.4 million in the form of funding.	
<b>Contact:</b>	The Research Councils	Tel:+45 33 92 97 00

<b>Programme:</b>	<b>FOTEK 2</b>	
<b>Sponsor:</b>	<b>The Danish Research and Development Programme</b>	
<b>Scope:</b>	<p>This programme was started in 1990 and a total of DK525 million has been set aside for the programme by the Ministries of Agriculture and Fisheries, Business and Industry and Education.</p> <p>The main goal of the FOTEK Programme is to strengthen the position of the of the Danish food industry on the international market. The programme subsidises a limited number of large basic research as well as framework programmes, commercially-oriented collaborative projects and various other activities.</p> <p>FOTEK 2 focuses on 5 specific areas covering:</p> <ul style="list-style-type: none"> <li>• Health and nutrition</li> <li>• Quality</li> <li>• New uses for food</li> <li>• Environmentally sound production methods</li> </ul>	

	<ul style="list-style-type: none"> <li>• Consumer preferences and behaviour</li> </ul> <p>This programme has no fixed duration but was reviewed in late 1997 with a view to adjusting the future course.</p>	
<b>Contact:</b>	Charlotte Kolln	Tel:+45 33 92 97 00

<b>Programme:</b>	<b>Centre Contracts</b>	
<b>Sponsor:</b>	"Erhvervsfremming Styrelsen" - The Danish Agency for Development of Industry and Trade	
<b>Scope:</b>	Centre Contracts are relatively long-term co-operative research and development projects between three parties: enterprises, authorised technological service institutes and research institutes. The co-operation secures the direct transfer of knowledge and skills between the participating organisations and helps to create dialogue between the business community and the technological service and research institutions. Grants are not made to individual enterprises. The scheme was initiated in 1995 to improve public/private interplay. The budget allocated for 1997 totalled approximately ECU 1.7million.	
<b>Contact:</b>	Danish Agency for Trade and Industry, Tagensvej, DK-2200 Copenhagen N	Tel: + 45 43 50 40 00

<b>Programme:</b>	<b>Biotechnology Programmes</b>	
<b>Sponsor:</b>	The Research Councils	
<b>Scope:</b>	<p>The areas of priority for the Danish Research Councils and the total amount of funding they are eligible for are highlighted below:</p> <ul style="list-style-type: none"> <li>• Molecular and Cell Gerontology - 1996-1999 (Euro 2 million)</li> <li>• Genetics and proteomics - 1998-2002 (Euro 27.8 million)</li> <li>• Xenoestrogens and Reproduction - (Euro 2.8 million)</li> <li>• Bioresearch (glycochem &amp; biology) – Euro 7 million)</li> <li>• Bioinformatics - 1998-2000 (Euro 1.5 million)</li> </ul>	
<b>Contact:</b>	Mr Per Gronborg Bredgade 43 DK-1260 Kobenhavn Denmark	Tel:+45 33 92 97 00 Fax:+45 33 32 35 01 email:pg@forskraad.dk

<b>Programme:</b>	<b>Erhvervs - Forsker - Danish Industrial PhD Fellowship Programme</b>	
<b>Sponsor:</b>	The Danish Agency for the Development of Trade and Industry	
<b>Scope:</b>	This programme provides grants that permit private enterprises to employ Ph.D students to undertake research and development projects in co-operation with research institutes.	
<b>Contact:</b>	Ms Birgitte Rolf Jacobsen	Tel: + 45 45 88 13 11

<b>Programme:</b>	<b>BIOTEK 2</b>	
<b>Sponsor:</b>	Research Councils	
<b>Scope:</b>	This scheme will run until the end of 1999 and it is intended to 'strengthen the Institute's economic ability to finance biotechnological research'. 70 million DKR is allocated per year for this purpose.	
<b>Contact:</b>	M Lisbeth Hede Bredgade 43 DK-1260 Kobenhavn Denmark	Tel: + 45 33 92 97 00 Fax: + 45 33 32 35 01 Email: pg@forskraad.dk

<b>Programme:</b>	<b>ERDF Programme</b>	
<b>Sponsor:</b>	The European Commission + National Authorities	
<b>Scope:</b>	<p>The European Commission has approved an operational programme under the SME Community Initiative to promote economic development in areas suffering high unemployment and low income due to structural changes in the industrial and agricultural sectors.</p> <p>The aim of the programme is to support the development and success of SMEs, especially by improving their innovation rate and the general entrepreneurial climate. It is hoped that by supporting SMEs, economic growth will be generated, exports increased and jobs created in the region.</p> <p>This programme will extend an already established national programme called the Ticketcard Scheme for Entrepreneurs. This scheme targets those entrepreneurs who have recently set up a business in a Danish Objective2 or 5B region, and who have received education and developed a business strategy with the help of the national Ticketcard scheme. The extended EU-Ticketcard will allow extra efforts to be put into continuing guidance and support for the newly established businesses. This programme is expected to improve the survival rate of SMEs, improve their competence and create jobs. The other scheme covered by this programme is titled Technical Assistance.</p> <p>The Community finances 50% of the total investment, the remainder being provided by national authorities.</p>	
<b>Contact:</b>	Niels Bjerning Hansen Erhvervsfremme Styrelsen Sondergade 25 DK-8600 Silkeborg	Tel: + 45 87 20 40 60 Fax: + 45 87 20 40 77

#### 3.4.4. Support Organisations/Contacts

<b>Name:</b>	<b>The Association of Biotechnological Industries in Denmark (FBID) – Copenhagen</b>
<b>Telephone:</b>	+ 45 44 44 88 88 Ext 2240/2303
<b>Fax:</b>	+ 45 44 44 42 82/98 36 22
<b>E-mail</b>	<a href="http://www.fbid.dk">http://www.fbid.dk</a>

<b>Name:</b>	<b>Danish Environmental Protection Agency</b>
<b>Address:</b>	Strandgade 29, DK-1401 Copenhagen
<b>Telephone:</b>	+ 45 32 66 01 00
<b>Fax:</b>	+ 45 32 66 04 79
<b>Contact:</b>	Ms Rie Lorentzen

<b>Name:</b>	<b>Danish Research Councils – FIRST</b>
<b>Address:</b>	Bredgade 43, DK-1260, Kobenhavn K
<b>Telephone:</b>	+ 45 33 92 97 00
<b>Fax:</b>	+ 45 33 32 35 01
<b>Email:</b>	<a href="mailto:puf@fsk.dk">puf@fsk.dk</a>



<b>Contact:</b>	Lisbeth Mortensen
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<b>Name:</b>	<b>Odense University</b>
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<b>Telephone:</b>	+ 45 66 15 86 00
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<b>Contact:</b>	Prof Peter Roepstorff

<b>Name:</b>	<b>University of Copenhagen</b>
<b>Address:</b>	Proteinlab, Panum Institut Bldg 6, Belgdamsvej 3, DK-2200 Kobenhavn Cph
<b>Telephone:</b>	+ 45 35 32 73 37
<b>Fax:</b>	+ 45 31 35 18 95
<b>Email:</b>	bono@biobase.dk
<b>Contact:</b>	Dr Bodil Norrild

<b>Name:</b>	<b>Erhvervsfremme Styrelsen - Euro Centre</b>
<b>Address:</b>	Gregersensvej, Postbox 141, Taastrup, DK-2630
<b>Telephone:</b>	+ 45 43 50 40 00
<b>Fax:</b>	+ 45 43 71 63 60
<b>Email:</b>	euro@dti.dk
<b>Contact:</b>	Ms Inger Petersen

**NOTE: For a complete listing of Euro Info Centres, please contact DGXXIII**

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<b>Address:</b>	Danish Technological Institute, Gregersensvej, Postbox 141, DG-2630 Kobenhavn-Tastrup
<b>Telephone:</b>	+ 45 43 50 40 00
<b>Fax:</b>	+ 45 43 71 63 60
<b>Email:</b>	euro@dti.dk
<b>Contact:</b>	Mr Nils Thyssen

<b>Name:</b>	<b>The Danish Ministry of Food, Agriculture and Fisheries</b>
<b>Address:</b>	Holbergsgade 2, 1057 Copenhagen K, Denmark
<b>Telephone:</b>	+45 33 92 33 01
<b>Fax:</b>	+45 33 14 50 42

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<b>Name:</b>	<b>Institute of Biotechnology</b>
<b>Address:</b>	Kogle Allé2, 2970 Horsholm, Denmark
<b>Telephone:</b>	+45 45 16 04 44
<b>Fax:</b>	+45 45 16 04 55

### 3.5. Finland

#### 3.5.1. *A Brief Background to the Industry*

The strongest biotechnology area for Finland is enzyme technology, which has built on its well-established fermentation technology and microbiological base. Finland also has a strong public research base and various science parks and biocentres have been set up around the universities. The R&D expenditure was 2.9 % of GNP in 1998.

The number of companies active in biotechnology in Finland is between 70-80, many being situated in science parks. The science parks have been established with public funding and host public and private research units and companies. The SMEs favour pharmaceuticals and diagnostic test systems as well as biomaterials. Biotechnology relevant matters are handled by the Finnish Bioindustries under the auspices of the Chemical Industry Federation, Helsinki.

Six universities have strong research departments. Biomedicine is catching up with biotechnology and molecular biology as a research topic. In 1998 there were approximately 180 academic research groups and 19 biotech graduate schools dedicated to biotechnology. Four centres of excellence related to biotech and molecular and cell biology are currently being given support. In December 1998, the Academy of Finland nominated 26 research groups Centres of Excellence for the years 2000-2005. Out of these, a total of 12 are related to biotechnology.

#### 3.5.2. *Current Actions and Programmes*

Project funding, allocated on the basis of free competition, plus national programmes, has promoted biotech throughout the public sector. The Technology Development Centre at the Ministry of Trade and Industry (TEKES) has run several programmes, investing approximately ECU 5-15 m per year in 1992-1998. In 1994 the Academy of Finland launched the Genome Research Programme to run until 2000. This programme has ECU 7m invested in 20 research projects during the first three years. A joint TEKES - Academy of Finland research programme on cell biology is running 1998-2000. Nationwide international evaluation of biotechnology and molecular biology research in Finland was carried out in 1997 conducted by the European Molecular Biology Organisation. According to the EMBO report, Finnish molecular biology is developing well and compares favourably with other large countries.

#### 3.5.3. *Programmes at a Glance*

<b>Programme:</b>	<b>New Generation Food Technology</b>
<b>Sponsor</b>	Technology Development Centre (TEKES)
<b>Scope:</b>	The programme area covers new food processes, logistics, process control and

	automation as well as aspects concerning food products and health.		
<b>Funding:</b>	ECU 20 million		
<b>Contact:</b>	Dr Mervi Sibakov	TEKES PO Box 69 00101 Helsinki	Tel: +358 10 521 5823 Fax: +358 10 521 5905

<b>Programme:</b>	<b>Malting and Brewing Technology Programme</b>		
<b>Scope:</b>	The industry is running its own technology programme in co-operation with researchers at VTT Biotechnology and Food Research, VTT Automation and the Institute of Biotechnology of the University of Helsinki. The programme encompasses the total production process for beer.		
<b>Contact:</b>	Dr Mervi Sibakov	TEKES	Tel: +358 10 521 5823

<b>Programme:</b>	<b>Genome Research Programme</b>		
<b>Sponsor</b>	Academy of Finland, Technology Development Center (TEKES)		
<b>Funding:</b>	ECU 10 million invested in 20 research projects during the first three years.		
<b>Contact:</b>	Eeva Ikonen	Research Council for Natural Sciences and Engineering, PO Box 99, 00510 Helsinki, Finland	Tel: +358 9 7748 8233

#### 3.5.4. Support Organisations/Contacts

<b>Name</b>	<b>Technology Development Centre (TEKES)</b>
<b>Address</b>	PO Box 69, 00101 Helsinki, Finland
<b>Telephone</b>	+ 358 105 21 5823
<b>Fax</b>	+ 358 105 21 5905
<b>Email</b>	<a href="mailto:Mervi.sibakov@tekes.fi">Mervi.sibakov@tekes.fi</a>
<b>Contact:</b>	Dr Mervi Sibakov

<b>Name:</b>	<b>Ministry of the Environment</b>
<b>Address:</b>	PO Box 399, SF-00121, Helsinki, Finland
<b>Telephone:</b>	+ 358 01 99 11
<b>Fax:</b>	+ 358 01 99 1499
<b>Contact:</b>	Ms Tuula Pehu

<b>Name:</b>	<b>Technical Research Centre of Finland</b>
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<b>Telephone:</b>	+ 358 9 456 5104
<b>Fax:</b>	+ 358 9 455 2103
<b>Email</b>	<a href="mailto:hans.soderlund@vtt.fi">hans.soderlund@vtt.fi</a>
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<b>Name:</b>	<b>Academy of Finland</b>
<b>Address:</b>	Research Council for Natural Sciences and Engineering, PO Box 99, 00510 Helsinki, Finland
<b>Telephone:</b>	+ 358 9 7748 8233
<b>Fax:</b>	+ 358 9 7748 8393
<b>Email</b>	<a href="mailto:Eeva.Ikonen@aka.fi">Eeva.Ikonen@aka.fi</a>
<b>Contact:</b>	Eeva Ikonen

<b>Name:</b>	<b>Finnish Bioindustries c/o Chemical Industry Federation</b>
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<b>Contact:</b>	Ms Marita Paasi

### 3.6. France

#### 3.6.1. *A Brief Background to the Industry*

The government has traditionally encouraged co-operation between public and private research and, most importantly, promotes research into products of economic value. Since 1982, networks between the regions have been set up, called Centres for Innovation and Technology Transfer (CRITTS). CRITTS have an education and training function as well as being geared specifically to biological problems and technology transfer. The total R&D expenditure by France's biotechnology sector in the early 1990s was 2.7% of GNP.

Approximately 100 dedicated biotechnology companies are based in France. 700 companies are involved in biotech-related activities, with biotech R&D concentrated in the major companies. It is estimated that since 1992 industrial spending has totalled ECU 400m annually.

Large national centres and institutes have been responsible for most of the public research. Universities are gradually becoming more important.

#### 3.6.2. *Current Actions and Programmes*

The current BioAvenir Programme (1992-1997) is essentially a public-private co-operation between the government and Rhône Poulenc, a major French company. In total Euro 230million funding is provided by both. The main focus of the programme involves research on biological processes, medical research and agricultural research.

In 1995 a new strategy was introduced, which was to set up 14 scientific committees responsible for carrying out projects in 14 strategic programmes in the life sciences. Each programme was divided into seven priority areas to cover genetics, developmental biology, structural biology, environmental sciences and physiopathological mechanisms. Two horizontal programmes on bioinformatics and biotechnology were also introduced. Total funding for 1996 and 1997 totalled ECU 31m.

In addition, in 1996 the government placed biotechnology among its research priorities and announced public funding of approximately ECU 23m for 1997. A further Euro 230 million was spread over the next 5 years. These funds are additional to regular funding for public research agencies. These funds are to be supplemented by private finance of approximately Euro 76.2 million from the newly created Fonds Commun Placement pour Innovation. Moreover, a fiscal incentive is available as a 25% tax break on the total amount invested in new technologies including biotechnology. The French Research Ministry estimates that of the current 305 government funded biotech research projects, 18 could form the basis of new companies.

### 3.6.3. Programmes at a Glance

<b>Programme:</b>	<b>Technological Acquisition</b>		
<b>Sponsor:</b>	Conseil Régional de Bretagne		
<b>Scope:</b>	This programme is aimed at encouraging the purchase of patents and licences within the Region of Brittany. The licence or attestation must correspond to a biotechnological process deemed interesting within the framework of the Britta Programme.		
<b>Contact:</b>	Monsieur Jean-Luc Grosbois	Conseil Regional de Bretagne-Innovation DDE-Service de l'innovation 283 Avenue du Général Patton 35031 Rennes Cedex	Tel: + 33 2 99 27 10 10 Fax: + 33 2 99 27 11 11

<b>Programme:</b>	<b>Industrial Research</b>		
<b>Sponsor:</b>	Conseil Régional de Bretagne		
<b>Scope:</b>	The aim of this scheme is to support financially innovative industrial projects within Brittany in the fields of: food industry biotechnologies (BRITTA) and telecommunications and data processing.		
<b>Contact:</b>	Monsieur Jean-Luc Grosbois	Conseil Regional de Bretagne-Innovation D.DE-Service de l'innovation 283 Avenue du Général Patton 35031 Rennes Cedex	Tel: + 33 2 99 27 10 10 Fax: + 33 2 99 27 11 11

<b>Programme:</b>	<b>Support for the Transfer of Technology</b>		
<b>Sponsor:</b>	Agence Nationale de la Valorisation de la Recherche		
<b>Scope:</b>	<p>This support programme for the transfer of technology is open to any research and innovation organisation independent of their size and activity sector in the whole of France. The programme finances up to 50% of expenditure on:</p> <ul style="list-style-type: none"> <li>- Market surveys</li> <li>- Technical feasibility</li> <li>- Realisation of models</li> <li>- Partner searching</li> <li>- Costs of industrial property</li> <li>- Acquisition cost</li> <li>- Studies and assistance</li> <li>- Cost of technological implementation</li> </ul>		
<b>Contact:</b>	Francois Le Bihan ANVAR Pays de Loire 2 Rue Cornouaille 44000 Nantes Tel: + 33 2 40 93 97 98 Fax: + 33 2 40 93 83 09	Joël Durif ANVAR Rhone-Alpes DRIRE 15 Rue des Colibris 38030 Grenoble Cedex 02 Tel: + 33 4 76 69 34 41	André Rocca ANVAR Haute Normandie 65 Rue Orbe 76000 Rouen Tel: + 33 2 35 71 14 71 Fax: + 33 2 35 98 45 82



<b>Programme:</b>	<b>FRAT - Transfer of Technology</b>		
<b>Sponsor:</b>	The Department of Industry and Regional Development		
<b>Scope:</b>	<p>The purpose of this scheme is to link public or private research laboratories to companies in order to improve the quality of their products and the efficiency of their production tools. The procedure is managed by the regional organisations within the eligible areas: Alsace, Aquitaine, Bretagne, Centre Ile de France, Languedoc-Roussillon, Midi Pyrénées, Nord-Pas de Calais, Picardie, Provence-Alpes-Côtes-d'Azur.</p> <p>Up to 50% of total eligible expenditures are covered including: general laboratory costs, essays, prototypes, and applied research.</p>		
<b>Contact:</b>	<p>DRIRE Rhône-Alpes</p> <p>146 rue Pierre Corneille</p> <p>69426 Lyon Cedex 03</p> <p>Tel:+ 33 1 4 78 61 52 00</p>	<p>DRIRE Basse-Normandie</p> <p>Résidence Héлитas</p> <p>27 Rue Saint-Ouen</p> <p>14039 Caen Cedex</p> <p>Tel:+ 33 2 31 74 64 51</p>	<p>DRIRE Nord-Pas-de-Calais</p> <p>941 Rue Charles Bourseul, BP 838</p> <p>559508 Douai Cedex</p> <p>Tel:+ 33 3 27 93 22 22</p>

<b>Programme:</b>	<b>APTE - Aid for European Technological Partnership</b>		
<b>Sponsor:</b>	Agence Nationale de Valorisation de la Recherche		
<b>Scope:</b>	<p>The aim of this scheme is to assist enterprises looking for European partners in research and development projects and project preparation. Support can take place in two stages:</p> <ol style="list-style-type: none"> <li>1. Stage 1: involves looking for a European partner.</li> <li>2. Stage 2: involves finalising and presentation of the Eureka project.</li> </ol> <p>Partners can be chosen from any EU Member State along with Iceland, Norway, Switzerland or Turkey.</p> <p>Up to 75% of the expenditure involved is covered by the scheme. Within Stage 1 these could involve external consultancy expenditures involved by the applicant. Stage 2 costs are the same as those above, but may also comprise the costs of French or foreign juridical consultancy services.</p>		
<b>Contact:</b>	<p>Robert Csukai</p> <p>ANVAR Picardie</p> <p>18 Rue Cormont</p> <p>8000 Amiens</p> <p>Tel: + 33 3 22 91 84 67</p> <p>Fax:+ 33 3 22 92 05 47</p>	<p>Jean Francois Lafaye</p> <p>ANVAR Lorraine</p> <p>Technopole de Nancy-Brabois</p> <p>1 allée de Saint-Cloud</p> <p>54603 Villers-Les-Nancy Cedex</p> <p>Tel: + 33 2 99 38 45 45</p> <p>Fax:+ 33 2 99 38 56 51</p>	<p>Patrick Parayre</p> <p>ANVAR Bourgogne</p> <p>12 Rue Jean Renaud</p> <p>21000 Dijon</p> <p>Tel: + 33 3 80 30 71 50</p> <p>Fax:+ 33 3 80 30 23 02</p>

<b>Programme:</b>	<b>Support for Innovation and Technology Transfer</b>		
<b>Sponsor:</b>	Conseil Régional d'Ile-de-France		
<b>Scope:</b>	<p>The purpose of this scheme is to allow SMEs in the Ile de France region to reduce their outside laboratory costs for developing innovative projects.</p> <p>The scheme can be preceded by a feasibility study utilising an external consultant, of which 50% of the total cost will be covered, and 75% for companies of less than 1 years existence.</p>		

<b>Contact:</b>	Mm Crousier	Conseil Regional D'Ile-De-France 33 Rue Barbet de Jouy 75007 Paris	Tel: + 33 1 53 85 53 85 Fax: + 33 1 53 85 53 89
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<b>Programme:</b>	<b>Secondment of a Researcher by the CEA or INSERM</b>		
<b>Sponsor:</b>	Conseil Régional d'Ile-de-France		
<b>Scope:</b>	The purpose of this scheme is to encourage research in advanced techniques within the Ile-de-France Region by the secondment of a researcher from the CEA or INSERM, to an SME with a research or innovative programme.		
<b>Contact:</b>	Mm Crousier	Conseil Regional D'Ile-De-France 33 Rue Barbet de Jouy 75007 Paris	Tel: + 33 1 53 85 53 85 Fax: + 33 1 53 85 53 89

<b>Programme:</b>	<b>Research and Transfer of Technology</b>		
<b>Sponsor:</b>	Conseil Régional de Bourgogne		
<b>Scope:</b>	The aim of this programme is to promote technology transfer of research within public laboratories and regional companies within the area of Bourgogne. The fund will finance up to 50% of the research costs.		
<b>Contact:</b>	Mme Losserand Monsieur Degois	Conseil Regional de Bourgogne 16 bis, Bd de Brosses BP 1332 21032 Dijon Cedex	Tel: + 33 3 80 44 34 50 Fax: + 33 3 80 44 33 00

<b>Programme:</b>	<b>Regional Fund Aid for Technology Transfer</b>		
<b>Sponsor:</b>	Conseil Régional du Nord-Pas-de Calais		
<b>Scope:</b>	The purpose of this scheme is to provide financial support to SMEs in the Nord-Pas de Calais Region, in order to help them attract the scientific skills and external techniques they require to improve the quality of their products or performance and the competitiveness of their production tool.  Financial support within the programme covers 50% of the costs involved.		
<b>Contact:</b>	Mrs Laurence Marcotte	The Regional Council of Nord-Pas de Calais Direction de l'Action Economique Centre Tournair 59555 Lille Cedex	Tel: + 33 3 28 82 75 23 Fax: + 33 3 28 82 75 05

<b>Programme:</b>	<b>Building of Centre for Technology Transfer</b>		
<b>Sponsor:</b>	Conseil Général du Nord		
<b>Scope:</b>	The purpose of this scheme is to support the building of centres for technology transfer in order to reinforce the exchanges between SME and research laboratories. Eligible applicants include:		

	SMEs, Universities, and colleges of University level.		
<b>Contact:</b>	Mr Jean Simon	Conseil General Nord Direction de l'Action Economique 43 Rue Gustave Delory 59047 Lille Cedex	Tel: + 33 3 20 63 57 42 Fax: + 33 3 20 63 57 34

<b>Programme:</b>	<b>Access to Technology Transfer</b>		
<b>Sponsor:</b>	Conseil Général du Nord		
<b>Scope:</b>	The aim of this programme is to promote the diffusion of innovation and technology transfer in SMEs within the North of France.		
<b>Contact:</b>	Mr Jean Simon	Conseil General Nord Direction de l'Action Economique 43 Rue Gustave Delory 59047 Lille Cedex	Tel: + 33 3 20 63 57 42 Fax: + 33 3 20 63 57 34

<b>Programme:</b>	<b>Regional Funds for Technology Transfer</b>		
<b>Sponsor:</b>	Conseil Régional de Haute Normandie		
<b>Scope:</b>	The purpose of this scheme is to facilitate technology transfer within regional companies in the region of Haute-Normandie by financing the costs involved in applying research or technical assistance. Funding is up to 50% of the total cost.		
<b>Contact:</b>	Mr Alain Derrot Mme Gicquel	The DRIRE Haute-Normandie Department	Tel: + 33 2 99 27 12 95 Fax: + 33 2 99 27 11 11

<b>Programme:</b>	<b>A Regional Fund for Technology Transfer</b>		
<b>Sponsor:</b>	Conseil Régional d'Alsace		
<b>Scope:</b>	This programme is aimed at SMEs within the craft industry, agro food stuffs and the industrial service sector within the Alsace region. It promotes the transfer of know-how and technology can finance up to 50% of the expenses involved.		
<b>Contact:</b>	Conseil Regional D'Alsace (R&D) Mission Recherche de Développement- Economie 35 Avenue de la Paix BP 1006/F 67070 Strasbourg Cedex	Tel: + 33 1 03 88 15 68 67	

<b>Programme:</b>	<b>Regional Fund for Technology Transfer</b>		
<b>Sponsor:</b>	Conseil Régional de Provence-Alpes-Côtes d'Azur		
<b>Scope:</b>	This programme supports SMEs within the Provence-Alpes-Côte D'Azur Region that are interested in working with research centres to improve their level of performance. The fund finances between 25-50% of the costs involved.		
<b>Contact:</b>	Monsieur Courtial	Conseil Regional de Provence Alpes Cote D'Azur Service des Initiatives	Tel: + 33 4 91 57 50 57 Fax: + 33 4 91 57 51 51

		Economiques 27 Place Jules Guesde 13481 Marseille Cedex 20	
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<b>Programme:</b>	<b>Regional Assistance for Technology Transfer</b>		
<b>Sponsor:</b>	Conseil Regional de Corse		
<b>Scope:</b>	The programme aims at supporting SMEs in the elaboration and running of innovative projects on the island of Corsica. Funds available cover 50% of the costs involved.		
<b>Contact:</b>	Conseil Regional de la Corse Agence de Développement Economique de la Corse Auartier Saint-Joseph 19 Route de Sartene 20090 Ajaccio	Tel: + 33 4 95 23 77 00 Fax: + 33 4 95 20 56 72	

<b>Programme:</b>	<b>Support of Innovative Programmes</b>		
<b>Sponsor:</b>	Conseil Général de Haute-Vienne		
<b>Scope:</b>	This programme aims at supporting the adjustment of new products and the introduction of new techniques into the manufacturing process and promotes: <ul style="list-style-type: none"> <li>- collaboration with specialised research bodies</li> <li>- the inclusion of real diversification</li> <li>- the signing of a licence agreement with a public laboratory</li> </ul>		
<b>Contact:</b>	Madame Rubuyrol	Limoges Haute-Vienne Developpement 19 Bld Victor Hugo 87000 Limoges	Tel: + 33 5 55 79 27 00 Fax: + 33 5 55 77 60 71

<b>Programme:</b>	<b>ERDF Programme</b> <b>INTERREG II F/I</b>		
<b>Sponsor:</b>	The European Commission + National and Regional Authorities		
<b>Scope:</b>	This programme was established to support cross-border cooperation between Corsica and Tuscany by helping both regions develop synergies and to open up the economies of the beneficiary regions. These are located primarily in the region of Upper Corsica, which comes under Objective 1 and within the province of Livorno which comes under Objective 2.  Of potential interest to SMEs in the biotech sector is the provision for technology transfer made in co-operation with research and innovation centres		
<b>Contact:</b>	Mme Marcori DATAR Equipe Affaires européennes 1 Avenue Charles Floquet F-75007 Paris Tel: + 33 1 40 65 11 58 Fax: + 33 1 40 65 12 39	Dipartimento per il Coordinamento delle Politiche Comunitarie Via del Tritone 142 I-00187 ROMA Tel: + 39 6 482 67 66	

<b>Programme:</b>	<b>Various ERDF Programmes</b>		
<b>Sponsor:</b>	The European Commission and National and Regional Authorities		

<b>Scope:</b>	<p>In 1994 the European Commission adopted the single programming document (SPD) which gave indications for the use of the Community's Structural Funds contribution to Corsica up to the turn of the century.</p> <p>Seven priorities were outlined of which one has special relevance. This priority is Economic Development - which includes measures to help SMEs adjust to their markets and gain access to financing and measures to stimulate new activities, particularly in the fields of advanced technology and related subcontracting sectors.</p>	
<b>Contact:</b>	<p>DATAR 1 Avenue Charles Floquet F-75343 Paris Cédex 07 Tel: + 33 1 40 65 12 34 Fax: + 33 1 43 06 99 01</p>	<p>Service Général aux Affaires Corses 9 Parc du Belvédère Boîte Postale 229 F-20 179 Ajaccio CEDEX Tel: + 33 95 29 99 29 Fax: + 33 95 21 32 70</p>

### 3.6.4. Support Organisations/Contacts

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<b>Telephone:</b>	+ 33 1 44 18 95 53
<b>Fax:</b>	+ 33 1 45 50 46 10
<b>Contact:</b>	Mr. Alain Faure
<b>E-mail</b>	<a href="http://adebio.org">http://adebio.org</a>

<b>Name:</b>	<b>Organisation Nationale Interprofessionnelle des BioIndustries (ORGANIBIO)</b>
<b>Address:</b>	28 Rue Saint Dominique, F-75007 Paris, France
<b>Telephone:</b>	+ 33 1 47 53 09 12
<b>Fax:</b>	+ 33 1 47 53 73 76
<b>Contact:</b>	Mr Jean Lunel

<b>Name:</b>	<b>Ministère de l'Education Nationale et de la Recherche (MENESR)</b>
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<b>Fax:</b>	+ 33 1 40 51 21 06
<b>Contact:</b>	Prof P Printz

<b>Name:</b>	<b>Ministère de l'Agriculture, de la Pêche et de l'Alimentation Sous-dir. Recherche, Innovation et Réglementation</b>
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<b>Telephone:</b>	+ 33 1 49 55 58 86
<b>Fax:</b>	+ 33 1 49 55 59 48
<b>Contact:</b>	M. Eric Schoonejans

<b>Name:</b>	<b>Ministère de l'Industrie, des Postes et Télécommunications de du Commerce</b>
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	<b>Extérieur (MIPTCE)</b>
<b>Address:</b>	DGSI/SERBCO, 3 Rue Barbet de Jouy, F-75353, Paris
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<b>Fax:</b>	+ 33 1 43 19 60 37
<b>Contact:</b>	Mr Denis Lagniez

<b>Name:</b>	<b>Chambre de Commerce et d'Industrie de Paris (BRIST)</b>
<b>Address:</b>	2 Rue de Viarmes, F-75040, Paris Cedex 01
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<b>Fax:</b>	+ 33 1 45 08 39 79
<b>Contact:</b>	Mr Giles Wurmser
<b>Email:</b>	<a href="mailto:Wur@ccip.fr">Wur@ccip.fr</a>

<b>Name:</b>	<b>Route des Hautes Technologies (RHT)</b>
<b>Address:</b>	Espace Colbert II, 8 Rue Sainte Barbe, F-13231 Marseille Cedex 01
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<b>Contact:</b>	Mr Christian Dubarry
<b>Email:</b>	<a href="mailto:Rht@rht.cr-paca.fr">Rht@rht.cr-paca.fr</a>

<b>Name:</b>	<b>Association Inter-Régionale sur la Recherche Européenne (AIRE)</b>
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<b>Name:</b>	<b>French Associate Member Association Nationale de la Recherche Technique</b>
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	<b>Europe (ANRT)</b>
<b>Address:</b>	16 Avenue Bugeaud, F-75116 Paris Cedex
<b>Telephone:</b>	+ 33 1 53 70 10 70
<b>Fax:</b>	+ 33 1 47 04 25 20

<b>Name:</b>	<b>ANVAR (National Agency for the Promotion of Research)</b>
<b>Address:</b>	42 Rue Caumartin, F-75436 Paris Cédex 09
<b>Telephone:</b>	+ 33 1 40 17 83 00 / 8549
<b>Fax:</b>	+ 33 1 42 66 02 20

### 3.7. Germany

#### 3.7.1. *A Brief Background to the Industry*

The chemical and pharmaceutical industries are Germany's strengths. However, with smaller firms lacking finance, larger companies being risk averse and the general public having a hostile attitude, biotechnology has only recently been actively encouraged by the government to capitalise on these strengths. In 1995 the Research Minister organised BioRegio-Wettbewerb. This scheme was a competition between Regions supporting joint projects with industry and research institutes. R&D expenditure for Germany in 1992 was 2.5% of GNP.

The few larger multinationals involved prefer investing in the medical and pharmaceutical sectors, whereas the smaller companies concentrate on agricultural and environmental applications. SMEs have had difficulties in securing Venture Capital for biotechnology, achieving less than 1% (ECU 40m) of total investment in 1994.

In addition to the university institutes, there is a range of publicly funded research centres which cover all areas of basic biotech research.

#### 3.7.2. *Current Actions and Programmes*

Biotechnology 2000 brings together research centres, university institutes and companies working on projects as a joint effort. Spending on direct funding of research centres and industry in 1996 was ECU 110m. The Research Minister has promised ECU 530m per year from 1996 for biotech related R&D, which includes institutional funds. During 1993-1997, bio-informatics will receive ECU 12m.

#### 3.7.3. *Programmes at a Glance*<sup>34</sup>

<b>Programme:</b>	<b>Biotechnology 2000</b>
<b>Sponsor:</b>	Bundesministerium für Bildung, Wissenschaft (BMBF) - German Ministry for Education, Science, Research and Technology
<b>Scope:</b>	The purpose of the scheme is to increase the German presence in the biotechnological field. It is intended to allow the potential of biotechnology to be opened up for the economy. It aims to encourage companies, institutes of higher education and R&D establishments to undertake research and development projects in a wide variety of fields. The projects must be associated with a high economic/technical risk and applications should be made before the project begins. Priority will be given to multipurpose research projects.

<sup>34</sup> It is important to note that many Länder run their own programmes which are location specific ie an applicant may have to be headquartered in the Länder as well as planning the project there. There are also important differences between the Neues Länder and the older states of the FDR. These differences are clear in the Programme table.



<b>Funding</b>	Grants are given to commercial firms for up to 50% of eligible costs. Subject to certain conditions. SMEs and firms in the New Federal States could receive as much as 60%. Eligible costs include R&D expenses, material, personnel, third-party services, travel, depreciation on project-specific equipment. The budget stands at 330 million DM per year.
<b>Contact:</b>	It is recommended to get in touch with the relevant authorities before official application is made

<b>Programme:</b>	<b>Technology Participation</b>
<b>Sponsor:</b>	Kreditanstalt für Wiederaufbau
<b>Scope:</b>	The scheme runs until the end of December 2000. It aims to support technology-oriented investments by strengthening the equity-capital basis. Innovation projects concentrate on applied research and development up to the stage of commercial production. Other projects are centred on market penetration, and introducing the product to the market. Applicants must have been founded within the past ten years and must have the necessary business administrative and technical know-how. Those firms in the old federal states must have less than 51 employees and a turnover of up to DM 10 million. In the new federal states, less than 251 employees and up to 40 million DM turnover.
<b>Funding</b>	The budget for this programme is 3 million DM. Applications can be made for capital costs linked to research and development and investment costs linked to market penetration. This incentive may be combined with other public funded programmes and those of the KfW/BMBF. Businesses in the old federal states can apply for up to 75% and those in the new federal states and Berlin (East) may get as much as 85%.
<b>Contact:</b>	Applications to be made on printed form KfW 141660, Programme No 115 or 116.

<b>Programme:</b>	<b>Technology/Innovation Consultancy (Brandenburg)</b>
<b>Sponsor:</b>	Ministerium für Wirtschaft, Mittelstand und Technology
<b>Scope:</b>	To increase the innovation potential and competitiveness of SMEs, through technical and/or business administrative consultation services aimed at manufacturing technically new products or the application of improved production processes. The firm's registered headquarters as well as business premises should be situated in Brandenburg.
<b>Funding</b>	A grant for up to 50% of consultation costs can be applied for with a maximum of 20,000DM per business per year. It can not be combined with other public funds.

<b>Programme:</b>	<b>FUTOUR - Technology Oriented Business Start Ups</b>
<b>Sponsor:</b>	Bundesministerium für Bildung, Wissenschaft, Forschung und Technologie
<b>Scope:</b>	This programme should become a secondary incentive of the trial programme 'Technology Oriented Business Start-up in the New Federal States'. The programme is awaiting approval from the EU Commission, however applications will be accepted now. It aims to facilitate the start-up of technology oriented businesses, based on innovative products, production procedures or technical services - feasibility analysis and the conception phase, R&D phase and after-development phase. The measures must be carried out in the New Federal States or Berlin (East). The programme runs through to the end of 1999. Business founders should own at least 51% of the firm, and scientific and technical institutions should own at least 26% of the firm. Eligible applicants must be less than 3 years in business with up to ten employees.

<b>Funding</b>	Grants or silent partnerships will form the financial aid. For conception phase of a project, up to 50,000DM or 65% can be obtained, the R&D phase - 300,000DM or 70% and for the after-development phase - up to 500,000DM.
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<b>Programme:</b>	<b>SME Berlin</b>	
<b>Sponsor:</b>	DG XVI	
<b>Scope:</b>	This SME initiative for Berlin is to support SMEs in the Land's Objective 1 and 2 regions. It comprises of the following measures: development of quality assurance systems and support for technology transfer, support for environmental and energy management, assistance for moves into international markets, financial support.	
<b>Funding</b>	The Union will contribute 43% to the overall estimated costs from ERDF and ESF. The remaining 57% will be met by national public authorities and private sector backers.	
<b>Contact:</b>	Senatsverwaltung für Wirtschaft und Technologie des Landes Berlin. Referat II C Martin-Luther Str. 105 D-10825 Berlin  Senatsverwaltung für Arbeit und Frauen des Landes Berlin Referat VA, Storkower Str 134 D-10407 Berlin	Tel: + 49 30 783-1 Fax: + 49 30 783 8281  Tel: + 49 30 4214-0 Fax: + 49 30 4214 2090

<b>Programme:</b>	<b>SME Sachsen</b>	
<b>Sponsor:</b>	DG XVI	
<b>Scope:</b>	The European Commission has approved a programme under the SME initiative for the Objective 1 region of the Free State of Sachsen to assist with the adaptation of SMEs throughout the area. It assists SMEs with market access, introduction of new technology, environmental protection and technical assistance.	
<b>Funding:</b>	The union will contribute 43% of total investment of which 87.6% will come from ERDF and 12.4% from ESF.	
<b>Contact:</b>	Sächsisches Staatsministerium für Wirtschaft und Arbeit Budapester Strasse 5 D-01069 Dresden	Tel: + 49 351 564-0, -8046 Fax: + 49 351 564 8189

<b>Programme:</b>	<b>SME Nordrhein-Westfalen</b>	
<b>Sponsor:</b>	DG XVI	
<b>Scope:</b>	This Programme, covering both Objective 2 and 5b eligible areas in the Region, is designed to assist with the on going adaptation process of the SME sector. The measures are: improvement of management and organisation, support of technology and innovation, measures for improvement of the environment, facilitating access to new markets.	
<b>Funding:</b>	The Union will contribute 25% to the overall estimated costs which will come from the ERDF. It is complementary to vocational training measures under the Objective 2 Single Programming Document and the ADAPT Community Initiative.	

<b>Contact:</b>	Ministerium für Wirtschaft, Mittelstand und Technology und Verkehr des Landes Nordrhein- Westfalen Harold Str. D-40213 Düsseldorf 4	
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<b>Programme:</b>	<b>Venture Capital Technology-Oriented Businesses (Hamburg)</b>	
<b>Sponsor:</b>	Wirtschaftsbehörde Hamburg	
<b>Scope:</b>	The programme aims to help improve the equity basis of young technology oriented businesses. It contributes to the appraisal costs incurred by the participant in risk evaluation and by helping with management support. It is open to SMEs in the commercial sector with less than 26 employees, a turnover up to 10 million DM and working in technology.	
<b>Funding:</b>	Financial help is given for appraisal costs and personnel costs, up to 70% in the first year, 50% in the second and 30% in the third year. Maximums of 15,000DM for personal appraisal plus 50,000DM for third-party services. For evaluation basis, there is a maximum of 130,000DM pa.	
<b>Contact:</b>	Information is available at the Wirtschaftsbehörde Hamburg, Abt. Strukturförderung.	

<b>Programme:</b>	<b>TPW Technology Programme Economy</b>	
<b>Sponsor:</b>	Ministerium für Wirtschaft und Mittelstand, Technology, Nordrhein-Westfalen	
<b>Scope:</b>	The purpose of the scheme is to develop, introduce and disseminate new products and procedures through obtaining new technical solutions, transferring of new products and procedures, developing business related adjustment measures, appropriation of technical know-how. The Programme is open to SME commercial businesses, technology-oriented business start-ups and independent professionals.	
<b>Funding:</b>	Grants are given for between 25,000 - 500,000DM or 20%-50%, depending on measures and size of business, for investment costs and other expenses which arise in relation to solving technical problems.	
<b>Contact:</b>	Before formal application is made, details of the project may be sent for preliminary appraisal to the Zentrum für Innovation und Technik, Dohne 54, 45468 Mülheim/Ruhr.	

<b>Programme:</b>	<b>Modern Technology</b>	
<b>Sponsor:</b>	Ministerium für Wirtschaft, Technologie und Verkehr, Schleswig-Holstein	
<b>Scope:</b>	The scheme is aimed at technical projects relating to the environment, energy, communications, information medicine, oceanology and bio-techniques. It encourages modern production techniques, and the development and purchase of technical know-how. Larger firms are also eligible for funding, if the measures in question are of special importance to the firm.	
<b>Funding:</b>	For fundamental research, SMEs can obtain grants of up to 60%, larger firms of up to 50%. For applied research, 30% for SMEs and 25% for larger firms. Grants cover expenses for materials, outside R&D services, personnel, travelling, special plants, special working fund and services. They also cover pilot and demonstration projects.	
<b>Contact:</b>	Applications should be to the Technologi-Transfer-Zentrale, Schleswig-Holstein.	

<b>Programme:</b>	<b>Technology and Innovation Incentive</b>
<b>Sponsor:</b>	Ministerium für Wirtschaft und Angelegenheiten, Mecklenburg-Vorpommern
<b>Scope:</b>	The programme encourages the development and implementation of new technologies as well as pilot projects related to new technologies, employment of innovation assistants, technology related consultancy as well as the mediation of information and registration of patent rights. Eligible applicants include commercial enterprises as well as non-university research establishments and in some cases private inventors as well.
<b>Funding</b>	Grants can be obtained for between 35%-80% of costs depending on the measures and type of establishment. The incentive may be combined with other public funds up to the respective incentive ceiling.
<b>Contact:</b>	Applications should be made on a printed form before the project has begun.

<b>Programme:</b>	<b>SME-Credit 2.3 Technology</b>
<b>Sponsor:</b>	Investitionsbank Nordrhein-Westfalen
<b>Scope:</b>	The scheme aims to increase the innovation capability and competitiveness as well as the attractiveness of jobs through the application of new, progressive procedures and setting up of new production lines. Private individuals, SMEs and independent professionals engaged in technical or natural science activities in the Nordrhein-Westfalen area may apply to the scheme. (The Rechar/Objective 2 Region has different conditions).
<b>Funding</b>	Loans of between DM 100,000-500,000 at the current rate of interest can be obtained for for project specific investment costs. Subsidised interest rates (between 2.5% and 5% below the capital-market rate) are possible depending upon the location.
<b>Contact:</b>	Applications should be made on a printed form through the SME's respective local bank.

<b>Programme:</b>	<b>Incentives for SMEs (Technical consultancy)</b>
<b>Sponsor:</b>	Rationalisierungskuratorium der Dt. Wirtschaft, Bremen
<b>Scope:</b>	The purpose is to promote the innovative ability of SMEs by providing technical consultancy.
<b>Funding</b>	Grants up to DM 200 can be applied for, consisting of a maximum of five one hour consultancy sessions at DM 40 each.
<b>Contact:</b>	No printed forms are needed for applications to the Wirtschaft.

<b>Programme:</b>	<b>FTP-Research &amp; Technology</b>
<b>Sponsor:</b>	Ministerium für Wirtschaft, Saarland
<b>Scope:</b>	Strengthening of efficiency and competitiveness, supporting structural changes, improvement of work and training situations are all primary aims of this scheme.
<b>Funding</b>	Grants for material costs, costs of external services, gross wages and salaries can be applied for for up to 400,000DM or 40%.
<b>Contact:</b>	Applications are to be made on a printed form to the Ministry.

<b>Programme:</b>	<b>Technology Centres</b>
<b>Sponsor:</b>	Investitionsbank des Landes Brandenburg
<b>Scope:</b>	The scheme aims to contribute to the restructuring of the Regional economic structure through the closing of technological gaps and the development of industrial areas by the setting up and development of technology/business start up centres as regional service and demonstration centres. It also provides for 'incubation' centres for technology oriented SMEs.
<b>Funding</b>	Grants of up to 75%, or a maximum of 330,000DM per year, can be applied for towards material and personnel costs, qualification measures for the centre's management personnel, individuals starting up technology oriented businesses, marketing expenses and consultancy costs.
<b>Contact:</b>	Applications are to be made on printed forms through the T. IN. A.

#### 3.7.4. Support Organisations/Contacts

<b>Name:</b>	<b>Deutsche Forschungsgemeinschaft (DFG)</b>
<b>Address:</b>	Kennedyallee 40, 5300 Bonn 2
<b>Telephone:</b>	+ 49 02 28885-1
<b>Fax:</b>	+ 49 02 28 8852221

<b>Name:</b>	<b>Deutsche Industrievereinigung Biotechnologie (DIB) – German Association of Biotechnology Industries</b>
<b>Address:</b>	Karlstrasse 21, D-60329 Frankfurt am Main
<b>Telephone:</b>	+ 49 69 25 56 16 44
<b>Fax:</b>	+ 49 69 25 56 16 20
<b>Contact:</b>	Dr. Hans-Jürgen Klockner
<b>E-mail</b>	<a href="mailto:klockner@vci.de">klockner@vci.de</a>

<b>Name:</b>	<b>BioGenTec NRW (North-Rhine Westphalia)</b>
<b>Address:</b>	Eupener Straße 159, D-80963 Köln
<b>Telephone:</b>	+ 49 221 9498 240
<b>Fax:</b>	+ 49 221 9498 2444
<b>Contact:</b>	<a href="mailto:office@biogentec.de">office@biogentec.de</a>

<b>Name:</b>	<b>DECHEMA eV- German Society for Chemical Apparatus</b>
<b>Address:</b>	Subject Group Biotechnology, Theodor-Heuss-Allee 25 60486 Frankfurt
<b>Telephone:</b>	+ 49 069 7564 366

<b>Fax:</b>	+ 49 069 7564 201
<b>Contact:</b>	Dr Rolf Marris

<b>Name:</b>	<b>Informations Sekretariat Biotechnologie (ISB)</b>
<b>Address:</b>	DECHEMA eV, Theodor-Heus-Allee 25, D-60486 Frankfurt
<b>Telephone:</b>	+ 49 069 7654 163
<b>Fax:</b>	+ 49 069 7564 169
<b>Contact:</b>	Dr R Marquardt isb@dechema.de

<b>Name:</b>	<b>Association of German Biotechnology Companies (VBU)</b>
<b>Address:</b>	c/o Dechema eV, Frankfurt/M
<b>Telephone:</b>	+ 49 069 7564 366 & 262 for Dr Rosenbaum
<b>Fax:</b>	+ 49 069 7564 201
<b>Contact:</b>	Dr Marris & Dr V Rosenbaum

<b>Name:</b>	<b>Robert Koch Institute (RKI)</b>
<b>Address:</b>	Postfach 65 02 80, D13302 Berlin
<b>Telephone:</b>	+ 49 030 4547-4
<b>Fax:</b>	+ 49 030 4547-2328

<b>Name:</b>	<b>BMBF - German Ministry for Education, Science, Research and Technology</b>
<b>Address:</b>	Referat Öffentlichkeitsarbeit, 53170 Bonn
<b>Telephone:</b>	+02 28 57 3061
<b>Fax:</b>	+02 28 57 2094
<b>Contact:</b>	Dr Heidenhof (Project Group P1) or email: information@bmbf.bund400.de

<b>Name:</b>	<b>Verband der Chemischen Industrie e.V.(VCI)</b>
<b>Address:</b>	Abt. Wissenschaft und Forschung, Karlstrasse 21, 60329 Frankfurt
<b>Telephone:</b>	+49 25 56 16 44
<b>Fax:</b>	+49 25 56 16 20
<b>Contact:</b>	Dr Hans-Jürgen Klockner

<b>Name:</b>	<b>Federal Ministry for Research and Technology</b>
<b>Telephone:</b>	+49 228 57 36 69

<b>Fax:</b>	+4 9 228 57 36 05
<b>Contact:</b>	Dr Ekkehard Warmuth
<b>Profile:</b>	This contact point is for information on national and regional programmes for example the BioRegio Contest.

<b>Name:</b>	<b>AnalytiCon AG</b>
<b>Address:</b>	Gustav-Meyer-Allee 25, 13355 Berlin
<b>Telephone:</b>	+30 46 307 107
<b>Fax:</b>	+30 46 320 12
<b>Contact:</b>	Dr Lutz Müller-Kuhrt

<b>Name:</b>	<b>Bayer AG</b>
<b>Address:</b>	Geschäftsbereich Pharma - Biotechnologie, Friedrich-Ebert-Strasse 217
<b>Telephone:</b>	+49 202 36 24 27
<b>Fax:</b>	+49 202 36 75 24
<b>Contact:</b>	Prof Peter J W Stadler

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<b>Telephone:</b>	49 208 300 04 21
<b>Fax:</b>	49 208 300 04 29
<b>Contact:</b>	Ms Hannelore Kraft

<b>Name:</b>	<b>Euro Info Centre, Deutscher Industrie - und Handelstag (DIHT)</b>
<b>Address:</b>	Adenauerallee 148, Postfach 1446, D-53004, Bonn
<b>Telephone:</b>	49 228 104 621/22
<b>Fax:</b>	49 228 104 158
<b>Contact:</b>	Ms Ellen Oesterreich

<b>Name:</b>	<b>Euro Info Centre, Industrie und Handelskammer für München und Oberbayern</b>
<b>Address:</b>	Max-Joseph Straße 2, D-80333, München
<b>Telephone:</b>	49 89 511 62 09

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<b>Fax:</b>	49 89 511 62 90
<b>Contact:</b>	Mr Michele Fuhs

<b>Name:</b>	<b>Euro Info Centre, NATI - Niedersächsische Agentur für Technologietransfer und Innovation</b>
<b>Address:</b>	Vahrenwalder Straße 7, D-30165, Hannover
<b>Telephone:</b>	49 511 935 7121/2
<b>Fax:</b>	49 511 935 74 39
<b>Contact:</b>	Ms Christiane Fröchtling

<b>Name:</b>	<b>Euro Info Centre, Europäisches Beratungs-Zentrum der Deutschen Wirtschaft</b>
<b>Address:</b>	Gustav-Heinemann-Ufer 84-88, D-50968 Köln
<b>Telephone:</b>	49 221 37 08 621/623
<b>Fax:</b>	49 221 37 08 840
<b>Contact:</b>	Ms Jutta Zemke-Heyl



### 3.8. Greece

#### 3.8.1. *A Brief Background to the Industry*

The General Secretariat for Research and Technology (GSRT), currently within the Ministry of Development, is responsible for stimulating the biotechnological sector as one of the three priority areas in science and technology. In 1993 R&D expenditure totalled 0.5% of GNP, compared to the EU average of 2%.

Biotechnology activity is focused on the health and agro-food sectors, of which agrofood is the most active. Recent industrial R&D has been in molecular breeding and bioprocessing. A dozen universities are working in plant biotech and microbiology and two independent research institutes - Institute of Molecular Biology and Biotechnology (IMBB) and the Hellenic Pasteur Institute - are significant players in the field of immunodiagnostics. There are also a number of other Institutes active in biotechnology in Greece.

#### 3.8.2. *Current Actions and Programmes*

The current operational programme for Research and Technology (EPET II 1994-1999) aims at enhancing the R&D activities within the production sector and creating closer links between public and private research. It supports the following major schemes:

- EKVAN – Programme of Research Consortia for Improving Industrial Competitiveness. 11% of which is dedicated to health and agriculture in the biotech sector.
- PENED - Programme for Enhancing Research Human Potential. 4.4% of the budget of this training and mobility programme is reserved for biotechnology.
- YPER - Programme of Targeted Research Fellowships. 7.3% of which is spent to finance biotechnology projects.
- SYN - Co-Financing Programme. Technology transfer scheme. 2.7% of which is reserved for biotechnology projects.

The GSRT also allocates matching funds as a percentage of the remaining budget on the Greek side, of the R&D projects which are carried out in the public research sector on a yearly basis for R&D organisations, and are funded by the Community Framework Programme for RTD.

#### 3.8.3. *Programmes at a Glance*

<b>Programme:</b>	<b>Research and Technology</b>
<b>Sponsor:</b>	The European Commission, Greek Authorities and the Private Sector
<b>Scope:</b>	The European Commission has approved an operational programme to develop Greece's technological and economic capacity and thereby encourage productive

	investment, thus increasing the value-added nature of its products and services. The European Community supports 54-58% of the total investment, the rest of which is covered by the Greek authorities and the private sector. The scheme comprises of a number of sub programmes which cover: <ul style="list-style-type: none"> <li>• industrial research, technology transfer and innovation</li> <li>• improving and restructuring of research infrastructure</li> <li>• human resources</li> <li>• implementation</li> </ul>
<b>Contact:</b>	The General Secretariat for Research and Technology Messogion 14 GR-115 10 Athens

<b>Programme:</b>	<b>An SME Initiative</b>		
<b>Sponsor:</b>	The European Commission, Greek Authorities and the Private Sector		
<b>Scope:</b>	The European Commission has approved a programme under the Community INITIATIVE on SMEs which is designed to help SMEs in Greece improve their international competitiveness. This programme mainly focuses on measures to initiate financial management, the promotion of sub-contracting, the development of modern organisational methods and the improved competitiveness of enterprise clusters. The Community co-finances 53% of the projects alongside Greek authorities and the private sector. The main priorities of the scheme include: <ul style="list-style-type: none"> <li>• the modernisation of enterprises and the promotion of enterprise clusters.</li> <li>• the development of the commerce and distribution sector.</li> <li>• the development of the SME services sector, support structures and financial engineering.</li> <li>• the development of human resources.</li> <li>• technical assistance to implement the programme.</li> </ul>		
	Mr Pantelis Angelopoulos	Ministry of the Economy Syntagma Square GE-10180 Athens	Tel: + 30 333 23 61 Fax: + 30 333 23 67

<b>Programme:</b>	<b>EKVAN - Programme of Research Consortia for Improving Industrial Competitiveness</b>		
<b>Sponsor:</b>	The General Secretariat for Research and Technology		
<b>Scope:</b>	This programme focuses on national R&T efforts in high priority sectors and aims at strengthening the links between the various research and technological organisations with the production sector through R&D projects. It also enhances the participation of the production sector in the overall research effort in Greece. A special action in the above programme was dedicated to the support of regional R&D activities (specifically in Northern Greece and the Aegean Islands).		
<b>Contact:</b>	The General Secretariat for Research and Technology Informatics Department	Tel:+301 77 14 162 77 10 693 Fax:+ 301 77 10 693 web page: <a href="http://www.gsrt.epmhs.gr">http://www.gsrt.epmhs.gr</a>	

<b>Programme:</b>	<b>YPER - Programme of Targeted Research Fellowships</b>		
<b>Sponsor:</b>	The General Secretariat for Research and Technology		
<b>Scope:</b>	The aim of this programme is to support industrial research and innovation activities while giving the opportunity to young researchers to support their doctoral theses		
<b>Contact:</b>	The General Secretariat for Research and Technology Informatics Department	Tel:+301 77 14 162 77 10 693 Fax:+ 301 77 10 693 web page: <a href="http://www.gsrt.epmhs.gr">http://www.gsrt.epmhs.gr</a>	

<b>Programme:</b>	<b>SYN - Co-Financing Programme</b>	
<b>Sponsor:</b>	The General Secretariat for Research and Technology	
<b>Scope:</b>	This programme promotes active collaboration between public research institutions and potential users of the research results. It covers priority, high-technology areas.	
<b>Contact:</b>	The General Secretariat for Research and Technology Informatics Department	Tel:+301 77 14 162 77 10 693 Fax:+ 301 77 10 693 web page: <a href="http://www.gsrt.epmhs.gr">http://www.gsrt.epmhs.gr</a>

#### 3.8.4. Support Organisations/Contacts

<b>Name:</b>	<b>The General Secretariat of Research and Technology of Greece</b>
<b>Address:</b>	Informatics Department, 14-18 Messogion Avenue, 1510 Athens
<b>Telephone:</b>	+ 30 1 77 14 162 77 10 693
<b>Fax:</b>	+ 30 1 77 10 6936
<b>Web Page:</b>	<a href="http://www.gsrt.epmhs.gr">http://www.gsrt.epmhs.gr</a>

<b>Name:</b>	<b>The General Secretariat of Research and Technology of Greece</b>
<b>Address:</b>	National Documentation Centre, 14-18 Messogion Avenue, 1510 Athens
<b>Telephone:</b>	+ 30 1 72 10 386 72 20 053
<b>Fax:</b>	+301 72 46 824
<b>Contact Name:</b>	Mr F Tsiboglou

<b>Name:</b>	<b>Hellenic Sugar Industry</b>
<b>Address:</b>	Department of Genetics and Breeding, 34 Mitropoleos Street, GR-546 23 Thessaloniki
<b>Telephone:</b>	+ 301 31 79 86 10
<b>Fax:</b>	+301 79 87 26, 22 82 21
<b>Contact Name</b>	Dr George Karacis

<b>Name:</b>	<b>Benaki Phytopathological Institute</b>
<b>Address:</b>	8 Street Delta Str, GR-145 61 Kifissia, Attika
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<b>Contact Name</b>	Mr George Drouboukis

<b>Name:</b>	<b>Euro Info Centre</b>
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<b>Fax:</b>	+30 421 26394
<b>Contact Name</b>	Ms Stella Vaina

### 3.9. Ireland

#### 3.9.1. *A Brief Background to the Industry*

Ireland has an excellent university base of biological and medical training and research, and the number of biotechnology companies continues to grow. Agriculture and Food Research Agencies have a strong presence in the different areas of R&D.

There are approximately 170 companies with biotech interests in Ireland, many of them with foreign ownership. There is an estimated 45,000 people employed in biotech related companies. Industrial activities focus on diagnostics, bio-pharmaceutical, plant and animal biotech, as well as food applications. Irish biotech companies raised less than ECU 5m of Venture Capital in 1994.

#### 3.9.2. *Current Actions and Programmes*

The National Biotechnology Programme was set up in 1987 with the objective of developing commercially oriented biotechnology research in Irish universities. This programme resulted in the creation of Bioresearch Ireland (BRI), a contract research organisation engaged in the commercialisation of existing biotechnology and developing the expertise and facilities needed for biotech R&D. BRI has specialised Biotechnology Centres on the campuses of five Irish Universities. The specialisations were chosen on the basis of the expertise in each university and on the commercial significance of the topics.

Three agencies influence biotechnology in Ireland:

- **Bioresearch Ireland** - as outlined above.
- **IDA Ireland** - which encourages inward investment.
- **Forbairt**<sup>35</sup> the Irish development agency.

Programmes of relevance for biotech SMEs in Ireland fall under two categories:

- National Operational Programmes under the European Community Support Framework for Ireland (1994-1999).

These cover a range of activities, including support for direct R&D by companies; co-operation between industry and tertiary educational institutions; R&D salary subventions; specific research in the areas of food and drink; and environmental monitoring and marine resources. Decisions

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<sup>35</sup> Irish Gaelic for 'Development'.

on the apportionment of such funding, available under seven main programme headings, are made at national level and are administered by National Agencies. In total, some ECU428.88million of funding is available to Ireland for R&D related activities over the period to 1999. SMEs are specifically targeted in the guidelines.

- Innovation and State Support Programmes, under Research and Development

The aim of these programmes is to increase awareness of science, technology and innovation; highlight the benefits to Ireland which can be gained through these activities; introduce people of all ages to exciting developments in science and technology; and encourage learning through enthusiastic participation in science and technology-based activities in the home, in school and at work. The programme is managed by Forfas.

In addition, the Irish Government, recognising the growing importance of SMEs and their specific problems, introduced a number of programmes to help companies devise and implement innovation strategies. The range of State support available to innovating firms is divided into four main categories: Research and Development, Making and Improving Products, Recruitment and Training of Technical Personnel and Market Identification & Development.

### 3.9.3. Programmes at a Glance

<b>Programme:</b>	<b>Industrial Development: Sub-Programme for R&amp;D. Industry R&amp;D Initiative (Measure 1)</b>		
<b>Sponsor:</b>	European Commission and Irish Government		
<b>Scope:</b>	Open to all firms and brings under a single heading all financial support for company-led R&D. Guidelines and support will ensure that SMEs have equal access to this source of funding. Collaborative projects or joint ventures, enabling groups of SMEs to undertake more large-scale, commercially-oriented projects, are eligible under this initiative, as is the more active development of international linkages through the <b>EUREKA</b> initiative.		
<b>Funding:</b>	<ul style="list-style-type: none"> <li>• Up to 50% of costs of approved company-led projects.</li> <li>• IR£88 million will be available in grant support for this initiative between 1994-1999</li> </ul>		
<b>Contact:</b>	Noel McCarthy Barry O'Connell Michael Leydon Jim Harrington	Forbairt IDA Ireland Shannon Development Udaras na Gaeltachta	Tel: + 353 1 837 0101 Tel: + 353 1 668 6633 Tel: + 353 61 361 555 Tel: + 353 91 592 011

<b>Programme:</b>	<b>Industry/Tertiary Level Co-operation Services (Measure 2)</b>		
<b>Sponsor:</b>	European Commission and Irish Government		
<b>Scope:</b>	The actions in Measure 2 are predominantly aimed at increasing tertiary education and industry co-operation and aim to develop the technological capabilities of companies through the provision of specialist expertise, graduates and services.		
<b>Funding:</b>	The total budget is IR£137 million. Support is available for: <ul style="list-style-type: none"> <li>• Technology transfer actions</li> <li>• Techman: salary subvented up to IR£17,500 per firm over 3 years for experienced specialists. R&amp;D tasks eligible</li> <li>• Techstart: subvents salary of newly qualified technical graduates up to IR£5,000 for</li> </ul>		

	one year. R&D tasks eligible <ul style="list-style-type: none"> <li>Technology service, such as audits and product development.</li> </ul>		
<b>Contact:</b>	Ray McSherry (Technology Transfer) Liam Bradley (Techstart) Harry Murphy	Forbairt Forbairt Forbairt	Tel: + 353 1 837 0101 Tel: + 353 1 837 0101 Tel: + 353 1 837 0101

<b>Programme:</b>	<b>Human Resource Development (Measure 3)</b>		
<b>Sponsor:</b>	European Commission and Irish Government		
<b>Scope:</b>	This measure is designed to improve the ability of industry to manage the process of research and technological development. It also provides advanced research and development training for graduates.		
<b>Funding:</b>	There is a budget of IR£13 million for: <ul style="list-style-type: none"> <li>Postgraduate training in the research, planning and management of innovation</li> <li>Firms seriously committed to the planning and implementation of substantial changes to improve their R&amp;D Capacities.</li> </ul>		
<b>Contact:</b>	Martin Lyes	Forbairt	Tel: + 353 1 837 0101

<b>Programme:</b>	<b>Research Support</b>		
<b>Sponsor:</b>	European Commission and Irish Government		
<b>Scope:</b>	Funding will be available for higher education-industry co-operative research projects		
<b>Funding:</b>	Available in 1995: <ul style="list-style-type: none"> <li>Basic Research Grants:</li> <li>Strategic Research Grants</li> <li>Applied Research Grants</li> <li>Research Scholarships.</li> </ul> Funding in subsequent years will be of similar magnitude.	IR£1.5 million IR£1.0 million IR£1.5 million IR£0.84 million	
<b>Contact:</b>	Martin Lyes	Forbairt	Tel: + 353 1 837 0101

<b>Programme:</b>	<b>Sub-Programme for Food Industry: Research and Development (Measure 3) Sub-measure (I)</b>		
<b>Sponsor:</b>	European Commission and Irish Government		
<b>Scope:</b>	This measure will provide grant-aid for the development of in-company R&D in the food industry (including beverages.) It provides the same type of assistance to the food industry as is provided to other industrial sectors under the R&D Sub-Programme Measure1.		
<b>Funding:</b>	Measure 3 has a budget of IR£57 million (includes funding for Institutional R&D).		
<b>Contact:</b>	Noel McCarthy Michael Leydon Jim Harington	Forbairt Shannon Development Udaras Na Gaeltachta	Tel: + 353 1 837 0101 Tel: + 353 61 361 555 Tel: + 353 91 592 011

<b>Programme:</b>	<b>Feasibility Study Grants</b>		
<b>Sponsor:</b>	Irish Government		
<b>Scope:</b>	<p>The scheme aims to:</p> <ul style="list-style-type: none"> <li>• help businesses and individuals evaluate the viability of manufacturing a completely new product or exploring a new market opportunity</li> <li>• cover cost incurred by companies in negotiating with research partners and in preparing joint R&amp;D proposals for submission to the EU.</li> </ul>		
<b>Funding:</b>	Grants of up to 50% of eligible costs are available, to a maximum of IR£15,000 grant per project.		
<b>Contact:</b>	Forbairt Ronan Breslin	Regional Offices Forbairt	Tel: + 353 1 660 5544 Tel: + 353 1 837 0101

<b>Programme</b>	<b>Research and Development</b>		
<b>Sponsor:</b>	Irish Government		
<b>Scope</b>	Technical Support Services Biotechnology Opportunities	<b>Contact:</b> Bioresearch Ireland	
	Grants may be available to individuals, groups or companies based in Ireland towards the cost of feasibility studies on product development and market research	<b>Contact:</b> The Information Desk at Forbairt	
	Tax Relief on Incremental Expenditure on R&D may be claimed against profits in the year in which expenditure is incurred. For qualifying companies there is a quadruple deduction for incremental R&D expenditure. Companies who have not received an R&D grant or who have received one not exceeding IR£50,000 qualify. This benefit is available for three years.	<b>Contact:</b> The Revenue Commissioners, Corporate Taxes Unit Dublin Castle Tel: + 353 1 679 2777	
	Royalties and other income received for the use of patents are exempt from income and corporation tax. This only applies to inventions devised in Ireland	<b>Contact:</b> The Revenue Commissioners, Corporate Taxes Unit Dublin Castle Tel: + 353 1 679 2777	

<b>Programme</b>	<b>Making and Improving your Product</b>		
<b>Sponsor:</b>	Irish Government		
<b>Scope</b>	Firms can obtain a range of consultancy services and also up to 50% grant towards the set-up costs for joint ventures or licensing arrangements.	<b>Contact:</b> Forbairt Information Desk	
	Tax relief is available to individuals for investment in companies carrying out certain trading operations in manufacturing and some service companies. The maximum amount that can be raised by associated companies will be IR£1million and the amount invested in eligible shares is subject to a IR£25,000 limit	<b>Contact:</b> The Revenue Commissioners, Corporate Taxes Unit, Dublin Castle Tel: + 353 1 679 2777	



	in any one year. <b>Seed Capital Scheme</b> Relief is provided in respect of an individual's investment in a new business venture in an approved trading area.	
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<b>Programme:</b>	<b>Recruitment and Training of Technical Personnel</b>	
<b>Sponsor:</b>	Irish Government	
<b>Scope:</b>	Services to the Firm are available for: <ul style="list-style-type: none"> <li>• Personnel Services</li> <li>• Consultancy Services</li> <li>• Recruitment and Training Services</li> </ul>	<b>Contact:</b> Forbairt Information Desk FAS Services to Business Section Tel: + 353 1 668 5777
	Grants are available for: <ul style="list-style-type: none"> <li>• Personnel</li> <li>• Training</li> <li>• Development</li> </ul>	<b>Contact:</b> Forbairt Information Desk Shannon Development Tel: + 353 61 361 555 FAS Services to Business Section

<b>Programme:</b>	<b>Market Identification and Development</b>	
<b>Sponsor:</b>	Irish Government	
<b>Scope:</b>	The following services are available: <ul style="list-style-type: none"> <li>• Marketing Information and Promotional Activities</li> <li>• Marketing Personnel</li> <li>• Market Development</li> </ul>	<b>Contact:</b> The Client Service Desk Tel: + 353 1 206 6223
	Grants are available for: <ul style="list-style-type: none"> <li>• Marketing Sales Development</li> </ul>	<b>Contact:</b> The Client Service Desk Tel: + 353 1 206 6223

#### 3.9.4. Support Organisations/Contacts

<b>Name:</b>	<b>An Bord Trachtala - established 1991</b>
<b>Address:</b>	Merrion Hall, Strand Road, Dublin 4
<b>Telephone:</b>	+ 353 1 269 5011
<b>Fax:</b>	+ 353 1 269 5820

<b>Name:</b>	<b>Animal and Plant Health Association</b>
<b>Address:</b>	Franklin House, 140 Pembroke Road, Dublin 4
<b>Telephone:</b>	+ 353 1 660 3350
<b>Fax:</b>	+ 353 1 686 672
<b>Email:</b>	ALPHA@IOL.IE

<b>Contact:</b>	Mr D.O'Brien Dr C.O'Reilly Mr E Teehan
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<b>Name:</b>	<b>Bord Iascaigh Mhara (Irish Sea Fisheries Board)</b>
<b>Address:</b>	PO Box No 12, Crofton Road, Dun Laoghaire, Co Dublin
<b>Telephone:</b>	+ 353 1 284 1544
<b>Fax:</b>	+ 353 1 284 1123
<b>Contact:</b>	Mr A Gannon Mr J Somers

<b>Name:</b>	<b>BioResearch Ireland - established 1987</b>
<b>Address:</b>	Forbairt, Glasnevin, Dublin 9
<b>Telephone:</b>	+ 353 1 837 0177
<b>Fax:</b>	+ 353 1 837 0176
<b>Email:</b>	breslind@biores-irl.ie
<b>Contact:</b>	Man Dir: Dr Jim Ryan Mrkt Mngr: Mr Seamus O'Hara

<b>Name:</b>	<b>DEVCO Ireland-State Agencies Development Co-Op Organisation - est 1975</b>
<b>Address:</b>	Marshalsea Court, 23 Merchants Quay, Dublin 8
<b>Telephone:</b>	+ 353 1 661 3616
<b>Contact:</b>	Ms B Howard

<b>Name:</b>	<b>Environmental Protection Agency</b>
<b>Address:</b>	Ardcavan, Wexford
<b>Telephone:</b>	+ 353 53 47120
<b>Fax:</b>	+ 353 53 47119
<b>Contact:</b>	Mr L Mc Cumiskey

<b>Name:</b>	<b>Euro Info Centre</b>
<b>Address:</b>	Irish Trade Board/ An Bord Trachtala, Merion Hall, Strand Road, Sandy mount , Dublin 4.
<b>Telephone:</b>	+ 353 1 206 6000
<b>Fax:</b>	+ 353 1 206 6367

<b>Contact:</b>	Ms Margaret Hogan
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<b>Name:</b>	<b>Euro Info Centre</b>
<b>Address:</b>	Shannon Development, The Grannary, Michael Street, Limerick.
<b>Telephone:</b>	+ 353 61 410 777
<b>Fax:</b>	+ 353 61315 634
<b>Contact:</b>	Ms Nuala O 'Carroll

<b>Name:</b>	<b>Euro Info Centre</b>
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<b>Telephone:</b>	+ 353 21 509 044
<b>Fax:</b>	+ 353 21 271 347
<b>Contact:</b>	Ms Renata Murphy

<b>Name:</b>	<b>Euro Info Centre</b>
<b>Address:</b>	Galway Chamber of Commerce and Industry, Commerce House, Merchants Road, Galway.
<b>Telephone:</b>	+ 353 91 562 624
<b>Fax:</b>	+ 353 91 561 963
<b>Contact:</b>	Mr Jarlath Feeney

<b>Name:</b>	<b>FAS - The Training and Employment Authority - established 1988</b>
<b>Address:</b>	27-33 Upper Baggot Street, Dublin 4
<b>Telephone:</b>	+ 353 1 668 5777
<b>Fax:</b>	+ 353 1 660 0079 / 668 2691
<b>Contact:</b>	Dr J Lynch Mr G Pyke

<b>Name:</b>	<b>Fisheries Research Centre</b>
<b>Address:</b>	Marine Institute, Castleknock, Abbotstown, Dublin 15
<b>Telephone:</b>	+ 353 1 821 0111

<b>Fax:</b>	+ 353 1 820 5078
<b>Contact:</b>	Dr D Griffith

<b>Name:</b>	<b>Forbairt - established 1994</b>
<b>Address:</b>	Glasnevin, Dublin 9
<b>Telephone:</b>	+ 353 1 808 2000
<b>Fax:</b>	+ 353 1 808 2020
<b>Email:</b>	infodesk@forbairt.ie
<b>Contact:</b>	Mr Alan Dixon - Head of Corporate Communications

<b>Name:</b>	<b>Health and Safety Authority - established 1989</b>
<b>Address:</b>	10 Hogan Place, Dublin 2
<b>Telephone:</b>	+ 353 1 662 0400
<b>Fax:</b>	+ 353 1 662 0417
<b>Contact:</b>	Mr T Walsh

<b>Name:</b>	<b>Health Research Board</b>
<b>Address:</b>	73 Lower Baggot St, Dublin
<b>Telephone:</b>	+ 353 1 676 1176
<b>Fax:</b>	+ 353 1 661 1856
<b>Email:</b>	hrb@hrb.ie
<b>Contact:</b>	Dr J V O'Gorman - Chief Executive

<b>Name:</b>	<b>IDA - Ireland</b>
<b>Address:</b>	Wilton Park House, Wilton Place, Dublin 2
<b>Telephone:</b>	+ 353 1 603 4000
<b>Fax:</b>	+ 353 1 603 4040
<b>Contact:</b>	Mr K Mc Gowan Mr A Condon

<b>Name:</b>	<b>Industry Research &amp; Development - established 1992</b>
<b>Address:</b>	Confederation House, 84-86 Lower Baggot Street, Dublin 2
<b>Telephone:</b>	+ 353 1 605 1608
<b>Fax:</b>	+ 353 1 661 1095
<b>Contact:</b>	Mr Richard Kavanagh MD

	Ms Carole Meyers
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<b>Name:</b>	<b>Irish Business and Employers Confederation (IBEC)</b>
<b>Address:</b>	Confederation House, 84-86 Lower Baggot St, Dublin 2
<b>Telephone:</b>	+ 353 1 6601011
<b>Fax:</b>	+ 353 1 660 1717
<b>Contact:</b>	Mr Tony O'Brien - President Mr T Barry and Mr T Kilduff - Vice Presidents Mr John Dunne - Director General

<b>Name:</b>	<b>Irish Medicines Board - established 1996</b>
<b>Address:</b>	Earlsfort Centre, Earlsfort Terrace, Dublin 2
<b>Telephone:</b>	+ 353 1 676 4971
<b>Fax:</b>	+ 353 1 676 7836
<b>Contact:</b>	Mr John J Kelly

<b>Name:</b>	<b>Teagasc - The Agriculture and Food Development Authority</b>
<b>Address:</b>	19 Sandymount Avenue, Ballsbridge, Dublin 4
<b>Telephone:</b>	+ 353 1 668 8188
<b>Fax:</b>	+ 353 1 668 8023
<b>Contact:</b>	Dr Liam Downey

<b>Name:</b>	<b>Salmon Research Agency of Ireland Inc - established 1989</b>
<b>Address:</b>	Farran Laboratory, Newport, Co Mayo
<b>Telephone:</b>	+ 353 98 41107/411 12
<b>Fax:</b>	+ 353 98 47105
<b>Contact:</b>	Dr K Whelan

### 3.10. Italy

#### 3.10.1. *A Brief Background to the Industry*

Italy represents an excellent market for biotech products. However, the majority of them is/are imported. At a first glance, the number of biotechnology companies in Italy appears to have increased considerably, from 134 in 1989 to 240 in 1997, but a large part of this growth is due to distribution companies, representing 30% of the total in 1997.

The commitment of the Italian biotech industry to R&D is low. While Italian biotech turnover accounts for around 5% of the worldwide market, research investment is only about 1.3% of the corresponding worldwide bio-industrial effort. There has been an improvement in the relationships between industry and academia, so that collaboration links between biotech companies and academic researchers are now current practice. However, there is still a certain difficulty in focusing the research carried out by Universities and the National Research Council (CNR) institutes on industrial issues.

As far as professional training is concerned, various Universities recently launched undergraduate courses in biotechnology, thereby showing a sound will to keep pace with technology innovation. Moreover, the Italian Ministry of University and Research (MURST) completed a first experimental project aimed at training 54 industrial research experts/managers in some biotech application fields: a new three-year programme – linked to the National Research & Training Programme (PNR&F) for advanced biotechnology launched in November 1996 – should lead to the training of a further 50 research experts.

As to Science and Technology Parks, in the early Nineties a governmental initiative was approved and granted around 775 million Euro funding for the creation of such Parks in Southern Italy and in other industrially depressed areas. In the same period, the Italian Association of Science and Technology Parks was set up, acting in favour of the creation of new Parks and the exploitation of existing ones. All these ventures, along with the growing in awareness of the importance of these structures, stimulated the birth and development of S&T Parks, whose number today exceeds ten.

#### 3.10.2. *Current Actions and Programmes*

In Italy, the available tools are basically provided by a National law (n° 46/1982) and by various EU initiatives. This National law provides for several ways of supporting research and other innovative activities undertaken by companies, i.e.:

- funding – partly at facilitated rates of interest and partly non-return – granted to research projects autonomously submitted by companies

- the already mentioned PNR&Fs, concerning subjects considered of priority interest: they grant 100% funding for research and training projects whose results will become the property of the State, with the possibility of being sold to the companies
- financial contributions – to cover up to 50% of costs incurred and which must not exceed 100000 Euro – to SMEs for research projects and services entrusted to labs recognised by the MURST
- funding of technology transfer and related training initiatives undertaken by SMEs, including those operating within S&T Parks.

Another government action is the funding of a 5-year biotechnology “Dedicated Project” (PF), carried out by the National Research Council (CNR) institutes: the PF currently running was launched in 1997 and is aimed towards the strengthening of basic research.

- **The Biotechnology Project:** This programme is to cover six areas and the requested budget is ECU 66 million. The subjects include: molecular engineering and structural biology, environmental biotechnology, modifications of cells, cellular systems and organisms, fermentation processes, bioconversion, bioseparations and agro-industrial biotechnology, biotechnology for drug production and control of cellular differentiation, biosensors and diagnostic biotechnology.
- **The Genetic Engineering Project:** A requested budget of ECU 30 million and is to encompass four main areas: human genome, gene therapy, RNA technologies for diagnostics and animal models for the study of development
- **A Strategic Project in the Field of Biology:** This programme is subsequent to a Target Project on the reproduction of animals of zootechnical interest, and has a requested budget of ECU450,000.
- **Gene Therapy Project:** The Ministry of Health is running this three year project with a budget of ECU3 million
- **Plant Biotechnology:** Is a project funded by the Ministry of Agriculture at a budget of ECU15 million

It should be noticed that the Italian bio-industry Association (ASSOBIOTEC<sup>o</sup>) is very active in promoting and fostering the access of companies to these research and innovation-supporting tools. ASSOBIOTEC is and has been instrumental in agreeing on and checking the feasibility and industrial validity of the past and current PNR&Fs and CNR Dedicated Projects. Moreover, by appointment of the MURST, it is a focal point for the EU CRAFT-Life Sciences Programme.

*3.10.3. Programmes at a Glance*

<b>Programme:</b>	<b>Funding Programmes</b>		
<b>Sponsor:</b>	National Authorities		
<b>Scope:</b>	Funding is given to research projects submitted by companies, partly as a loan at facilitated rates of interest and partly as a grant.		
<b>Contact:</b>	<b>Mr. Leonardo Vingiani</b>	Assobiotec Via Accademia 33 20131 Milano	Tel: + 39 2 26 81 03 06/ 26 81 Fax: + 39 2 26 81 <b>04 05</b>  <b>Email: <a href="mailto:assobiotec@pn.itnet.it">assobiotec@pn.itnet.it</a></b>

<b>Programme:</b>	<b>National Programme of Research and Training (PNR&amp;F) in Advanced Biotechnology</b>		
<b>Sponsor:</b>	The Ministry of University and Scientific and Technological Research (MURST)		
<b>Scope:</b>	This scheme covers projects considered of priority interest which receive 100% of the funding for the research and training projects. Results become the property of the State, with the possibility of being sold on to the companies.		
<b>Contact:</b>	MURST Ministero dell'Università e delle Ricerca Scientifica e Tecnologica, Lungotevere Thaon di Revel, I-00196 Roma		

<b>Programme:</b>	<b>Financial Contributions to SMEs</b>		
<b>Sponsor:</b>	MURST		
<b>Scope:</b>	Contributions cover up to 50% of costs incurred up to a limit of 200 million lire and are granted to SMEs for research projects and services entrusted to labs recognised by the Ministry of University and Scientific and Technical Research.		
<b>Contact:</b>	Eugenia Marino MURST Ministero dell'Università e delle Ricerca Scientifica e Tecnologica (MURST) piazzale Kennedy 20 00144 Roma	Tel:+39 6 599124 80 Fax:+39 6 5991 23 68	

<b>Programme:</b>	<b>Technology Transfer</b>		
<b>Sponsor:</b>	National Authorities		
<b>Scope:</b>	The funding of technology transfer and related training initiatives undertaken by SMEs is covered, including those operating within Science and Technology Parks.		
<b>Contact:</b>	<b>Mr. Leonardo Vingiani</b>	Assobiotec Via Accademia 33 20131 Milano	Tel: + 39 2 26 81 03 06/ 26 81 Fax: + 39 2 26 81 <b>04 05</b>  <b>Email: <a href="mailto:assobiotec@pn.itnet.it">assobiotec@pn.itnet.it</a></b>

<b>Programme:</b>	<b>ERDF - Research and Technological Development</b>		
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<b>Sponsor:</b>	The European Commission and National and Regional Authorities
<b>Scope:</b>	<p>This operational programme was approved in order to support technological research, development and innovation in the Mezzogiorno regions.</p> <p>The Community co-finances 58.43%, the remainder of which is provided by the national and regional authorities and the private sector.</p> <p>The scheme focuses on four sub-programmes:</p> <ol style="list-style-type: none"> <li>1. Training - particularly at a high level and relevant infrastructure, the establishment of infrastructure and facilities for science faculties, with a view to narrowing the gap between the south and the centre/north of the country in this field and increasing student intake in these faculties in the Mezzogiorno compared with other disciplines.</li> <li>2. Research and Innovation - this involves support for government controlled research centres (The National Agency for New Technology, Energy and the Environment (ENEA), the Consiglio Nazionale delle Ricerche (CNR), the Anton Dohrn Zoological Station for Marine Biology and Biotechnology Research and more) and soft loans and subsidies to promote industrial research via the fund for applied research which is open to industrial enterprises and SMEs in particular.</li> <li>3. Dissemination of innovation - this is essentially technology transfer and covers the promotion of science and technology parks, in particular with a view to supporting innovative SMEs initiatives and financing for a large-scale programme for the construction of science and technology parks in the Mezzogiorno region</li> <li>4. Technical assistance.</li> </ol>
<b>Contact:</b>	MURST Ministero dell'Università e delle Ricerche Scientifica e Tecnologica, Lungotevere Thaon di Revel, I-00196 Roma

<b>Programme:</b>	<b>ERDF Programme for SMEs</b>	
<b>Sponsor:</b>	The European Commission and National Authorities	
<b>Scope:</b>	<p>This programme falls under the SME Community Initiative designed to maximise the role of SMEs, particularly in the South of the Country.</p> <p>The Community co-finances 30% of total investment, the balance is covered by National authorities and private agencies.</p> <p>The scheme is divided into 5 sub-programmes details of which can be obtained in the appropriate programme document.</p>	
<b>Contact:</b>	Ministero dell'Industria, Commercio e Artigianato Direzione Generale della Produzione Industriale Via Molise, 2 I-00100 ROMA	<p>Tel: + 39 6 47 05 20 22</p> <p>Fax: + 39 6 47 44 04 8</p>

#### 3.10.4. Support Organisations/Contacts

<b>Name:</b>	<b>Assobiotec</b>
<b>Address:</b>	Via Accademia 33, 20131 Milano
<b>Telephone:</b>	+ 39 2 268 10 306
<b>Fax:</b>	+ 39 2 268 10 405
<b>Email:</b>	<a href="mailto:Assobiotec@pn.itnet.it">Assobiotec@pn.itnet.it</a>
<b>Contact:</b>	<b>Mr. Leonardo Vingiani</b>

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<b>Name:</b>	<b>MURST</b>
<b>Address:</b>	P.Le Kennedy 20, I-00144 Roma
<b>Telephone:</b>	+ 39 6 59 91 24 80
<b>Fax:</b>	+ 39 6 59 91 23 68
<b>Contact:</b>	Dott.sa Caterina Dolcetti

<b>Name:</b>	<b>Facoltà di Medicina e Chirurgia</b>
<b>Address:</b>	Dpt. Scienze e Tecnologie Biomediche, Università di Milano, Via Celoria 2, I-20133 Milano
<b>Telephone:</b>	+ 39 2 26 66 498
<b>Fax:</b>	+ 39 2 26 63 030
<b>Contact:</b>	Prof Michele Perrella

<b>Name:</b>	<b>Ministero Della Sanita</b>
<b>Address:</b>	Via Sterra Nevada 60, I-00144 Rome
<b>Telephone:</b>	+ 39 6 59 94 42 09
<b>Fax:</b>	+ 39 6 59 94 42 49
<b>Contact:</b>	Dr Luigi Binetti

<b>Name:</b>	<b>Camera di Commercio di Torino/Alps</b>
<b>Address:</b>	Via S Francesco da Paola 24, I-10123 Torino
<b>Telephone:</b>	+ 39 11 57 16 517
<b>Fax:</b>	+ 39 11 57 16 375
<b>Email:</b>	innovation.r.c'st.alpcom.it
<b>Contact:</b>	Mr Pier Luigi Modotti

<b>Name:</b>	<b>Consorzio MIP Politecnico di Milano/LARICE</b>
<b>Address:</b>	Via Rombon,11, I-20134, Milano
<b>Telephone:</b>	+ 39 22 15 15 00
<b>Fax:</b>	+ 39 22 15 23 09
<b>Email:</b>	<a href="mailto:larice@mail.mip.polimi.it">larice@mail.mip.polimi.it</a>
<b>Contact:</b>	Mr Angelo Gatto

<b>Name:</b>	<b>ENEA/IRENE</b>
<b>Address:</b>	via Don Fiammelli, I-40100 Bologna

<b>Telephone:</b>	+ 39 51 60 98 197
<b>Fax:</b>	+ 39 51 60 98 084
<b>Email:</b>	<a href="mailto:irene@risc990.bologna.enea.it">irene@risc990.bologna.enea.it</a>
<b>Contact:</b>	Mr Massimo Gazzotti

<b>Name:</b>	<b>Consorzio Pisa Ricerche/RECITAL</b>
<b>Address:</b>	Piazza Alessandro D'Acona1, I-56127 Pisa
<b>Telephone:</b>	+39 50 90 62 60
<b>Fax:</b>	+39 50 54 00 56
<b>Email:</b>	<a href="mailto:recital@cpr.it">recital@cpr.it</a>
<b>Contact:</b>	Ms Cinzia Giachetti

<b>Name:</b>	<b>CNR-UTIBNoT/CIRCE</b>
<b>Address:</b>	Via Tiburtina 770, I-00159, Roma
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<b>Fax:</b>	+39 64 07 58 15
<b>Email:</b>	<a href="mailto:Utibnot@irmreti.ced.rm.cnr.it">Utibnot@irmreti.ced.rm.cnr.it</a>
<b>Contact:</b>	Ms Maria Saveria Cinquegrani

<b>Name:</b>	<b>Tecnopolis CSATA Novus Ortus/IRIDE</b>
<b>Address:</b>	Parco Scientifico Tecnopolis Novus Ortus, I-70010 Valenzano (Bari)
<b>Telephone:</b>	+ 39 80 87 70 238
<b>Fax:</b>	+39 80 87 70 361
<b>Email:</b>	<a href="mailto:Iride@vm.csata.it">Iride@vm.csata.it</a>
<b>Contact:</b>	Mr Francesco Surico

<b>Name:</b>	<b>Consorzio Catania Ricerche/MEDIA</b>
<b>Address:</b>	Viale A Doria 8, I-95125 Catania
<b>Telephone:</b>	+39 95 22 19 21
<b>Fax:</b>	+39 95 33 97 34
<b>Email:</b>	<a href="mailto:Media@dipmat.unict.it">Media@dipmat.unict.it</a>
<b>Contact:</b>	Mr Salvatore Pignataro

<b>Name:</b>	<b>Italian Associate Member Agenzia per la Promozione della Ricerca Europea/APRE</b>
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<b>Address:</b>	Via Flaminia 43, I-100196 Roma
<b>Telephone:</b>	+ 39 63 23 26 17
<b>Fax:</b>	+ 39 63 23 26 18
<b>Email:</b>	Apre@r6info.sede.enea.it
<b>Contact:</b>	Mrs Diassina Di Maggio

**NOTE : For a complete listing of Euro Info Centres, please contact DGXXIII  
Fax : + 32 2 2957335**

<b>Name:</b>	<b>Euro Info Centre</b>
<b>Address:</b>	Asociazione Industriali della Provincia di Vicenza, Piazza Castello 3, I-36100 Vicenza
<b>Telephone:</b>	+ 39 44 42 32 580
<b>Fax:</b>	+ 39 44 42 32 686
<b>Contact:</b>	Mr Lorenzo Maggio

<b>Name:</b>	<b>Euro Info Centre</b>
<b>Address:</b>	Mondimpresa/Unioncamere Sicilia/Confindustria Sicilia, Via Dmerica Amari 11, I-90139, Palermo, Italia
<b>Telephone:</b>	+ 39 91 32 15 10
<b>Fax:</b>	+ 39 91 32 17 03
<b>Contact:</b>	Claudio Leone

### 3.11. Luxembourg

#### 3.11.1. A Brief Background to the Industry

No information supplied.

#### 3.11.2. Current Actions and Programmes

No information supplied.

#### 3.11.3. Programmes at a Glance

<b>Programme:</b>	<b>SME Programme (1994-99)</b>		
<b>Sponsor:</b>	The European Commission and National Authorities		
<b>Scope:</b>	<p>The European Commission has approved a Community Initiative Programme for Luxembourg to assist SMEs in adapting to market conditions and to environmental requirements. It covers the Objective 2 and 5b regions of Luxembourg.</p> <p>The Community co-finances 25% of the total investment, the remainder of which is provided by national authorities and the private sector.</p>		
<b>Contact:</b>	Mme Elizabeth Mannes-Kieffer	Ministère de l'Economie Bd Royal 19-21 L-2914 Luxembourg	Tel: + 352 478 41 38

<b>Programme:</b>	<b>Objective 5b - 1994-1999</b>		
<b>Sponsor:</b>	The European Commission and National Authorities		
<b>Scope:</b>	<p>The European Commission approved an SPD describing measures aimed at developing vulnerable rural areas in the Grand Duchy of Luxembourg. The interventions cover the following zones: the cantons of Clervaux, Vianden and Wiltz as well as the communes of Beckerich, Ell, Rambrouch, Redange and Wahl in Redange canton.</p> <p>The total community subsidy is at a level of ECU 6 million. The scheme focuses on four priorities of which the second relates to SMEs:</p>		
<b>Contact:</b>	Ministère de l'Agriculture, de la Viticulture et du Développement Rural	Rue de la Congrégation 1 L-2913 Luxembourg	Tel: + 352 46 40 27

#### 3.11.4. Support Organisations/Contacts

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### 3.12. The Netherlands

#### 3.12.1. A Brief Background to the Industry

Since the early 1980s, the Netherlands has encouraged innovation in high-technology areas. Biotech R&D has grown from the strong food sector and science-based agricultural sector. There is a high level of collaboration between universities and industry. In the early 1990s the total R&D expenditure was 1.9% of GNP.

Currently there are 290 companies in the biotech industry, with an expected 25% increase in the next medium term. Food, agriculture, environment and pharmaceutical applications are the four major areas. Research involves liaison with foreign industries, universities and institutes. There is a general open exchange of information about food and ingredients created by modern biotechnology.

The total number of industrial and academic scientists involved in biotechnology in The Netherlands is estimated to be between 3,000-4,000. Most of the 290 companies conduct their own biotech research, particularly in the fields of food, agriculture, pharmaceutical applications and the environment. Companies co-operate extensively with universities and research institutes, as well as other R&D companies.

#### 3.12.2. Current Actions and Programmes

Dutch companies participated in almost one-third of all European EUREKA projects and there is good participation in the Dutch biotech programmes as well. There are several subsidies available for industrial R&D and feasibility studies. Risk-associated loans for product development of high risk, high technology projects are available under the TOK scheme. This scheme is an extension of the support for industrial research and development, and offers a fixed interest loan with a pay back period that is linked to commercial success over 10 years. The government offers help with the wages of personnel involved in qualified R&D through deductions from the wage tax.

#### 3.12.3. Programmes at a Glance

<b>Programme:</b>	<b>TOK Scheme</b>	
<b>Sponsor</b>	Senter	
<b>Scope:</b>	This scheme is an extension of support for industrial research and development and offers a fixed interest loan with a pay back period that is linked to commercial success over 10 years. The project must involve substantial technical risk, be a new product for the Netherlands and the company must have a good track record and qualified management.	
<b>Funding:</b>	Dutch companies can obtain a loan of up to Dfl 25 million per year, subject to a payback based upon the success of the company and its product.	
<b>Contact:</b>	Mr van Terwisga Senter PO Box 30732 2500 GS The Hague	Tel: +31 70 361 0341/361 0319 Fax: +31 70 361 4430

<b>Programme:</b>	<b>BTS - General Programme</b>	
<b>Sponsor</b>	Senter	
<b>Scope:</b>	There is no time limit fixed on the programme. Most of the research under the programme is between companies or between industry and research centres.	
<b>Funding:</b>	Up to 37.5% of costs is subsidised	
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<b>Programme:</b>	<b>ABON (Association of Biotechnology Research Schools) Research Programme</b>	
<b>Sponsor</b>	Dutch Government	
<b>Scope:</b>	The scheme will cover five years of research in five different research schools and be co-financed by industry. The research themes of the programme are structure-function relationships of proteins and of food-grade polysaccharides, resistance of plants, metabolic pathway engineering and integrated bioprocess development. This programme ends in 1999.	
<b>Funding:</b>	Dfl 17 million governmental grant	
<b>Contact:</b>	Dr Pieter Bos Secretariat ABON Kluyver Laboratory for Biotechnology Delft University of Technology Julianalaan 67 2628 BD Delft	Tel: + 31 15 278 63 16/23 59 Fax: + 31 15 278 23 55 email: pieter.bos@stm.tudelft.nl

<b>Programme:</b>	<b>Human Genome Analysis Programme</b>	
<b>Sponsor</b>	NOW - Netherlands Organisation for Scientific Research	
<b>Scope:</b>	The programme runs from 1991-1997. It aims to study diseases which are hereditary and the ethical and social aspects which are connected with suffering from the diseases. This programme ends in 1999 and is partially replaced by the STIGON Programme, sponsored by NOW as well. The contact person is Dr. W.W. Mart.	
<b>Funding:</b>	Budget of ECU 450,000	
<b>Contact:</b>	Mr Maesseu NWO	Tel: +31 70 344 0640 Fax: +31 70

<b>Programme:</b>	<b>MIBITON Support Scheme</b>	
<b>Sponsor</b>	MIBITON	
<b>Scope:</b>	Extensive biotech investments in specialised equipment and facilities with high safety standards.	
<b>Funding:</b>	Dfl 30 million	
<b>Contact:</b>	Dr H J Grande PPS Mibiton Vlietweg 16 2266 KA Feidschendam	Tel: 31 70 320 3527 Fax: 31 70 320 5765 e-mail mibiton@xs4all.nl



<b>Programme:</b>	<b>TNO Biotechnology R&amp;D Programme</b>	
<b>Sponsor</b>	TNO - The Netherlands Organisation for Applied Scientific Research	
<b>Scope:</b>	This programme concentrates on six broad themes: bioconversion food and chemicals, bioconversion environment, biotechnology for health, biomonitoring and biosafety, functional proteins and carbohydrates, plant biotechnology.	
<b>Contact:</b>	Drs. JW van der Kamp TNO Bureau for Biotechnology PO Box 360 3700 AJ Zeist	Tel: + 31 3069 44900/629 Fax: + 31 3069 44901 email: vanderKamp@voeding.tno.nl

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### 3.13. Portugal

#### 3.13.1. *A Brief Background to the Industry*

The majority of publicly funded biotechnology research in Portugal is based in the Lisbon area and accounts for approximately 60% of all expenditure. In second place lies the Region of Oporto which accounts for 14% of R&D spending. Research tends to focus on food-related bio-processing and microbiology, crop improvements through genetic modification of specific traits, applied biochemistry and biophysics. Traditionally, research has been predominantly academic, and only 11% of the projects listed below involve industry.

Nonetheless, 1996 saw the emergence of an entrepreneurial bioscience sector and new companies were established and old ones restructured to become more biotech-oriented. Two Portuguese companies participated for the first time in the exploratory phase of the European Union's 4th Framework Programme for SMEs.

A private institution called Innovation Agency (ADI), has been particularly instrumental within the biotech sector in promoting the development of new products, technologies and activities via industry/academic consortia, and breaking down, the traditional gaps between academic researchers and industrialists.

In addition to those sectors mentioned in the opening paragraph, the biotech industry is strong on biological waste treatment and bioconversion of energy.

There are ten research centres, 11 universities and two large institutes involved in research.

#### 3.13.2. *Current Actions and Programmes*

The Portuguese National Institute of Scientific Research is setting up networks to promote links between universities, research centres and establish programmes. The main government bodies responsible include: The Foundation for Science and Technology, the Science and Technology Observatory and the Institute for International Co-operation in Science and Technology (ICCTI).

#### 3.13.3. *Programmes at a Glance*

<b>Programme:</b>	<b>PRAXIS XXI</b>
<b>Sponsor:</b>	ICCTI - The Institute for International Co-operation in Science and Technology
<b>Scope:</b>	The main aim of this scheme is to strengthen the scientific and technological system's foundations by supplying R&D assistance. It directs research towards new technologies which will eventually support production modernisation. It continues the work of CIENCIA and STRIDE, similar previous programme.

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<b>Programme:</b>	<b>PRAXIS XXI - Industry</b>
<b>Sponsor:</b>	ICCTI - The Institute for International Co-operation in Science and Technology
<b>Scope:</b>	<p>The aim of the scheme within industry includes establishing:</p> <ul style="list-style-type: none"> <li>- a connection between technological centres and industry, by providing technical training to employees, technological support and applied technological research</li> <li>- placing research within industry</li> <li>- supporting co-operation between companies regarding innovation and technology.</li> </ul>

<b>Programme:</b>	<b>PRAXIS XXI - Agriculture</b>
<b>Sponsor:</b>	ICCTI - The Institute for International Co-operation in Science and Technology
<b>Scope:</b>	The main priorities within the sector of agriculture include supporting R&D and the spreading of technology in areas related to agricultural research.

<b>Programme:</b>	<b>PRAXIS XXI - Other Levels of Assistance</b>
<b>Sponsor:</b>	ICCTI - The Institute for International Co-operation in Science and Technology
<b>Scope:</b>	<p>Praxis XXI also intervenes at other levels covering:</p> <ul style="list-style-type: none"> <li>• Financing of research units and research programmes in government laboratories</li> <li>• Strengthening of overall infrastructure through the creation and enlarging of R&amp;D Laboratories</li> <li>• The development of Science and Technology Systems, thus, stimulating high quality research programmes and projects</li> <li>• Promotion of research programmes and projects within the area of advanced technologies to support the diversification and modernisation of industry.</li> <li>• Supporting the distribution of grants and the contracts of scientists.</li> </ul>

<b>Programme:</b>	<b>ERDF SME Initiative</b>
<b>Sponsor:</b>	The European Commission and National Authorities
<b>Scope:</b>	<p>The European Commission has approved a programme under the SME Community Initiative. This programme's objective is to create conditions for strengthening the position of SMEs in the Internal Market so as to guarantee their role in the creation of wealth at regional and local levels. Another major objective is to encourage a collective awareness of the need to create new jobs in innovative areas, in line with the <i>White Paper on Growth, Competitiveness and Employment</i>.</p> <p>The main schemes under the programme which are potentially of interest to biotechnology SMEs are:</p> <ul style="list-style-type: none"> <li>- Training in advanced technologies for SME managers</li> <li>- Facilities to improve SME access to finance and credit</li> <li>- The creation of a Technical Information Centre for SMEs</li> <li>- Grants for projects strengthening technological competence in SMEs by defining needs, providing technical support, transferring technology from science and technology institutes to SMEs.</li> </ul> <p>The Programme is due to run until 31 December 1999.</p>

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<b>Programme:</b>	<b>ERDF Skills Base and Innovation</b>	
<b>Sponsor:</b>	The European Commission and National Authorities	
<b>Scope:</b>	<p>The European Commission has approved an operational programme to support education and scientific and technical research in Portugal, building on the results of the previous programming period.</p> <p>The Community finances 74.21% of total investment, the remainder of which is provided by the national, regional and local authorities and the private sector.</p> <p>The main scheme under this programme of relevance to biotech SMEs are the:</p> <ul style="list-style-type: none"> <li>- Sub-programmes for science and technology: involvement of industry in research and development; support for university research projects; an increase in the number of researchers; training of laboratory assistants and research centre managers, and an integration of researchers into industry by strengthening links between companies and universities.</li> </ul>	
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### 3.14. Spain

#### 3.14.1. *A Brief Background to the Industry*

Knowledge and technical skills in biotechnology within Spain have been built up gradually, and only recently have university researchers and companies started participating in joint projects. Nonetheless the industry is steadily growing with the main focus on agri-food.

250 companies in total are active in the biotech sector in Spain. Industrial activities focus on diagnostics, fine chemicals, antibiotics and plant breeding. 40% of new companies to the industry are working in agri-foods. In 1994 a Venture Capital fund of ECU 12m was created for biotech and biomedical companies.

The Biotechnology sector is predominantly centred around Madrid and Barcelona, and these cities have the largest concentration of universities and also the new National Centre for Biotechnology. Public research centres institutes and universities are all very active in biotech R&D and play an important role within the sector. The public research sector is twice the size of the private sector in terms of employment.

#### 3.14.2. *Current Actions and Programmes*

Since 1988, Spain has operated a National Biotechnology Plan. The national programmes focus on:

- agri-food R&D
- human and animal health
- bio-processing and environmental biotech.

These are integrated into various specific plans, mainly the Technological Development Plan for Biotechnology, Chemical Technology and Advanced Materials (BQM Plan). The eligible areas for funding include: training, instrumentation & utilities, international relations (fellowships), the National Biotechnology Centre and R&D projects.

#### 3.14.3. *Programmes at a Glance*

<b>Programme:</b>	<b>The RTD National Plan (1996-99)</b>	
<b>Sponsor:</b>	Ministerio de Educación y Cultura	
<b>Scope:</b>	This programme focuses particularly on the academic sector and public RTD organisations. It also involves some collaboration with companies.	
<b>Contact:</b>	Dolores Cobo Secretaría General del Plan Nacional de I+D (Dpto de Calidad de Vida) Comisión Interministerial de Ciencia y Tecnología	Tel: + 34 1 33 60 400

	Roasario Pino 14 E-28020 Madrid	
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<b>Programme:</b>	<b>The ATYCA Initiative (1997-99)</b>	
<b>Sponsor:</b>	Ministerio de Industria y Energía	
<b>Scope:</b>	This scheme consists of grant funding to companies, particularly SMEs, for RTD work. The programme has established some specific technological areas for preferential activity.	
<b>Contact:</b>	Juan Carlos Malpaso Dirección General de Tecnología y Seguridad Industrial Ministerio de Industria y Energía Paseo de la Castellana 160 E-28071 Madrid	Tel: + 34 1 34 94 397 Tel: + 34 1 39 94 398

<b>Programme:</b>	<b>The Industrial Technological Development - Global Grant</b>	
<b>Sponsor:</b>	The European Commission and National, Regional and Local Authorities	
<b>Scope:</b>	<p>The European Commission approved a global grant to the Centro para el Desarrollo Tecnológico Industrial (CDTI), with a view to developing the endogenous potential of Spanish Regions whose development is lagging. The purpose is to improve the technological capacity of the corporate sector and promote technology applications in industry.</p> <p>The Community provides 30.3% of the funding, which takes the form of subsidies, which will be reimbursable where a project is successful, so that the sums thus recovered may be reinvested.</p> <p>The scheme consists of three sub-programmes:</p> <ul style="list-style-type: none"> <li>• Technology Projects - involving new products and processes in line with market requirements, business assimilation of innovative technologies, marketing of technology outside Spain</li> <li>• Technology Services - which involves information, transfer and promotion of technology in the business community</li> <li>• Technical assistance, monitoring and information.</li> </ul>	
<b>Contact:</b>	Ministerio de Economía y Hacienda Dirección General de Planificación Paseo de la Castellana 162 E-28046 Madrid	Centro para el Desarrollo Tecnológico Industrial (CDTI) Edificio Cuzco IV Paseo de la Castellana 141,11° E-28046 Madrid

<b>Programme:</b>	<b>An ERDF SME Programme</b>	
<b>Sponsor:</b>	The European Commission and National Authorities	
<b>Scope:</b>	<p>This operational programme was approved under the SME Community Initiative and is designed to counteract problems due to a lack of competitiveness and economic vitality in SMEs in eligible areas under EU Objectives 1, 2 and 5B. The programme aims to improve the business environment and co-operation between SMEs, to boost technological awareness and access to information networks and to increase access to finance.</p> <p>The areas that the programmes focus on include:</p> <ul style="list-style-type: none"> <li>• The development of SME co-operation networks.</li> <li>• Training in information technology and dissemination.</li> <li>• Improvement of the overall business environment, services available and various intangibles.</li> <li>• Increased financial assistance and advice, access to loans and other financial tools.</li> <li>• Support for research and development.</li> </ul>	
<b>Contact:</b>	Instituto de la Pequeña y Mediana Empresa Industrial (IMPI) Paseo de la Castellana 141 E-28071 Madrid	Tel: + 34 1 582 93 02

<b>Programme:</b>	<b>Technological R&amp;D Infrastructure Programme</b>	
<b>Sponsor:</b>	Diputación Foral de Guipúzcoa	
<b>Scope:</b>	<p>The purpose of this scheme is to facilitate technology transfers and R&amp;D activities, and include investments in research units and technology transfer activities.</p> <p>It is directed at non profit seeking organisations, public research centres of the Gobierno Vasco, universities, and sectorial centres of R&amp;D in País Vasco within the Province of Guipúzcoa.</p>	
	Mikel Idiazabel Dpto de Economía y Turismo Diputación Foral de Guipuzcoa Plaza de Guipuzcoa s/n E-2004 San Sebastian	Tel: + 34 43 48 22 23

<b>Programme:</b>	<b>The National Programme of Biotechnology</b>	
<b>Sponsor:</b>	Ministerio de Educación	
<b>Scope:</b>	<p>The purpose of this scheme is to promote the setting up and running of R&amp;D projects in the areas of food and agriculture, animal and human sanitation, engineering of bio-technical processes and the environment. It is directed at Public or private investigation centres, universities, associated scientific investigators and non-profit making organisations.</p>	
<b>Contact:</b>	José M Martinez Zapater Plan Nacional de Biotecnología Comisión Interministerial de Ciencia y Tecnología Rosario Pino 14 E-28020 Madrid	Tel: + 34 1 33 60 479

#### 3.14.4. Support Organisations/Contacts

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<b>Telephone:</b>	+ 34 1/5 97 74 88
<b>Fax:</b>	+ 34 1/5 97 85 13
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<b>Name:</b>	<b>Centro para el Dessarrollo Tecnológico Industrial</b>
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### 3.15. Sweden

#### 3.15.1. *A Brief Background to the Industry*

Sweden, with its strong industrial, high-tech background, has a good base for the development of its biotechnology sector. In 1986, the government recognised biotech R&D as one of the three top technical priority areas. In 1991 total public R&D spending reached 2.5% of GDP. Biotechnology research is supported from various different sources, ranging from the government to university research groups and to specialised independent research institutes. Development of technology for the commercial world is completely supported by industry. Under the Nordic Fund for Technology and Industrial Development, Sweden is collaborating with other Nordic countries and anticipates working closely with Denmark.

The strengths of the Swedish industry lie in bioprocess equipment, separation and hybridoma technology, medical devices and biomedical applications. Recently, the pharmaceutical industry has expanded its involvement and several science parks have attracted foreign companies.. There are now many venture capital companies (both public and private) which support biotech industry. There is a good mixture of large and small firms in the industry. The science parks in Lund, Uppsala and several other university towns are growing rapidly.

There have been several technology transfer centres created to help link university research departments to industry. The Centre for Life Sciences in the Novum Park at Huddinge is one. The Karolinska Institutet at Stockholm is another. The Biomedical Centre at Uppsala and the Chemical Centre at Lund are two more. The Institute for Food and Biotechnology (SIK) fulfills a similar role.

#### 3.15.2. *Current Actions and Programmes*

The Swedish Natural Science Research Council (NFR) estimated that in 1994 total public and private spending on biotech and biomedical research was ECU 170m. The estimate for 1996 is ECU 47m. The funding goes directly from the research councils and faculties to the research groups. Several foundations for research have been formed recently to strengthen basic biotechnology as well as some specialised areas. Structural biology, neurobiology, immunology and plant and animal biotech receive the majority of funding at present. The Strategic Research Foundation has several programmes in the area of cell factory, genome and nucleic acid research, gene therapy, plant and forest biotechnology and structural biology. Competence Centra is a programme run by the National Board for Industrial and Technical Development (NUTEK), which includes biotechnology.



*3.15.3. Programmes at a Glance*

<b>Programme:</b>	<b>Pilot Programme</b>		
<b>Sponsor:</b>	NUTEK (National Board for Industrial and Technical Development)		
<b>Scope:</b>	The main objective is to promote and encourage technology and knowledge transfer amongst SMEs. It is currently in its first year and will run for 3-5 years more. The only criteria companies have to meet is that they should have less than 250 employees.		
<b>Contact:</b>	Mrs Evy Jacobsson	NUTEK S-117 86 Stockholm Sweden	Tel: + 46 8 681 9100 Fax: + 46 8 19 6826

<b>Programme:</b>	<b>Competence Centre Programme</b>		
<b>Sponsor</b>	NUTEK (National Board for Industrial and Technical Development)		
<b>Scope:</b>	The programme is an effort to develop university-industry interaction in Sweden. The aim is to achieve a stronger industrial impact and enhanced concentration of resources by creating multidisciplinary academic research environments in which industrial companies participate actively and persistently in order to derive long-term benefits. It is intended to run for between five and ten years.		
	Steffan Hjorth	NUTEK S-117 86 Stockholm Sweden	Tel: + 46 8 681 9262 Fax: + 46 8 19 6826 email: Staffan.Hjorth@nutek.se

<b>Programme:</b>	<b>SME (1996-99)</b>		
<b>Sponsor</b>	DG XVI		
<b>Scope:</b>	The European Commission has approved an operational programme under the SME Community Initiative designed to counteract problems of lack of experience in international markets, low levels of technical and managerial competence, poor access to information and expertise owing to remoteness, difficult access to capital, especially risk capital, in Sweden. The main schemes covered by this programme are: Market development for SMEs, strengthening the competitiveness of SMEs through the promotion of the use of new technologies and information technologies, Improving environmental standards and quality as a means to strengthen the competitiveness of SMEs.		
<b>Funding:</b>	35.28% of overall estimated costs will be funded by the Union, 44.74% of which will come from ERDF and 55.26% from ESF.		
<b>Contact:</b>	Ms Karin Larsson	Ministry of Industry and Commerce S-10333 Stockholm	Tel: + 46 8 405 1000 Fax: + 46 20 4586

*3.15.4. Support Organisations/Contacts*

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### 3.16. United Kingdom

#### 3.16.1. *A Brief Background to the Industry*

The UK Government has adopted policies to facilitate strong links and partnerships between academic and industrial sectors and encourage technology transfer. In the UK, biotechnology has a strong public research base. Scotland, England, Wales and Northern Ireland have Regional Programmes for biotechnology support. Biotechnology in the UK is well supported by the Department of Trade and Industry (DTI). The DTI is committed to improving business competitiveness at home and overseas. Additional activities are supported in Scotland by the Scottish Office Education and Industry Department (SOEID).

In 1996 an estimated ECU 286 million was spent by the biotechnology sector on industrial R&D, 75% of which was in biopharmaceuticals and diagnostics, with agrobiotech being the next largest group. In 1994 biotech and biomedical companies raised over ECU 300m in Venture Capital.

61 universities, 4 research centres and 14 other public research institutes are financed by Biotechnology Biological Sciences Research Council (BBSRC). In Scotland, the Scottish Enterprise has formed a Biotechnology Division to introduce commercial focus to programmes within universities and research institutes. Public research in Wales is largely carried out in the seven universities and several research institutes.

#### 3.16.2. *Current Actions and Programmes*

Innovation is encouraged through schemes such as LINK, SMART, EUREKA and the EU Framework Programme on Biotechnology. In 1995, the '*Biotechnology means Business*' initiative was launched by the DTI with a four year programme and a budget of £17m.

#### 3.16.3. *Programmes at a Glance*

<b>Programme:</b>	<b>The LINK Scheme</b>
<b>Sponsor</b>	The different parts of this scheme have different sponsors. These are DTI, BBSRC, EPSRC, NERC, MRC and MAFF.
<b>Scope:</b>	<p>The LINK scheme aims to accelerate the exploitation of technology and to bridge the gap between science and the market place. It offers a well established framework for collaboration between the public and private sectors in support of science and technology in areas of strategic importance to the national economy.</p> <p>LINK comprises a number of programmes each of which supports a number of collaborative projects involving partners from industry and the research base lasting typically two to three years. Individual projects can also be supported outside of these main programme areas. So far over 120 projects have been supported. Government departments and research councils provide up to 50% of the eligible costs of a project with the balance coming from industry. Current programmes which are relevant to biotechnology include:</p> <p><b>Biological Treatment of Soil and Water</b> (DTI, BBSRC, EPSRC, NERC, MAFF) 9m over five years</p> <p><b>Cell Engineering</b> (DTI, BBSRC, MRC, MAFF) £15m over five years.</p>

	<b>Biochemical Engineering</b> (DTI, BBSRC) £23m over eight years. <b>Applied Biocatalysis</b> (DTI, BBSRC) £8m over five years. <b>Analytical Biotechnology</b> (DTI, BBSRC)	
<b>Funding:</b>	See above	
<b>Contact:</b>	LINK Directorate	Bridge Place 88-89 Eccleston Square London SW1V 1PT Tel: +44 171 215 0771

<b>Programme:</b>	<b>Biotechnology Means Business (BMB)</b>	
<b>Sponsor</b>	Department of Trade & Industry	
<b>Scope:</b>	BMB is a package of measures recognising the growing economic importance of biotechnology. It is designed to improve UK competitiveness and provide the necessary advice and expertise to transfer technological advances into practical processes.	
<b>Scheme:</b>	<b>Biotechnology Exploitation Platform (BEP) Challenge</b>	
	<p>The BEP Challenge helps to anchor the benefits of publicly funded research in the UK. BEP aims to encourage the effective management of intellectual property by universities and facilitate their commercial exploitation. Any organisation using or exploiting biotechnology is eligible to apply. BEP Challenge applications will be evaluated on the credibility of the business plan, the quality and experience of the team in intellectual property management, the commercial potential of the technology and the extent to which the government support will stimulate new collaborative and intellectual property and leverage from the private sector.</p> <p>The BEP challenge closed in November 1997 and there is no further funding available at the present.</p>	
<b>Funding:</b>	Maximum of 50% costs (up to £250,000) from the DTI which must be matched from non public sector funds. BEPs must be self financing within four years.	
<b>Contact:</b>	BEP Challenge Secretariat Biotechnology Directorate DTI, Room 116 151 Buckingham Palace Road London SW1W 9SS	BMB Helpline PO Box 83 Didcot Oxon OX11 0TJ  Tel: +44 800 432100 Fax: +44 1235 432997

<b>Programme:</b>	<b>Biotechnology Mentoring and Incubators (BMI) Challenge</b>	
	The BMI Challenge aims to encourage intermediaries to address the management and business skills required by emerging biotechnology companies and to encourage the provision of incubators and specialist business mentoring services to help young biotechnology companies grow. Organisations may apply individually or on a collaborative basis. Applications will be judged on their contribution to the growth of the British biotechnology sector, the degree of innovation and the wider benefits.	
<b>Funding:</b>	Under the three year initiative, up to £5 million will be made available. BMI Challenge winners will be offered up to £500,000 towards the cost of a demonstrator project.	
<b>Contact:</b>	BMI Challenge Secretariat Biotechnology Directorate DTI, Room 1.092 151 Buckingham Palace Road London SW1W 9SS	

<b>Programme:</b>	<b>Small Firms Merit Award for Science and Technology (SMART)</b>
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<b>Sponsor</b>	Department of Trade & Industry
<b>Scope:</b>	<p>The SMART scheme helps SMEs and individuals to research, design and develop technologically innovative products and processes for the national benefit.</p> <p>The SMART scheme is now open only to companies in England. Different arrangements exist in Scotland, Wales and Northern Ireland.</p>
<b>Funding:</b>	<p>SMART provides funding of 75% of project costs, up to a maximum of £45,000 to assist in technical and commercial feasibility studies and 30% to help the development of technological products. Companies may apply for SMART at either stage of a project, and the maximum grant available for one applicant is ECU 200,000.</p> <p>For feasibility studies, companies must have fewer than 50 employees, annual turnover of less than ECU 7 million, and a balance sheet of less than ECU 5 million.</p> <p>For development projects, companies must have fewer than 250 employees, annual turnover of less than ECU 40 million, and a balance sheet of less than ECU 27 million.</p>
<b>Contact:</b>	Local Government Office or local Business Link

<b>Programme:</b>	<b>Foresight Challenge</b>		
<b>Sponsor</b>	Department of Trade & Industry		
<b>Scope:</b>	<p>Stimulates partnerships between science and business to increase wealth creation and the quality of life. Challenge projects will be assessed on a competitive basis and those which best meet the Challenge criteria will be made the subject of Challenge Awards. Bidders are urged to consider the use to which project outputs can be put in order to serve the objectives of the Challenge Fund.</p> <p>Challenge partnerships must involve one member from the science base and one from private sector business.</p>		
<b>Funding:</b>	<p>With a maximum of £4 million, grants of 50% of costs are available except for projects involving training. There is no limit on the size of project eligible for support. The main emphasis will be on helping resource projects with a total annual project cost within the range of £1-2 million over the three years 1996-1999.</p>		
<b>Contact:</b>	Colin Bailey	Chemicals & Biotechnology Directorate DTI 151 Buckingham Palace Road London SW1W 9SS	Tel: +44 171 215 2914 Fax: +44 171 215 1379

<b>Programme:</b>	<b>SME Scottish Lowlands (1994-99)</b>		
<b>Sponsor</b>	DG XVI, national and private		
<b>Scope:</b>	<p>This programme is designed to implement the SME Community Initiative (1994-1999) and to contribute to the economic development of Scotland's Lowlands region. It aims to help SMEs in the region to adapt to the requirements of the single market and boost their international competitiveness. The emphasis of the measures in the programme is on SME interchange and co-operation.</p>		
<b>Funding:</b>	<p>The Community's co-financing amounts to 43.2% of the total investment, with the remainder being met by national and regional authorities and the private sector. 91.94% of the Community funding comes from ERDF and 8.06% comes from ESF.</p>		
<b>Contact:</b>	Elizabeth Williamson	SODD Victoria Quay Edinburgh EH6 6QQ	Tel: + 44 131 244 0736

### Technology and Knowledge Transfer Programmes

<b>Programme:</b>	<b>The Carrier Technology Programme (CTP)</b>		
<b>Sponsor</b>	Department of Trade & Industry		
<b>Scope:</b>	CTP is designed to encourage a wider diffusion and adoption of technology in the process industries. It transfers technology used in one industry or type of company to others where it is new and represents an extension of best practice. All UK companies are eligible to apply but collaboration must include at least two independent research organisations.		
<b>Funding:</b>	Grants are set at 50% of eligible costs		
<b>Contact:</b>	Steve Flynn	Engineering Industries Directorate DTI 151 Buckingham Palace Road London SW1W 9SS	Tel: +44 171 215 2980 Fax: +44 171 215 1461

<b>Programme:</b>	<b>The Teaching Company Scheme (TCS)</b>		
<b>Sponsor</b>	Department of Trade & Industry		
<b>Scope:</b>	TCS enables firms to take advantage of the wealth of scientific, engineering, technological and business management skills and knowledge available in universities. Each TCS programme involves one or more high quality graduate working in a company for two years on a project which is central to the company's needs. They are jointly supervised by academics and industrialists. Over 70% of current programmes are with SMEs.		
<b>Funding:</b>	Part funded by means of a government grant to the university partner, the company also contributes to the direct costs of the programme. SMEs will generally contribute about 30% of direct costs.		
<b>Contact:</b>	Jacqui Long	Management Best Practice Directorate 1 Victoria Street London SW1H 0ET	Tel: +44 171 215 3867 Fax: +44 171 215 3933

<b>Programme:</b>	<b>College Business Partnership (CBP)</b>		
<b>Sponsor</b>	Department of Trade & Industry		
<b>Scope:</b>	An initiative based on the same principles and concepts as TCS but primarily involves further education colleges in partnerships with SMEs. Graduates of HNC/HNDs undertake year long projects involving technology which is both relevant and appropriate to the SME in which they work.		
<b>Funding:</b>	Each project is part supported by a DTI grant to the college, whilst the company contributes at least £6,500 to direct costs.		
<b>Contact:</b>	Elizabeth Dumbrell	Management Best Practice Directorate 1 Victoria Street London SW1H 0ET	Tel: +44 171 215 3871 Fax: +44 171 215 3933

<b>Programme:</b>	<b>Shell Technology Enterprise Programme (STEP)</b>		
<b>Sponsor</b>	Department of Trade & Industry		
<b>Scope:</b>	STEP is a Shell UK Ltd national placement scheme for undergraduates which is part funded by DTI. It aims to encourage SMEs to consider employing graduates and to provide undergraduates with experience in a smaller firm through an 8 week placement during their final summer vacation, working on a technology based project identified by the company.		

<b>Funding:</b>	Costs are shared between the host company and a local or national sponsor.		
<b>Contact:</b>	John McGrath	11 Bridge Street London EC4A 4AS	Tel: +44 171 936 3556 Fax: +44 171 936 3531

<b>Programme:</b>	<b>Postgraduate Training Partnerships (PTP)</b>		
<b>Sponsor:</b>	Department of Trade & Industry		
<b>Scope:</b>	An initiative jointly supported by DTI and Engineering and Physical Science Research Council (EPSRC) involving the annual recruitment into each partnership of up to 10 post graduate students (PTP Associates). The aim is to increase the output of high quality postgraduates with skills, experience and training relevant to the needs of industry. Most PTP Associates are registered for a higher degree (PhD) and undertake industrially relevant research projects in a Research, Technology & Development organisations.		
<b>Funding:</b>	Most PTP Associates are supported by an EPSRC 'Industrial CASE' award.		
<b>Contact:</b>	Rashmi Pandya	Management Best Practice Directorate 1 Victoria Street London SW1H 0ET	Tel: +44 171 215 3868 Fax: +44 171 215 3933

#### 3.16.4. Support Organisations/Contacts

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<b>Address:</b>	Rose Court, Ground Floor North, 2 Southwark Bridge, London SE1 9HS H & S Laboratory, Broad Lane, Sheffield, S3 7HQ St Hugh's House, Trinity Road, Bootle, Merseyside L20 3QY
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<b>Name:</b>	<b>Department of the Environment, Transport and the Regions (DOETR)</b>
<b>Address:</b>	Biotechnology Unit, Room B3.51, Romney House, 43 Marsham Street, London SW1P 3PY
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**NOTE : For a complete listing of Euro Info Centres, please contact DGXXIII**  
**Fax : + 32 2 295 7335**

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<b>Telephone:</b>	+ 44 171 489 1992
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<b>Contact:</b>	Ms Beth Raney Cucala

<b>Name:</b>	<b>The Ministry of Agriculture, Fisheries and Food (MAFF)</b>
<b>Address:</b>	Refer to Regional Service Centres
<b>Email:</b>	<a href="mailto:webmaster@info.maff.gov.uk">webmaster@info.maff.gov.uk</a>

<b>MAFF Regional Service Centres</b>		
<b>Region</b>	<b>Address</b>	<b>Tel &amp; Fax</b>
<b>Anglia</b>	Block b, Government Buildings Brooklands Avenue, Cambridge CB2 2DR	Tel: +44 1223 462727 Fax: +44 1223 455652
<b>East Midlands</b>	Block 7, Chalfont Drive, Nottingham NG8 3SN	Tel: +44 115 9291191 Fax: +44 115 9294886
<b>Northern</b>	Eden Bridge House, Lowther Street, Carlisle, Cumbria CA3 9DX	Tel: +44 1228 23400 Fax: +44 1228 23400, ext. 468
<b>North East</b>	Government Buildings, Crosby Road, Northallerton, North Yorkshire DL6 1AD	Tel: +44 1609 773751 Fax: +44 1609 780 179
<b>North Mercia</b>	Berkeley Towers, Crewe, CW2 6PT	Tel: +44 1270 69211 Fax: +44 1270 669494
<b>South East</b>	Block A, Government Buildings, Coley Park, Reading RG1 6DT	Tel: +44 118 958 1222 Fax: +44 118 939 2399
<b>South Mercia</b>	Block C, Government Buildings, Whittington Road, Worcester, WT5 2LQ	Tel: +44 1905 763355 Fax: +44 1905 763180
<b>South West</b>	Pydar House, Pydar Street, Truro, TR1 2XD	Tel: +44 1872 73191 Fax: +44 1872 40509
<b>Wessex</b>	Burghill Road, Westbury-on-Trym, Bristol BS10 6NJ	Tel: +44 117 9591000 Fax: +44 117 9505392

<b>Name:</b>	<b>The Scottish Office Education and Industry Department</b>
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<b>Telephone:</b>	+44 141 242 5577

<b>Fax:</b>	+44 141 242 5404
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**NOTE : For a complete listing of Euro Info Centres, please contact DGXXIII  
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<b>Fax:</b>	+ 44 141 2216539
<b>Contact:</b>	Mr Ian Traill

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**NOTE : For a complete listing of Euro Info Centres, please contact DGXXIII  
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<b>Fax:</b>	+ 44 1222 22 97 40
<b>Contact:</b>	Mr. Brian Meredith

<b>Name:</b>	<b>Welsh Development Agency</b>
<b>Address:</b>	Technology Transfer Group, Principality House, The Friary, Cardiff CF1 4AE
<b>Telephone:</b>	+44 1222 828 734
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<b>Contact:</b>	Jennifer Clark
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<b>Fax:</b>	+44 171 436 6179
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<b>Name:</b>	<b>Natural Environment Research Council (NERC)</b>
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<b>Telephone:</b>	+44 1793 411500
<b>Fax:</b>	+44 1793 411 501
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<b>Email</b>	<a href="mailto:admin@bioindustry.org.uk">admin@bioindustry.org.uk</a>
<b>Contact:</b>	Stewart Clode

<b>Name:</b>	<b>Association of British Pharmaceutical Industry (ABPI)</b>
<b>Address:</b>	12 Whitehall London SW1A 2DY
<b>Telephone:</b>	+44 171 930 3477
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<b>Email</b>	<a href="mailto:abpi@abpi.org.uk">abpi@abpi.org.uk</a>

## Northern Ireland

**NOTE: For a complete listing of Euro Info Centres, please contact DGXXII  
Fax : + 32 2 295 7335**

<b>Name:</b>	<b>Euro Info Centre</b>
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<b>Telephone:</b>	+ 44 1232 491031
<b>Fax:</b>	+ 441232 6911432
<b>Contact:</b>	Ms. Eleanor Butterwick

<b>Name:</b>	<b>Centre for Innovation In Biotechnology - established in 1995</b>
<b>Address:</b>	University of Ulster, Cromore Road, Coleraine BT52 1SA
<b>Telephone:</b>	+ 44 1265 324 501
<b>Fax:</b>	+ 44 1265 324 906
<b>Email:</b>	j.carmichael@ulst.ca.uk
<b>Contact:</b>	Dr Jeremy Carmichael

<b>Name:</b>	<b>Environment and Heritage Service-Northern Ireland (EHS) - established 1996</b>
<b>Address:</b>	Natural Heritage, Commonwealth House, 35 Castle Street, Belfast BT1 1GU
<b>Telephone:</b>	+ 44 1232 251 477
<b>Fax:</b>	+ 44 1232 546 660
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<b>Name:</b>	<b>Industrial Development Board</b>
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<b>Telephone:</b>	+ 44 1232 233 233
<b>Fax:</b>	+ 44 1232 545 000
<b>Contact:</b>	Mr Bruce Robinson

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<b>Telephone:</b>	+ 44 1232 529 533
<b>Fax:</b>	+ 44 1232 529 548
<b>Contact:</b>	Ms Dorenda McKay Alan Boyd

<b>Name:</b>	<b>LEDU - the Small Business Agency for Northern Ireland</b>
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<b>Telephone:</b>	+ 44 1232 491 031

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<b>Fax:</b>	+ 44 1232 691 432
<b>Email</b>	ledu@nics.gov.uk
<b>Contact:</b>	Ms Una Donnelly

## **4. SECTION 4: APPENDICES**

### **4.1. Appendix 1: State of play of legislation in biotechnology**

#### **A - Legislation in force**

##### **I - Horizontal legislation**

- (1) Council Directive 90/219/EEC on the contained use of genetically modified micro-organisms (O.J.L 117 of 08.05.1990, p1), as amended by Council Directive 98/81/EEC (O.J.L 330 of 05.12.1998, p.13).
- (2) Council Directive 90/220/EEC on the deliberate release into the environment of genetically modified organisms (O.J.L 117 of 08.05.1990, p15), as amended by Commission Directive 97/35, which adapts this Directive to technical progress for the second time (OJL 189/72 of 27.06.97).
- (3) Council Directive 90/679 on the protection of workers from the risks related to exposure to biological agents at work (O.J.L 374 of 31.12.1990, p1); as amended by Council Directive 93/88/EEC (O.J.L 268 of 29.10.1993, p7), as amended by Commission Directive 95/30/EEC (OJL 155 of 06.07.95, p41).
- (4) Council Directives 94/55 et 96/49 on the approximation of the laws of Member States with regard to the transport of dangerous goods by road (94/55 ; O.J.L 319 of 12.12.1994, p.7) and by rail (96/49 ; O.J.L. 235 of 17.09.96, p25).

##### **II - Vertical Legislation**

- (1) Council Directive 93/114/EEC of 14 December 1993 amending Directive 70/524/EEC concerning the additives in feedingstuffs (O.J.L 334 of 31.12.93 p.24).
- (2) Commission Directive 94/40/EC of 22 July 1994 amending Council Directive 87/153/EEC fixing guidelines for the assessment of additives in animal production (O.J.L 208 of 11.08.94 p15).
- (3) Council Regulation 2309/93/EEC of 22 July 1993 laying down Community procedures for the authorisation and supervision of medicinal products for human and veterinary use and establishing a European Agency for the Evaluation of Medicinal Products (O.J.L 214 of 24.08.1993, p.1).

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- (4) Regulation 258/97 of the European Parliament and of the Council of 27 January 1997 concerning novel foods and novel food ingredients (O.J.L 043 of 14.02.1997 p.1).
  - (5) Regulation 2232/96 of the European Parliament and of the Council of 28 October 1996 laying down a Community procedure for flavoring substances used or intended for use in or on foodstuffs (O.J.L 299/1 of 23.11.96).
  - (6) Council Directive 98/95/EEC amending Directives 66/400/EEC, 66/401/EEC, 66/402/EEC, 66/403/EEC, 69/208/EEC, 70/457/EEC and 70/458/EEC on the marketing of beet seed, fodder plant seed, cereal seed, seed potatoes, seed of oil and fibre plants and vegetable seed and on the common catalogue of varieties of agricultural plant species (O.J.L 25 of 01.02.1999 p. ).

### **III - Intellectual property**

- (1) Council Regulation 2100/94/EEC of 27 July 1994 on Community Plant Variety Rights (O.J.L 227 of 01.09.1994 p.1).
- (2) Directive 98/44/EEC of the European Parliament and of the Council of 6 July 1998 on the legal protection of biotechnological inventions (O.J.L 213, 30/07/1998, p13-21).

### **IV - Other Acts**

Council Regulation (EC) n° 1139/98 of 26 May 1998 concerning the compulsory indication on the labeling of certain foodstuffs produced from genetically modified organisms of particulars other than those provided for in Directive 79/112/EEC (O.J.L 159/4 of 03.06.98).

## **B - Texts under discussion**

### **I - Horizontal Legislation**

Proposal (presented by the Commission) for a Directive of the European Parliament and of the Council amending Council Directive 90/220/EEC on the deliberate release into the environment of genetically modified organisms - COM (98) 85 final of 23.02.1998.

**C – Other relevant texts:**

Commission recommendation of 29 July 1997 concerning the scientific aspects and the presentation of information necessary to support applications for the placing on the market of novel foods and novel food ingredients and the preparation of initial assessment reports under regulation (EC) N° 258/97 of the European Parliament and of the Council.

OJL 253 of 16 September 1997.



## 4.2. Appendix 2: National EU and Regulatory Authorities

### Austria

<b>Organisation:</b>	Bundesministerium Für Gesundheit
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<b>Telephone:</b>	+ 43 1 31 71 17 48 26
<b>Fax:</b>	+ 43 1 31 71 37 952

<b>Organisation:</b>	Federal Environmental Agency
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<b>Address:</b>	Umweltbundesamt, Spittelauer Laende 5, A-1090 Vienna
<b>Telephone:</b>	+ 43 1 31 30 45 66
<b>Fax:</b>	+ 43 1 31 30 44 00

<b>Organisation:</b>	Bundesstaatliche Anstalt für experim-pharmakologische und Balneologische Untersuchungen
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<b>Fax:</b>	+ 43 17 14 92 22

<b>Organisation:</b>	Bundesministerium für Arbeit und Soziales
<b>Contact Name:</b>	Alice Schmatzberger
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<b>Telephone:</b>	+ 43 1 71 10 06 164
<b>Fax:</b>	+ 43 1 71 10 02 190

### Belgium

<b>Organisation:</b>	Institute of Hygiene and Epidemiology Biosafety RDNA and Biotech
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<b>Telephone:</b>	+ 32 2/6 42 55 12
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<b>Organisation:</b>	Ministère de la Santé Publique et de l'Environnement Inspection Générale de la Pharmacie, Secrétariat de la Commission de
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	Médicaments
<b>Address:</b>	Cité Administrative de l'Etat, Quartier Vésale, B-1010 Brussels
<b>Telephone:</b>	+ 32 2 210 48 96
<b>Fax:</b>	+ 32 2 210 48 80

<b>Organisation:</b>	Ministère de l'Agriculture
<b>Contact Name:</b>	Dr Eric Liegeois
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<b>Telephone:</b>	+ 32 2 208 32 11
<b>Fax:</b>	+ 32 2 206 72 11

<b>Organisation:</b>	Ministère de l'Emploi et du Travail
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<b>Telephone:</b>	+ 32 2 233 46 02
<b>Fax:</b>	+ 32 2 233 44 88

<b>Organisation:</b>	Institut Bruxellois de Gestion et de l'Environnement - Brussels - Capital Region
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<b>Telephone:</b>	+32 2 5 38 99 22
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<b>Organisation:</b>	Aminal – Flemish Region
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<b>Telephone:</b>	+ 32 25 07 67 02
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<b>Organisation:</b>	DGRNE-DPP - Wallonian Region
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<b>Telephone:</b>	+ 45 39 15 20 00
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<b>Organisation:</b>	Danish Environmental Protection Agency, Biotechnology
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<b>Fax:</b>	+ 45 44 94 02 37

<b>Organisation:</b>	Danish Environmental Protection Agency, Biotechnology
<b>Contact Name:</b>	Ms Inge-Marie Lorenzen
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### Finland

<b>Organisation:</b>	National Agency for Medicines
<b>Address:</b>	Marketing Authorisations, Mannerheimintie 166, PO Box 55, FIN-00301 Helsinki
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<b>Fax:</b>	+ 358 04744525

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<b>Organisation:</b>	Ministry of Labour
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<b>Telephone:</b>	+ 358 3 2608486

<b>Organisation:</b>	Sosiaali-ja Terveysministeriö
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## France

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<b>Fax:</b>	+ 33 1 48 24 75/48 13 20 90
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<b>Fax:</b>	+ 33 1 48 13 24 96
	<b><i>Regulatory affairs and national applications</i></b>
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### Germany

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<b>Organisation:</b>	Umweltbundesamt Einvernehmensstelle Gentechnik
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<b>Organisation:</b>	Bundesforschungsanstalt fuer Viruskarnkeiten der Tiere
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<b>Telephone:</b>	+ 49 70 71 96 70
<b>Fax:</b>	+ 49 70 71 97 73 03

<b>Organisation:</b>	Bundesamt für Sera und Impfstoffe
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<b>Organisation:</b>	Bundesanstalt für Arbeitsschutz und Arbeitsmedizin
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<b>Organisation:</b>	Bundesministerium für Arbeit und Sozialordnung Gefahrstoffe, Chemikaliensicherheit, Bio- und Gentechnik Dienstlich
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<b>Organisation:</b>	BDP: (Ass of German Plant Breeders)
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## Greece

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<b>Organisation:</b>	Ministry of the Environment
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### Ireland

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<b>Organisation:</b>	Department of Environment
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<b>Organisation:</b>	The Environmental Protection Agency
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<b>Organisation:</b>	The Environmental Protection Agency Headquarters
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### Italy

<b>Organisation:</b>	Ministerio della Sanità, Direzione Generale Servizio Farmaceutico
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<b>Organisation:</b>	Ministerio Della Sanità
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<b>Telephone:</b>	+ 39 659 94 42 09
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<b>Organisation:</b>	Institute Superior di Sanità
<b>Contact Name:</b>	Graziella Orefici
<b>Address:</b>	Via Regina Elene 299, I-00161 Rome
<b>Telephone:</b>	+ 39 6 4990 2333
<b>Fax:</b>	+ 39 6 493 87 112 or 39 6 4990 2934

<b>Organisation:</b>	Ministerio della Sanità
<b>Contact Name:</b>	Dr Giuseppe Battaglino
<b>Address:</b>	Via Sierra Nevada 60, I-00144 Rome

### Luxembourg



<b>Organisation:</b>	Ministère de la Santé, Division de la Pharmacie et des Médicaments
<b>Contact:</b>	Mrs Backes-Lies
<b>Address:</b>	Rue CM Spoo 10, L-2546 Luxembourg
<b>Telephone:</b>	+ 352 478 55 90
<b>Fax:</b>	+ 352 422 44 58
<b>Telex:</b>	2546 SANTE LU

<b>Organisation:</b>	Inspection du Travail et des Mines
<b>Contact:</b>	Mr Paul Weber
<b>Address:</b>	26 rue Zithe, L-2010 Luxembourg
<b>Telephone:</b>	+ 352 47 86 154
<b>Fax:</b>	+ 352 49 14 47

### Netherlands

<b>Organisation:</b>	College ter beoordeling van geneesmiddelen (Meidinces Evaluation Board)
<b>Address:</b>	Postbus 5811, Sir Winston Churchillaan 362, NL-2280 HV Rijswijk
<b>Telephone:</b>	+ 31 70 340 7152
<b>Fax:</b>	+ 31 70 340 5155

<b>Organisation:</b>	Ministry of Social Affairs and Employment, Directorate Working Conditions
<b>Contact:</b>	Ton MTE Vermeula
<b>Address:</b>	Anna van Hannoverstraat 4, PO Box 90801, NL-2509 LV The Hague
<b>Telephone:</b>	+ 31 70 333 5280
<b>Fax:</b>	+ 31 70 333 4026

<b>Organisation:</b>	VROM (Ministry of Allocation, Spacial Planning and Environmental Management)
<b>Address:</b>	PO Box 20951, 2500 BZ Den Haag
<b>Telephone:</b>	+31 70 339 48 93
<b>Fax:</b>	+31 70 339 48 93

<b>Organisation:</b>	NIABA
<b>Address:</b>	PO Box 443, 2260 AK Leidschendam
<b>Telephone:</b>	+31 70 32 70 464
<b>Fax:</b>	+31 70 32 05 765

<b>email:</b>	<a href="mailto:niaba@s4all.nl">niaba@s4all.nl</a>
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<b>Organisation:</b>	Ministry of Housing, SUS/655
<b>Contact:</b>	Dr Peter van Der Meer
<b>Address:</b>	PO Box 3 09 45, NL-2500 GX The Hague
<b>Telephone:</b>	+ 31 703 39 48 93
<b>Fax:</b>	+ 31 703 39 12 97

### Portugal

<b>Organisation:</b>	Instituto Nacional da Farmácia e do Medicamento (Infarmed)
<b>Address:</b>	Parque de Saúde de Lisboa, Av do Brasil 53, PO-1700 Lisbon
<b>Telephone:</b>	+ 351 1 790 8500/795 7836
<b>Fax:</b>	+ 351 1 795 9116

<b>Organisation:</b>	Instituto Nacional de Saúde
<b>Contact:</b>	Mme Maria Teresa Paixao
<b>Address:</b>	P-Lisbon
<b>Telephone:</b>	+ 351 659 2222
<b>Fax:</b>	+ 351 659 2155

<b>Organisation:</b>	Autoridade Competente - DGQA, Direcção-Geral da Qualidade do Ambiente
<b>Contact:</b>	Mr Jorge Nascimento-. Fernandes
<b>Address:</b>	Avenida Alm Gago Coutinho 30-2 <sup>o</sup> , P-1000 Lisbon
<b>Telephone:</b>	+ 351 1/8 47 10 22
<b>Fax:</b>	+ 351 1/8 47 30 01

### Spain

<b>Organisation:</b>	Ministerio de Sanidad y Consumo
<b>Address:</b>	Dirección General de Farmacia y Productos Sanitarios, Paseo del Prado 18-20, E-28014 Madrid
<b>Fax:</b>	+ 34 1 596 1547/596 1548

<b>Organisation:</b>	Secretaria General de Medio Ambiente
<b>Contact:</b>	Ms Eliza Barahona

<b>Address:</b>	Paseo de la Castellano 67, E-28071 Madrid
<b>Telephone:</b>	+ 34 15 97 74 88
<b>Fax:</b>	+ 34 15 97 85 13

<b>Organisation:</b>	Jefe de Servicio de Estudios e Investigación
<b>Contact:</b>	D Jerónimo Maqueda Blasco
<b>Organisation:</b>	Instituto Nacional de Seguridad e Higiene
<b>Contact:</b>	Carmen Ramos Carrillo
<b>Address:</b>	Torrelaguna 73, E-Madrid
<b>Telephone:</b>	+ 34 1 40 37 000
<b>Fax:</b>	+ 34 1 40 30 050

### Sweden

<b>Organisation:</b>	The Medical Products Agency (Delivery of the Dossier)
<b>Address:</b>	Husargatan 8, B 26, S-751 03 Uppsala
<b>Telephone:</b>	+ 46 18 17 46 06

<b>Organisation:</b>	The Medical Products Agency (Subsequent correspondence)
<b>Address:</b>	PO Box 26, S-751 03 Uppsala
<b>Telephone:</b>	+ 46 18 17 46 00
<b>Fax:</b>	+ 46 18 54 85 66

<b>Organisation:</b>	Swedish Board of Agriculture
<b>Contact:</b>	Mr Carl Johan Liden
<b>Address:</b>	S-55182 Joenköping
<b>Telephone:</b>	+ 46 36/15 50 00
<b>Fax:</b>	+ 46 36/19 05 46

<b>Organisation:</b>	Karolinska Institutet
<b>Contact:</b>	Roland Möllby
<b>Address:</b>	MTC, S-17177 Stockholm
<b>Telephone:</b>	+ 46 8 728 7175
<b>Fax:</b>	+ 46 8 331 547

<b>Organisation:</b>	Jordbruksverket
<b>Contact Name:</b>	Mr Evert Jonsson
<b>Address:</b>	Vallgatan 8, S-55182 Joenkeoping

<b>Organisation:</b>	National Board of Occupational Safety and Health
<b>Contact:</b>	Anna Malm
<b>Address:</b>	Arbetsarskyddsstyrelsen, S-17184 Solna
<b>Telephone:</b>	+ 46 8 730 92 58

### United Kingdom

<b>Organisation:</b>	European Agency for the Evaluation of Medicinal Products (known as the European Medicines Evaluation Agency [EMA])
<b>Address:</b>	7 Westferry Circus, Canary Wharf, London E14 4HB
<b>Telephone:</b>	+ 44 171 418 8400
<b>Fax:</b>	+ 44 171 418 8551
<b>Email:</b>	<a href="mailto:mail@emea.europa.eu">mail@emea.europa.eu</a>
<b>Web Site:</b>	<a href="http://www.emea.europa.eu">http://www.emea.europa.eu</a>

<b>Organisation:</b>	Medicines Control Agency, Registration Section (Delivery of the Dossier)
<b>Address:</b>	Block 3, Spur K North, Government Buildings, Kingston By-Pass Road, Surbiton, Surrey KT6 5QN
<b>Telephone:</b>	+ 44 181 398 9283

<b>Organisation:</b>	Medicines Control Agency (Written response data)
<b>Address:</b>	Room 1425, Market Towers, 1 Nine Elms Lane, London SW8 5NQ
<b>Telephone:</b>	+ 44 171 273 0491/0451
<b>Fax:</b>	+ 44 171 273 0493

<b>Organisation:</b>	Medicines Control Agency (Variations)
<b>Address:</b>	Room 1115, Market Towers, 1 Nine Elms Lane, London SE8 5NQ
<b>Telephone:</b>	+ 44 171 273 0308
<b>Fax:</b>	+ 44 171 273 0293

<b>Organisation:</b>	Medicines Control Agency (Renewals)
<b>Address:</b>	Room 1112, Market Towers, 1 Nine Elms Lane, London SW8 5NQ

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<b>Telephone:</b>	+ 44 171 273 0337
<b>Fax:</b>	+ 44 171 273 0293

<b>Organisation:</b>	Health & Safety Executive
<b>Contact:</b>	Dr Stuart Smith
<b>Address:</b>	7th Floor, Room 7.02, Rose Court, Southwark Bridge, London SE1 9HS
<b>Telephone:</b>	+ 44 717 17 62 98
<b>Fax:</b>	+ 44 717 17 61 99

<b>Organisation:</b>	Department of the Environment, Toxic Substances Division
<b>Contact:</b>	Dr Helen Marquard
<b>Address:</b>	Marsham Street 43, London SW1P 3PY
<b>Telephone:</b>	+ 44 712 76 83 37
<b>Fax:</b>	+ 44 712 76 83 33

<b>Organisation:</b>	Health and Safety Executive
<b>Contacts:</b>	Mark Bale/Jillian Deans
<b>Address:</b>	Rose Court, Southwark Bridge, London SE1 9HS
<b>Telephone:</b>	+ 44 171 717 6230
<b>Fax:</b>	+ 44 171 717 6199

<b>Organisation:</b>	Health and Safety Executive
<b>Contact:</b>	Mr John Newbold
<b>Address:</b>	413 Magdalen House, Liverpool
<b>Telephone:</b>	+ 44 151 951 3622
<b>Fax:</b>	+ 44 151 922 7918

<b>Organisation:</b>	Department of Health
<b>Contact:</b>	Eileen Lawrence
<b>Address:</b>	Skipton House, 80 London Road, London SE1 6LW
<b>Telephone:</b>	+ 44 171 972 5349

### 4.3. Appendix 3: Primary Contact Points for Patents

<b>AUSTRIA</b>	
<b>Address:</b>	Österreichisches Patentamt Kohlmarkt 8-10, A-1014 Vienna
<b>Tel:</b>	+43 1 534 540
<b>Fax:</b>	+43 1 534 245 20

<b>BELGIUM</b>	
<b>Organisation:</b>	Office de la Propriété Industrielle auprès du Ministère des affaires économiques
<b>Address:</b>	Boulevard E Jacqmain 154, B-1000 Brussels
<b>Tel:</b>	+32 2 206 41 11
<b>Fax:</b>	+32 2 206 57 50

<b>DENMARK</b>	
<b>Organisation:</b>	Patentdirektoratet
<b>Address:</b>	Helgeshoj Allé 81, DK-2630 Taastrup
<b>Tel:</b>	+45 43 508 000
<b>Fax:</b>	+45 43 508 001

<b>FINLAND</b>	
<b>Organisation:</b>	Patentti- ja rekisterihallitus
<b>Address:</b>	PO Box 1140, Arkadiankatu 6A, Fin-00100, Helsinki
<b>Tel:</b>	+358 9 693 95 00
<b>Fax:</b>	+358 6 69 39 53 28

<b>FRANCE</b>	
<b>Organisation:</b>	Institut National de la Propriété Industrielle (INPI)
<b>Address:</b>	26 Bis, Rue de St Petersburg, F-75800 Paris, Cédex 08
<b>Tel:</b>	+33 1 42 92 52 52
<b>Fax:</b>	+33 1 42 94 86 54

<b>GERMANY</b>	
<b>Organisation:</b>	Deutsches Patentamt

<b>Address:</b>	D-80297 München
<b>Tel:</b>	+49 89 21 950
<b>Fax:</b>	+49 89 21 95 22 21

<b>GERMANY</b>	
<b>Organisation:</b>	Deutsches Patentamt
<b>Address:</b>	Dienststelle Berlin, D-10958 Berlin
<b>Tel:</b>	+49 30 25 941
<b>Fax:</b>	+49 30 25 94 693

<b>GERMANY</b>	
<b>Organisation:</b>	Kanzlei Pünder-Volhard Weber Axter
<b>Address:</b>	Pacellistr. 141, 80333 München
<b>Contact Name:</b>	Dr Joachim Feldges
<b>Tel:</b>	+49 89 216 32 932
<b>Fax:</b>	+49 89 216 32 600

<b>GREECE</b>	
<b>Organisation:</b>	Organismos Biomichanikis Idioktissias OBI
<b>Address:</b>	5 Pandanassis St, GR-15125 Paradissos, Amaroussio, Athens
<b>Tel:</b>	+30 1 68 28 231

<b>IRELAND</b>	
<b>Organisation:</b>	The Patents Office
<b>Address:</b>	45 Merrion Square, Dublin 2
<b>Tel:</b>	+351 1 661 41 44
<b>Fax:</b>	+351 1 676 04 16

<b>ITALY</b>	
<b>Organisation:</b>	Ministero Industria Commercio e Artigianato DPGI, Ufficio Italiano Brevetti e Marchi
<b>Address:</b>	Via Molise 2 00187 Rome
<b>Tel:</b>	+39 6 47 05 30 43
<b>Fax:</b>	+39 47 05 30 32

<b>LUXEMBOURG</b>	
<b>Organisation:</b>	Ministère de l'Economie, Service de la Propriété Intellectuelle
<b>Address:</b>	19-21 Boulevard Royal, L-2914 Luxembourg
<b>Tel:</b>	+352 2 478 41 10
<b>Fax:</b>	+352 2 478 41 55

<b>NETHERLANDS</b>	
<b>Organisation:</b>	Netherlands Industrial Property Office
<b>Address:</b>	Postbus 5820 NL-2280 HV, Rijswijk
<b>Tel:</b>	+31 70 39 86 655
<b>Fax:</b>	+31 70 39 86 687

<b>PORTUGAL</b>	
<b>Organisation:</b>	Instituto Nacional da Propriedade Industrial (INPI)
<b>Address:</b>	Campo das Cebolas, P-1100 Lisboa
<b>Tel:</b>	+351 1 88 81 101
<b>Fax:</b>	+351 1 88 75 308

<b>SPAIN</b>	
<b>Organisation:</b>	Oficina Española de Patentes y Marcas
<b>Address:</b>	c/Panamá 1, E-28071 Madrid
<b>Fax:</b>	+34 1 34 95 300

<b>SWEDEN</b>	
<b>Organisation:</b>	Patent-och registreringsverket
<b>Address:</b>	Box 5055 Stockholm
<b>Tel:</b>	+46 8 782 25 00
<b>Fax:</b>	+46 8 66 60 286

<b>UNITED KINGDOM</b>	
<b>Organisation:</b>	The Patent Office
<b>Address:</b>	Cardiff Road, GB-Newport, Gwent NP9 1RH
<b>Telephone:</b>	+44 16 33 81 40 00
<b>Fax:</b>	+44 16 33 81 44 44



<b>UNITED KINGDOM</b>	
<b>Organisation:</b>	The Patent Office
<b>Address:</b>	25 Southampton Buildings, Chancery Lane, London WC2A 1AY
<b>Telephone:</b>	+44 16 33 81 40 00
<b>Fax:</b>	+44 16 33 81 44 44

	<b>The European Patent Office</b>
<b>Address:</b>	D-80298 München, Erhardtstrasse 27
<b>Tel:</b>	+49 89 23 99-0
<b>Fax:</b>	+49 89 23 99-4650
<b>Web Page:</b>	<a href="http://www.epo.co.at/epo">http://www.epo.co.at/epo</a>

<b>Branches and Sub-Offices of the European Patent Office</b>	
<b>Organisation</b>	Département de La Haye
<b>Address:</b>	Patentlaan2, Postbus 5818 NL-2280 HV Rijswijk
<b>Tel:</b>	+31 70 34 02 040
<b>Fax:</b>	+31 70 34 03 016

<b>Organisation:</b>	Agence de Berlin
<b>Address:</b>	D-10969 Berlin
<b>Second Address::</b>	Gitschiner Strasse 103, D-10969
<b>Tel:</b>	+49 30 25 901-0
<b>Fax:</b>	+49 30 25 901-840

<b>Organisation:</b>	Agence de Vienne
<b>Address:</b>	Schottenjeldgasse 29, Postfach 82, A-1072 Wien
<b>Tel:</b>	+43 1 52 126-0
<b>Fax:</b>	+43 1 52 126-5491

#### 4.4. Appendix 4: Directorates and Units within the European Commission Working on Biotechnology and/or SME Projects

##### Secretariat General

Directorate/ Unit	Tel/Fax
C (1) Secretariat of the European Group on Ethics in Science and New Technologies.	F 299 45 65
C (1) Secretariat of the Biotechnology Coordination Committee.	F 295 76 37

##### DG I: External Relations

Directorate/Unit	Principle Activities	Tel/Fax
B (1)/ B (2) Relations with North America, Australia and New Zealand	Defence of the EU interests vis-à-vis the US, promotion of EU/US relations through dialogue and negotiation	F 299 22 17
D(3) New technologies	New technologies, intellectual property and public procurement	F 299 20 10
G(2) WTO,OECD, commercial matters with respect to agriculture and fisheries; export credit policy; export promotion	Takes a co-ordinate position concerning trade related aspects of biotechnology	F 299 10 46
M(2) External relations in the research, science, nuclear energy and environmental field		F 296 93 09

##### DG II: Economic and Financial Affairs

Directorate/Unit	Principle Activities	Tel/Fax
FOS-A	Eurotech and JEV initiative <a href="http://europa.eu.int/comm/dg02/fos/etc200.htm">http://europa.eu.int/comm/dg02/fos/etc200.htm</a>	F + 352 4301 364 39
E(1)	Growth and employment initiative and EIF	T 299 44 04
E(2)	Risk capital and stock exchanges	T 295 16 63

**DG III: Industry**

Directorate/Unit	Principle Activities	Tel/Fax
E(1) Foodstuffs legislation	Foodstuffs legislation – Scientific and technical aspects	F 296 09 51
E(2) Food Production and Biotechnology	Co-ordination of all questions of industrial policy, regulation and research related to biotech.	F 296 64 67
E(3) Pharmaceutical products	Pharmaceutical products	F 296 15 20

**DG V: Employment, Industrial Relations and Social Affairs**

Directorate/Unit	Principle Activities	Tel/Fax
F(4) Industrial accidents and injuries; secretariat of the Advisory Committee on Safety, Hygiene and Health Protection at Work	Protection of workers against the risks related to exposure to biological agents at work, classification of biological agents according to their level of risk of infection	F 293 48 55
F(5) Occupational health and hygiene	Policy relating to Health and safety in the Biotech sector	F +352 4301 33248

**DG VI: Agriculture**

Directorate/Unit	Principle Activities	Tel/Fax
B.II(1) Legislation	Legislation relating to crop products and animal nutrition	F 295 7832
B.II(2) Veterinary and zootechnical legislation	Harmonisation and development of legislation in veterinary medicine and animal husbandry	F 296 26 15
C(2) Animal feed, non-food uses, and cereal substitutes	Non food uses of agricultural products, analysis of animal feed market, impact of biotechnology in such sectors	F 296 60 21
C(3) Sugar	Management of problems for sugar, isoglucose and molasses, use of beet and cane for non-food purposes, use of sugar, isoglucose and molasses in the chemical and pharmaceutical industries	F 295 19 10
H (1) GATT, WTO and United States	International affairs concerning agriculture	F 295 24 16

**DG VII: Transport**

Directorate/Unit	Principle Activities	Tel/Fax
B(3) Safety, technology and road transport environment	Co-ordination of safety technology and transport policy and the environment	F 296 84 01

**DGXI: Environment, Nuclear Safety and Civil Protection**

Directorate/Unit	Principle Activities	Tel/Fax
E(2) Environmental control of industrial products and biotechnology	Responsible for Directives 90/219/EEC and 90/220/EEC	F 296 6233
D(4) Global aspects of environment	Biosafety Protocol negotiation	F 296 95 57

**DGXIII: Telecommunications, Information Market and Exploitation of Research**

Directorate/Unit	Principle Activities	Tel/Fax
D(4) Innovation and technology transfer	Co-ordination of technology transfer networks	F 293 5071

**DGXV: Internal Market and Financial Services**

Directorate/Unit	Contact Name	Principle Activities	Tel/Fax
E(2) Intellectual and industrial property. Freedom of establishment and freedom to provide services, notably in the regulated professions.	<a href="mailto:Dominique.Vandergheynst@dg15.cec.be">Dominique.Vandergheynst@dg15.cec.be</a>	Co-ordinates policy on intellectual and industrial property within the biotechnology sector.	T 295 6923 F 299 3104

**DGXVI: Regional Policy and Cohesion**

Directorate	Principle Activities	Tel/Fax
F(2)	Information and relations with other institutions	F 296 60 03

**DGXXIII: Enterprise Policy, Distributive Trades, Tourism and Co-operatives**

Directorate	Principle Activities	Tel/Fax
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B(3) Improvement of conditions for enterprise and market access	Co-ordinates the accessing of funding for SMEs	F 295 21 54
B(2) SME Co-operation and transnational development	Co-operation between SMEs at international and European level	F 295 17 40
B(1) Information for businesses (EICs) and relations with other Community networks	Co-ordination of the Euro Info Centres which provide information to businesses and act as 'first stop shops', directing SMEs' requests to the most appropriate source, including other Community networks.	F 295 73 35

<b>EUROPEAN COMMISSION</b>	
<b>Organisation:</b>	Enterprises Information Unit, Directorate General XXIII-B/1
<b>Address:</b>	Rue d'Arlon 80 B-1040 Brussels
<b>Fax:</b>	+ 32 2 296 1241

## 4.5. Appendix 5: Contact points for the Fifth Framework Programme

### 4.5.1. Contact Points within the Commission concerning the Thematic Programme "Quality of Life and Management of Living Resources"

General information on the Programme

E-mail : [Life@dg12.cec.be](mailto:Life@dg12.cec.be)

#### KEY ACTION I

Fax: +32.2.296.43.22

##### Head of Unit

Liam BRESLIN (f.f.)

##### Safe & Flexible Manufacturing Processes & Technologies

Raw material improvement, GMOs

[Barend.Verachtert@dg12.cec.be](mailto:Barend.Verachtert@dg12.cec.be)

Raw materials, consumer acceptance and needs

[Alessandra.Luchetti@dg12.cec.be](mailto:Alessandra.Luchetti@dg12.cec.be)

Technologies, food structures

[Torbjorn.Ingemansson@dg12.cec.be](mailto:Torbjorn.Ingemansson@dg12.cec.be)

##### Detection and Elimination of Infectious and Toxic Agents

##### Throughout the Food Chain

Food safety, safer preservation techniques and production methods

[Xabier.Goenaga@dg12.cec.be](mailto:Xabier.Goenaga@dg12.cec.be)

Rapid detection, xenobiotics, TSE

[Agnes.Fabre@dg12.cec.be](mailto:Agnes.Fabre@dg12.cec.be)

Risk assessment

[Pieter-Jan.Bouwmeister@dg12.cec.be](mailto:Pieter-Jan.Bouwmeister@dg12.cec.be)

##### Role of Food in Promoting and Sustaining Health

Food nutrition, bioavailability

[Jurgen.Lucas@dg12.cec.be](mailto:Jurgen.Lucas@dg12.cec.be)

Diet, Diseases and disorders

[Francisca.Serra@dg12.cec.be](mailto:Francisca.Serra@dg12.cec.be)

Fisheries and agriculture

[Mario.Santos@dg14.cec.be](mailto:Mario.Santos@dg14.cec.be)

#### KEY ACTION 2 – CONTROL OF INFECTIOUS DISEASES

Fax : +32.2.295.53.65

##### Head of Unit

Umberto BERTAZZONI

Vaccine development; therapeutic interventions

[Arnd.Hoeveler@dg12.cec.be](mailto:Arnd.Hoeveler@dg12.cec.be)

Vaccine development; therapeutic interventions; public health	<a href="mailto:Joachim.Hombach@dg12.cec.be">Joachim.Hombach@dg12.cec.be</a>
Therapeutic interventions, drug resistance; disease transmission	<a href="mailto:Anna.Lonnroth@dg12.cec.be">Anna.Lonnroth@dg12.cec.be</a>
Diagnostic tests; methodologies for product safety	<a href="mailto:Ludovica.Serafini@dg12.cec.be">Ludovica.Serafini@dg12.cec.be</a>
Topics related to animals used in farm livestock production	<a href="mailto:Isabel.Minguez-tudela@dg6.cec.be">Isabel.Minguez-tudela@dg6.cec.be</a>
Fisheries and aquaculture	<a href="mailto:Tarja.Tiainen@dg14.cec.be">Tarja.Tiainen@dg14.cec.be</a>

### KEY ACTION 3 – CELL FACTORY

Fax : +32.2.299.18.60

Head of Unit

Alfredo AGUILAR ROMANILLOS

#### **Health Related Processes and Products**

New diagnostics and therapeutics, Biological productions	<a href="mailto:Irene.Norstedt@dg12.cec.be">Irene.Norstedt@dg12.cec.be</a>
New diagnostics and therapeutics, Biological productions	<a href="mailto:Giovanni.Fracchia@dg12.cec.be">Giovanni.Fracchia@dg12.cec.be</a>
New diagnostics and therapeutics, Biological productions	<a href="mailto:Gwennael.Joliff-Botrel@dg12.cec.be">Gwennael.Joliff-Botrel@dg12.cec.be</a>
Alternatives to animal testing	<a href="mailto:Beatrice.Lucaroni@dg12.cec.be">Beatrice.Lucaroni@dg12.cec.be</a>

#### **Bioremediation and Waste Biotreatment Processes**

Preventing industrial pollution, Bioassays and biosensors,	<a href="mailto:Ioannis.Economidis@dg12.cec.be">Ioannis.Economidis@dg12.cec.be</a>
Identifying recombinant organisms	
Biodegradation, Biodiversity, Identifying recombinant organisms	<a href="mailto:Charles.Kessler@dg12.cec.be">Charles.Kessler@dg12.cec.be</a>
Preventing industrial pollution, Biodegradation	<a href="mailto:Freek.Heidekamp@dg12.cec.be">Freek.Heidekamp@dg12.cec.be</a>
Biodiversity and ecological dynamics-animals	<a href="mailto:Beatrice.Lucaroni@dg12.cec.be">Beatrice.Lucaroni@dg12.cec.be</a>
Biodiversity and ecological dynamics-plants	<a href="mailto:Indridi.Benediktsson@dg12.cec.be">Indridi.Benediktsson@dg12.cec.be</a>

#### **Biological and biotechnological processes and products**

Cellular and molecular characteristics, Functional biomolecules	<a href="mailto:Philippe.de-Taxis-du-Poet@dg12.cec.be">Philippe.de-Taxis-du-Poet@dg12.cec.be</a>
Products and processes from plants, Metabolic and genetic diversity	<a href="mailto:Indridi.Benediktsson@dg12.cec.be">Indridi.Benediktsson@dg12.cec.be</a>
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E- mail: [duncan@betatechnology.co.uk](mailto:duncan@betatechnology.co.uk)

Ruth CORNFORTH

E-mail : [ruth@betatechnology.co.uk](mailto:ruth@betatechnology.co.uk)

Tel .: +44(0)114 242 2004

**NATIONAL CONTACT POINTS ON THE WEB**

The following Web Site also provides a regularly updated list of National Contact Points

<http://www.cordis.lu/fp5/src/ncps.htm>

#### 4.6. Appendix 6: Industrial Platforms

<b>Name</b>	ACTIP - Animal Cell Technology Industrial Platform	
<b>Contact</b>	Dr Berthold Bödeker (Chairman) Bayer AG PH-TO-Biotechnology Friedrich-Ebert-Strasse 217 D-42096 Wuppertal  Tel: +49 202 36 76 73 Fax: +49 202 36 75 24	Dr Helma Hermans (Secretariat) Scientific Writing & Consultancy PO Box 23 161 NL-3001 KD Rotterdam  tel: +31 10 4363 725 fax: +31 10 436 1004 Email: <a href="mailto:sciwrco@wirehub.nl">sciwrco@wirehub.nl</a>

<b>Name</b>	BACIP - Bacillus Subtilis Genome Industrial Platform	
<b>Contact</b>	Prof Dr Wim J Quax (Chairman) Genencor International BV PO Box 642 NL-2600 AP Delft  Tel: +31 15 279 2268 Fax: +31 15 279 2838 Email: <a href="mailto:wquax@genencor.com">wquax@genencor.com</a>	

<b>Name</b>	BBP - Biotechnology for Biodiversity Platform	
<b>Contact</b>	Dr. J.C. Reeves (Chairman) National Institute of Agricultural Botany Huntingdon Road GB-CB3 OLE Cambridge  Tel: +44 1223 276 381 Fax: +44 1223 277 602 E-Mail: <a href="mailto:jreeves.niab.hr@gtnet.gov.uk">jreeves.niab.hr@gtnet.gov.uk</a>	

<b>Name</b>	FAIP - Farm Animal Industrial Platform	
<b>Contact</b>	Dr Jan WM Merks (Chairman) Nederlands Varkensstamboek BV PO Box 43 NL-6640 AA Beuningen  Tel: +31 2467 79 999 Fax: +31 2467 79 800	Dr. Anne-Marie Neeteson (Secretariat) Dilgtweg, 7 NL-9751 ND Haren  Tel: +31 505 34 21 12 Fax: +31 505 34 18 99 E-mail: <a href="mailto:neeteson@uni4nm.iaf.nl">neeteson@uni4nm.iaf.nl</a>

<b>Name</b>	HAE 2000 – Healthy Aging Europe		
<b>Contact</b>	Dr. Hannu Hanhijärvi (Chairman) Group Vice President, R&D, OA/QC Leaf Group Headquarters Burgemeester Rijnderslaan 26, P.O. Box 49 NL-1180 AA Amstelveen	Dr. Markku Talvio (Secretariat) EIM Ltd Oy Managing Director, c/o Orion-Pharma P.O. Box 65	Mr. Jukka Salminitty (Secretariat) Finnish Food and Drink Industries Federation R&D manager P.O. Box 115 SF-00241 Helsinki

Tel: +31 20 656 21 00 Fax: + 31 20 656 21 66	SF-02101 Espo Tel: +358 9 429 36 27 Fax: +358 9 429 20 20 E-Mail: <a href="mailto:markku.talvio@orion.fi">markku.talvio@orion.fi</a>	Tel: +358 9 14 88 72 40 Fax: +358 9 14 88 72 01 E-mail: <a href="mailto:hukka.salminitty@et.ttiitot.fi">hukka.salminitty@et.ttiitot.fi</a>
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<b>Name</b>	IPM - Industrial Platform for Microbiology	
<b>Contact</b>	Dr Lisbeth Anker, Chairman Director for External Relations Quality Assurance & Regulatory Affairs Novo Nordisk A/S Nielssteensensvej 1 DK-2820 Centofte Tel: +45 44438057 Fax: +45 444 38788	Mrs Anne-Maie Preels, Secretariat IPM Secretariat c/o Tech-Know Consultants SPRL Avenue de l'Observatoire, 2 (C17) B-1180 Bruxelles Tel/fax: +32 2 3720992 Email: <a href="mailto:prieelam@mail.interpac.be">prieelam@mail.interpac.be</a>

<b>Name</b>	IVTIP - In Vitro Testing Industrial Platform		
<b>Contact</b>	Dr. Ninna Berg (Co-Chairman) Novo Nordisk A/S Novo Alle, 1C.19 DK-2880 Bagsvaerd Tel: +45 44 42 24 59 Fax: +45 44 42 12 38 E-Mail: <a href="mailto:nib@novo.dk">nib@novo.dk</a>	Dr. Dorothea Eigler (Co-chairman) Dow Corning Rue Général de Gaulle 62 B-1310 La Hulpe Tel: +32 2 655 21 22 Fax: + 32 2 655 20 13	Dr. Helma Hermans (Secretariat) Scientific Writing & Consultancy PO Box 23 161 NL-3001 KD Rotterdam Tel: +31 10 43 63 725 Fax: +31 10 43 61 004 E-mail: <a href="mailto:sciwrco@wirehub.nl">sciwrco@wirehub.nl</a>

<b>Name</b>	LABIP - Lactic Acid Bacteria Industrial Platform	
<b>Contact</b>	Dr. Beat Mollet (Chairman) Nestle Research Center Dept. Bioscience Vers-chez-les-Blanc P.O. Box 44 CH-1000 Lausanne 26 Tel: +41 21 785 89 30 Fax: + 41 21 785 89 25	Dr. Aat M. Ledeboer (Secretariat) Unilever Research Laboratorium Olivier Van Noortlaan 120 NL-3133 AT Vlaardingen (PO Box 114, NL-3130 AC Vlaardingen) Tel: +31 10 460 52 39 Fax: +31 10 460 53 83

<b>Name</b>	PIP - Plant Industry Platform	
<b>Contact</b>	Dr. Gert E. de Vries (Secretariat) ProBio Partners Meerweg 6 NL-9625 PJ Overschild tel: +31 596 566321 fax: +31 596 566508 E-mail: <a href="http://www.nord.bart.nl/~biotech/pipfront.htm">www.nord.bart.nl/~biotech/pipfront.htm</a>	

<b>Name</b>	SBIP - Structural Biology Industrial Platform (tentative)	
<b>Contact</b>	Dr. Werner Wolf (Chairman) BTC-Biotechnology Consulting Kreuzeckstr.5 D-82407 Wielenbach Tel: +49 881 4717 fax: +49 881 40954 E-mail: <a href="mailto:werner_a_wolf@t-online.de">werner_a_wolf@t-online.de</a>	Dr. Michaël Geisow (Secretariat) M. J. Geisow and Associates 64 Langdale Grove Bingham GB-NG13 8SS Notts. Tel: +44 1949 876 156 Fax: +44 1949 876 156

	E-Mail: <a href="mailto:biodigm@dial.pipex.com">biodigm@dial.pipex.com</a> or <a href="mailto:mike@biodigm.com">mike@biodigm.com</a>
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<b>Name</b>	TEP-Tissue Engineering Platform		
<b>Contact</b>	Dr. Axel Haverich (Chairman) LEBAO – Medizinische Hochschule Hannover Podbielskistrasse 280 D-30659 Hannover  Tel: +49 511 906 3510 Fax: +49 511 906 35 69 E-Mail: <a href="mailto:lebao@artificial-organs.de">lebao@artificial-organs.de</a>	Dr. Jean Cornier (Steering committee) Intospace GmbH Sophienstrasse 6 D-30159 Hannover  Tel: +49 511 301 09 24 Fax: +49 511 301 09 28 E-Mail: <a href="mailto:cornier@intospace.de">cornier@intospace.de</a>	Dr. A. Bader (Steering Committee) Intospace GmbH Sophienstrasse 6 D-30159 Hannover Tel: +49 511 301 09 24 Fax: +49 511 301 09 28 E-mail: <a href="mailto:lebao@artificial-organs.de">lebao@artificial-organs.de</a>

<b>Name</b>	YIP - Yeast Industry Platform		
<b>Contact</b>	Dr Jose Garcia-Bustos (Chairman) Molecular Biology - Glaxo Wellcome C./Severo Ochoa, 2 E-28760 - Tres Cantos Madrid  Tel: +34 1 8070606 Fax: +34 1 8070595 Email: <a href="mailto:jfg32652@glaxowellcome.co.uk">jfg32652@glaxowellcome.co.uk</a>	Dr Francois Gendre (YIP Steering Committee) c/o Danone TEPRAL Rue d'Oberhausbergen F-67200 Strasbourg  Tel: +33 88 274069 Fax: +33 88 274053 E-Mail: <a href="mailto:fgendre@www.tepral.fr">fgendre@www.tepral.fr</a>	Mrs Anne-Maie Preels, (Secretariat) YIP Secretariat Avenue de l'Observatoire, 2 (C17) B-1180 Bruxelles  Tel/fax: +32 2 3720992 E-mail: <a href="mailto:anne.marie.prieels@skynet.be">anne.marie.prieels@skynet.be</a>

#### 4.7. Appendix 7: National Authorities Responsible for SME Policy

<b>AUSTRIA</b>	
<b>Organisation:</b>	Federal Ministry of Economic Affairs
<b>Address:</b>	Stubenring 1 Vienna

<b>BELGIUM</b>	
<b>Organisation:</b>	Ministère des Classes Loyennes, Service des Etudes
<b>Address:</b>	Tour Sablon, 21ème étage rue J Stevens, 7 B-1000 Brussels

<b>DENMARK</b>	
<b>Organisation:</b>	Ministry of Business and Industry
<b>Address:</b>	Slotsholmsgade 10-12 rue J Stevens, 7 DK-1216 Copenhagen
<b>Fax:</b>	+ 45 33 12 37 78

<b>FINLAND</b>	
<b>Organisation:</b>	Ministry of Trade and Industry, Business Development Department
<b>Address:</b>	Kluuvikatu 4A PO Box 230 00171 Helsinki
<b>Fax:</b>	+ 358 9 160 2666

<b>FRANCE</b>	
<b>Organisation:</b>	Ministry of Industry
<b>Address:</b>	DARPMI 20 avenue de Ségur 75353 Paris
<b>Fax:</b>	+ 33 1 43 19 27 06

<b>GERMANY</b>	
<b>Organisation:</b>	Federal Ministry of Economics, Policy Division of SMEs
<b>Address:</b>	Ville Mombler Str 76 53107 Bonn

<b>Fax:</b>	+ 49 228 615 4436
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<b>GERMANY</b>	
<b>Organisation:</b>	Verband der Chemischen Industrie e.v. (VIC)
<b>Address:</b>	Abt. Wissenschaft und Forschung, Karlstrasse 21, 60329 Frankfurt
<b>Contact:</b>	Dr Hans-Jurgen Klockner
<b>Tel:</b>	+69 25 56 16 44
<b>Fax:</b>	+69 25 56 16 20

<b>GERMANY</b>	
<b>Organisation:</b>	Analyti Con AG
<b>Address:</b>	Gustav-Meyer, Allee 25, 13355 Berlin
<b>Contact:</b>	Dr Lutz Müller-Kuhrt
<b>Telephone:</b>	+69 30 46 30 7-107
<b>Fax:</b>	+69 30 46 32 012

<b>GERMANY</b>	
<b>Organisation:</b>	Bayer AG
<b>Address:</b>	Geschäftsbereich Pharma-Biotechnologie, Friedrich-Ebert Strasse 217, 42096 Wuppertal
<b>Contact:</b>	Prof Peter J W Stadler
<b>Tel:</b>	+69 202 36 24 27
<b>Fax:</b>	+69 202 36 75 24

<b>GREECE</b>	
<b>Organisation:</b>	EOMMEX
<b>Address:</b>	Xenias Street 16 Athens 11528
<b>Fax:</b>	+ 30 1 749 1250

<b>IRELAND</b>	
<b>Organisation:</b>	Department of Enterprise & Employment, Enterprise Programs Division
<b>Address:</b>	Kildare Street Dublin 2
<b>Fax:</b>	+ 353 1 678 5664

<b>ITALY</b>	
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<b>Organisation:</b>	Ministry of Industry
<b>Address:</b>	Via Molise 2 00187 Rome
<b>Fax:</b>	+ 39 6 47 88 79 26

<b>LUXEMBOURG</b>	
<b>Organisation:</b>	Press & Information Service of the Government
<b>Address:</b>	43 Boulevard Roosevelt L-2450 Luxembourg City Luxembourg
<b>Tel:</b>	+ 352 478 2181
<b>Fax:</b>	+ 352 47 02 85

<b>NETHERLANDS</b>	
<b>Organisation:</b>	Ministry of Economic Affairs, Directorate for Entrepreneurship & Small Business
<b>Address:</b>	Bezuidenhoutseweg 30 PO Box 20101 2500 EC The Hague
<b>Fax:</b>	+ 31 70 379 7403

<b>PORTUGAL</b>	
<b>Organisation:</b>	IAPMEI, International Department
<b>Address:</b>	Rua Rodrigo da Fonseca 73 1279 Lisbon Cedex

<b>SPAIN</b>	
<b>Organisation:</b>	IMPI, Ministry of Industry
<b>Address:</b>	Paseo de la Castellana 141 28071 Madrid
<b>Fax:</b>	+ 34 1 582 9399/571 5912

<b>SWEDEN</b>	
<b>Organisation:</b>	Ministry of Industry and Commerce
<b>Address:</b>	Fredsgatan 8 S-10333 Stockholm
<b>Fax:</b>	+ 46 8 204 586

<b>UNITED KINGDOM</b>	
<b>Organisation:</b>	Department of Trade & Industry, Regional and Small Firms Branch



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<b>Address:</b>	151 Buckingham Palace Road London
<b>Telephone:</b>	+ 44 171 215 5000
<b>Fax:</b>	+ 44 171 215 2909

#### 4.8. Appendix 8: National Trade Associations

<b>AUSTRIA</b>	
<b>Organisation:</b>	Austrian Society of Biotechnology (ÖGBT)
<b>Address:</b>	Kleine Sperlgasse 1/37 1030 Wein Austria
<b>Tel:</b>	+43 1 26 2242

<b>BELGIUM</b>	
<b>Organisation:</b>	Belgian Bio-industry Association
<b>Address:</b>	Mr Pierre Crooy Rue de Crayer 6 1050 Bruxelles
<b>Tel:</b>	+32 2 656 9300
<b>Fax:</b>	+32 2 656 8145
<b>E-mail</b>	<a href="http://www.bba-bio.be">http://www.bba-bio.be</a>

<b>DENMARK</b>	
<b>Organisation:</b>	FBID - The Association of Biotechnological Industries in Denmark
<b>Contact:</b>	Jorn L Mahler, Executive Director (ext 2240) Knud Aunstrup, President (ext 2303)
<b>Tel:</b>	+45 44 448888
<b>Fax</b>	+45 44 444282
<b>E-mail</b>	<a href="http://www.fbid.dk">http://www.fbid.dk</a>

<b>FINLAND</b>	
<b>Organisation:</b>	KT – Bio
<b>Address:</b>	Ms H Kuusi c/o Chemical Industry Federation of Finland Eteläranta, 10 PO Box 4 FIN - 00131 Helsinki

<b>FRANCE</b>	
<b>Organisation:</b>	Organibio
<b>Address:</b>	Mr J Lunel 28 Rue Saint Dominique F - 75007 Paris

<b>Tel:</b>	+33 1 47 530912
<b>Fax:</b>	+33 1 47 537376

<b>GERMANY</b>	
<b>Organisation:</b>	DFG Deutsche Forschungsgemeinschaft
<b>Address:</b>	Kennedyallee 40 5300 Bonn 2
<b>Tel:</b>	+49 02 28885-1
<b>Fax:</b>	+49 02 28 8852221

<b>GERMANY</b>	
<b>Organisation:</b>	Deutsche Industrievereinigung Biotechnologie (DIB) – German Association of Biotechnology Industries
<b>Address:</b>	Karlstrasse 21, D-60329 Frankfurt am Main
<b>Tel:</b>	+ 49 69 25 56 14 81
<b>Fax:</b>	+ 49 69 25 56 16 20
<b>E-mail</b>	<a href="http://www.vci.de/dib">http://www.vci.de/dib</a>

<b>GERMANY</b>	
<b>Organisation:</b>	DECHEMA
<b>Address:</b>	Dr Rolf Marris Subject Group Biotechnology Theodor-Heuss-Allee 25 60486 Frankfurt
<b>Tel:</b>	+49 068 7564 366
<b>Fax:</b>	+49 068 7564 201

<b>GERMANY</b>	
<b>Organisation:</b>	VBU - association of German Biotechnology Companies
<b>Address:</b>	Dr Marris & Dr V Rosenbaum c/o DECHEMA eV Frankfurt/M
<b>Tel:</b>	+49 068 7534 366 / 262 for Dr Rosenbaum
<b>Fax:</b>	+49 069 7564 201

<b>IRELAND</b>	
<b>Organisation:</b>	Animal & Plant Health Association
<b>Address:</b>	Mr D O'Brien, Dr C O'Reilly, Mr E Teehan Franklin House 140 Pembroke Road

	Dublin 4
<b>Tel:</b>	+353 1 660 3350
<b>Fax:</b>	+353 1 686 672

<b>IRELAND</b>	
<b>Organisation:</b>	BioResearch Ireland
<b>Address:</b>	Dr Jim Ryan, Mr Seamus O'Hara Forbairt Glasnevin Dublin 9
<b>Tel:</b>	+353 1 837 0177
<b>Fax:</b>	+353 1 837 0176

<b>IRELAND</b>	
<b>Organisation:</b>	IRDG Industry Research & Development Group
<b>Address:</b>	Mr R Kavanagh, Ms C Meyers Conferation House 84-86 Lower Baggot Street Dublin 2
<b>Tel:</b>	+353 1 605 1608
<b>Fax:</b>	+353 1 661 1095

<b>ITALY</b>	
<b>Organisation:</b>	Assobiotec
<b>Address:</b>	Mr V Lungagnani Via Accademia 33 I - 20131 Milano
<b>Tel:</b>	+39 2 268 10306/268
<b>Fax:</b>	+39 2 268 10284

<b>NETHERLANDS</b>	
<b>Organisation:</b>	NIABA
<b>Address:</b>	Mr R van der Meer Vlietweg 16 PO Box 443 NL - 2260 AK Leidschendam
<b>Tel:</b>	+31 70 327 04 64
<b>Fax:</b>	+31 70 320 57 65

<b>NETHERLANDS</b>	
<b>Organisation:</b>	NCR - Nationale Coöperatieve Raad voor landen Tuinbouw
<b>Address:</b>	Ir AL Breure PO Box 29774 2502 LT Den Haag
<b>Tel:</b>	+31 70 338 2780
<b>Fax:</b>	+31 70 354 6643

<b>NETHERLANDS</b>	
<b>Organisation:</b>	Nefyto
<b>Address:</b>	Mrs MLC van Assen PO Box 80523 2508 GM Den Haag
<b>Tel:</b>	+31 70 354 4851
<b>Fax:</b>	+31 70 354 9766

<b>NETHERLANDS</b>	
<b>Organisation:</b>	NVZP - Dutch Seed Trade Association
<b>Address:</b>	Ir AC van Elsen PO Box 909 3700 AX Zeist
<b>Tel:</b>	+31 30 693 3135
<b>Fax:</b>	+31 30 693 2951

<b>SPAIN</b>	
<b>Organisation:</b>	Asociacion de Bioindustrias
<b>Address:</b>	Mr J Guixer C/Bruc N 72-74 6 Planta E-Barcelona
<b>Tel:</b>	+34 3 4874000
<b>Fax:</b>	+34 3 4876520

<b>SWEDEN</b>	
<b>Organisation:</b>	NUTEK - National Board for Industrial & Technical Development
<b>Address:</b>	Dr Magdalena Ehrstrom S-10387 Stockholm
<b>Tel:</b>	+46 8 681 9368
<b>Fax:</b>	+46 8 199 280

<b>SWEDEN</b>	
<b>Organisation:</b>	SIK - Institute for Food & Biotechnology
<b>Address:</b>	Mr Guno Haska, Mr Magnus Glad Ideon, Ole Romers vag 12 S - 223 70 Lund
<b>Tel:</b>	+46 31 355600
<b>Fax:</b>	+ 46 31 833782

<b>UNITED KINGDOM</b>	
<b>Organisation:</b>	Confederation of British Industry (CBI)
<b>Address:</b>	Dr Janet Asherson Head of Health, Safety and Land Use Environmental Affairs

	Centre Point 103 New Oxford Street London WC1A 1DU
<b>Tel:</b>	+ 44 171 379 7400 ext 2915
<b>Fax:</b>	+44 171 240 1578

<b>UNITED KINGDOM</b>	
<b>Organisation:</b>	Association of the British Pharmaceutical Industry (ABPI)
<b>Address:</b>	Dr Jeff Kipling Director of Science and Technology 12 Whitehall London SW1A 2DY
<b>Tel:</b>	+44 171 747 1408
<b>Fax:</b>	+44 171 747 1413

<b>UNITED KINGDOM</b>	
<b>Organisation:</b>	BioIndustry Association (BIA)
<b>Address:</b>	Dr John Sime Chief Executive 14/15 Belgrave Square London SW1X 8PS
<b>Tel:</b>	+44 171 245 9911
<b>Fax:</b>	+44 171 235 4759

<b>UNITED KINGDOM</b>	
<b>Organisation:</b>	British Agrochemicals Association Ltd (BAA)
<b>Address:</b>	Tony Pike, Director Dr Anne Buckenham, Deputy Director 4 Lincoln Court Lincoln Road Peterborough PE1 2RP
<b>Tel:</b>	+44 349 225
<b>Fax:</b>	+44 1733 62523

<b>UNITED KINGDOM</b>	
<b>Organisation:</b>	British In Vitro Diagnostics Association (BIVDA)
<b>Address:</b>	Kit Madden Executive Director 1 Queen Anne's Gate London SW1H 9BT
<b>Tel:</b>	+44 171 957 4633
<b>Fax:</b>	+44 171 957 4644

<b>UNITED KINGDOM</b>	
<b>Organisation:</b>	British Society of Plant Breeders Ltd (BSPB)

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<b>Address:</b>	Dr Roger G Turner Chief Executive Woolpack Chambers Market Street Ely Cambs. CB7 4ND
<b>Tel:</b>	+44 1353 664 211
<b>Fax:</b>	+44 1353 661 156

#### 4.9. Appendix 9: Contact List for Eurotech Capital

##### **GED – Grupo de Empresas de Desarrollo (SEPI) – Spain**

This Spanish financial group operates through a network of venture capital companies with an investment capacity of Euro 70 million, and manages a venture capital fund of the EBRD and the EU amounting to Euro 44 million in Romania. The main activity of the group is the provision of equity funding for SMEs and the management of funds

##### **GED-GRUPPO DE EMPRESA DE DESAROLLO (SEPI) (E).**

Mr. J. R. PUERTAS HERNÁNDEZ  
8, Plaza Marqués de Salamanca  
E-28071 Madrid  
Tel: (34) 91 396 1274  
Fax: (34) 91 396 1034  
E-mail: [Puertas@Sepi.es](mailto:Puertas@Sepi.es)

##### **Sofinnova France**

Sofinnova is an independent venture capital company with an investment capacity of Euro 90 million, active in high technology, particularly information technology, health-care and biotechnology. Its high-tech specialists invest in a minority stake and favour financing in the early stages of a company. Sofinnova does not take part in the management of the company, but most of the time has an active role on the board of directors.

##### **SOFINNOVA (F)**

Mr Jean-Bernard SCHMIDT  
51 rue Saint Georges, F-75009 Paris  
Tel: (33) 1 44535305  
Fax: (33) 1 45267892  
E-mail: [sofinnova-partners@sofinnova.fr](mailto:sofinnova-partners@sofinnova.fr)  
Website: <http://www.sofinnova.fr>

##### **Eurosud Capital France / Italy / Spain**

Eurosud Capital was formed in 1991 by companies in regional equity finance. They have acquired a European dimension through forming this association with an investment capacity of Euro 80 million. This financial entity covers southern Europe, including five European frontier regions from Barcelona to Genoa, and it has also turned towards Morocco, Tunisia the Adriatic and eastern countries. The companies which constitute Eurosud Capital are Ligur Capital and Marche Capital for Italy, IRDI (in the Midi-Pyrénées region), SORIDEC (Languedoc Roussillon) and Sud Capital (Provence Côte d'Azur) for France and finally, Catalana d'Intictives CR for Spain. This grouping of venture capital companies also



includes two associated members: SPPI in Tunisia and Moussahama SPPP in Morocco.

**EUROSUD CAPITAL France/Italy/Spain**

Mrs Sandrine GENTY

53, Cours Pierre Puget,

F-13006 Marseille

Tel: (33) 4 91 59 89 45

Fax: (33) 4 91 59 89 41

E-mail: [eurosud@eurosud.com](mailto:eurosud@eurosud.com)

Website: <http://www.eurosud.com>

**Società Finanziaria di  
Partecipazione (SOFIPA)  
Italy**

SOFIPA, was established in 1983 to provide equity capital, primarily to medium-sized companies in Italy. SOFIPA has circa Euro 160 million under management and invests across a broad range of industry sectors mainly in later stage opportunities, for example, providing expansion capital or backing management buy-out or buy-ins. SOFIPA actively assists investee companies with their development plans and has an in-house Mergers & Acquisitions (M&A) division. SOFIPA has offices in both Rome and Milan and SOFIPA International, which invests outside of Italy, is located in Brussels.

**SOFIPA (I)**

Mrs Michele MOGAVERO

Via Paisiello 39, I-00198 Rome

Tel: (39) 6 84402654

Fax: (39) 6 85302559

**Euroventures Benelux Team  
Benelux**

Euroventures Benelux manages two funds with an investment capacity of Euro 85 million and is a member of the largest independent pan-European venture capital network. Euroventures Benelux provides early stage and development capital and participates in buy-outs, turn-arounds and take-overs of companies with a European perspective without any preference of sector or industry. Both funds are now completely invested and Euroventures Benelux is concentrating on the exits of its investments. The result is that no new participations are being considered. A new initiative is located in the Information Technology sector.

**EUROVENTURES BENELUX (B-NL-L)**

Mrs Sabine VERMASSEN

H Henneaulaan 366, B-1930 Zaventem

Tel: (32) 2 7251838; Fax (32) 2 7214435

E-mail: [evbnlzav@tornado.be](mailto:evbnlzav@tornado.be)

**Rothschild Bioscience Unit  
United Kingdom**

The Rothschild Bioscience Unit (RBU) was established within Rothschild Asset Management in 1987 to act in an advisory capacity to Biotechnology Investments Ltd., a global oriented fund focused on start-up and early stage biotechnology companies. In 1994, RBU also became responsible for the management of the International Biotechnology Trust plc. which invests in under-funded or under-managed biotech companies with products that are already in clinical development and/or appear to have good commercialisation prospects. The RBU has at present Euro 435 million under direct management. The RBU team is multidisciplinary, with backgrounds in science, industry, finance and management, enabling it to provide comprehensive advice and support to investee companies. The investment team works with a number of internationally renowned scientific and industry consultants who help to assess new technologies and investment proposals as well as supporting investee companies. RBU operates on a global basis, covering North America, Europe, South East Asia and the Far East.

**ROTHSCHILD BIOSCIENCE UNIT (UK)**  
Tanneke ZEEUW  
Five Arrows House, St. Swithin's Lane,  
UK-London EC4N 8NR  
Tel: (44) 171 623 1000  
Fax (44) 171 623 6261  
E-mail: [tanneke.zeeuw@ramasset.co.uk](mailto:tanneke.zeeuw@ramasset.co.uk)

**Gilde Investment Management  
Netherlands**

Gilde Investment Management, founded in 1982, is a Dutch venture capital company independent of any financial entity with an investment capacity of Euro 750 million. Its hallmarks are its international investment strategy (Europe and the United States) and its active involvement in managing the companies it supports, with the aim of promoting rapid growth. Gilde provides classic venture capital focusing on the IT-sector (hard & software and communications). In addition, Gilde invests in buy-out and buy-in situations. More than three-quarters of its investments are syndicated.

**GILDE INVESTMENT FUNDS (NL)**  
Mr Edwin DE GRAAF  
Newtonlaan 91, PO Box 85067,  
NL-3508 AB Utrecht  
Tel: (31) 30 2192539  
Fax: (31) 30 2540004  
E-mail: [info@gilde.nl](mailto:info@gilde.nl)  
Website: <http://www.gilde.nl>

**Danish Venture Finance  
Denmark**

Danish Venture Finance, founded in 1988, is a Danish venture-capital company independent of any financial entity, with an investment capacity of Euro 70 million. Danish Venture Finance's investment strategy focuses primarily on three industries; life sciences, information technology and materials science. Danish Venture Finance plays a role as an active sparring partner for the portfolio companies and takes active part in the internationalisation process.

**DANISH VENTURE FINANCE (DK)**  
Mr Uffe BUNDGAARD-JØRGENSEN  
Gladsaxevej 376, DK-2860 Søborg  
Tel: (45) 39 660400  
Fax: (45) 39 661311  
E-Mail: [info@danishventure.dk](mailto:info@danishventure.dk)  
Website: <http://www.danishventure.dk>

**Techno Venture Management (TVM)  
Germany**

TVM is one of the leading independent German venture capital funds with a focus on technology investments. Areas of interest are computers, network technologies, software, telecommunications and medical/biotech. Founded in 1983, TVM manages several funds for investments in Germany, Western Europe and the USA. The total fund volume is Euro 265 million. TVM's headquarters are in Munich, Germany and other offices are located in Boston and Los Angeles, USA. TVM concentrates on international/ multinational investments within Europe and the USA. Investments are usually syndicated with other European and US venture capital funds.

**TECHNO VENTURE MANAGEMENT  
(D)**  
Mr Helmut SCHÜSLER  
Denninger Strasse 15, D-81679 Munich  
Tel: (49) 89 998992-0  
Fax: (49) 89 99899255/6  
E-mail: [schuehsler@tvmc.de](mailto:schuehsler@tvmc.de)  
Website: <http://www.tvmvc.com>

**Alta Berkeley Associates  
United Kingdom**

Alta Berkeley Associates is a privately-held venture capital group with an investment capacity of Euro 100 million. Its investment strategy focuses primarily on three industries: health-care/life sciences, media/communications and information services. Investments in these areas are made on a Pan-European basis with no attempt to focus on any specific European country. Companies are financed at any stage of development, from start-up to buy-out.

**Finovelec  
France**

Finovelec is a French joint-stock company with twin status as an innovative finance company and a venture company. Finovelec has an investment capacity of Euro 53 million and invests exclusively in high potential start-up or fast growing companies. The list of its investing areas includes electrical engineering, scientific and technical companies, robotics, telecommunications, medical appliances and biotechnologies. Investments are geographically diversified (France, Europe, USA).

**ALTA BERKELEY ASSOCIATES (UK)**  
 Mr Hugh SMITH  
 9-10 Saville Row, London W1X 1AF  
 Tel: (44) 171 7344884  
 Fax: (44) 171 7346711  
 Email: [hugh.smith@alta.berkeley.co.uk](mailto:hugh.smith@alta.berkeley.co.uk)

**FINOVELEC (F)**  
 Mr Hervé THOMAS  
 5 Place de la Baume, F-75008 Paris  
 Cedex  
 Tel: (33) 1 56881616  
 Fax: (33) 1 56881618

**SITRA  
 Finland**

SITRA is an independent public fund responsible to the Finnish Parliament and has an investment capacity of Euro 125 million. SITRA's role is to strengthen links between research and the business sector. SITRA invests in Finnish and international high-tech companies and seed and early-stages. SITRA makes strategic fund investment in Europe and globally. It has invested into several international funds like Advent GPE, AVI III, Euroventures Nordica II, HATT II, Baltic Venture Fund, Russian Technology Fund and Northwest Russia Regional Venture Fund. SITRA was established in 1967 and it has been the pioneer in the venture capital field in Finland.

**SITRA (FIN)**  
 Mr Anu NOKSO-KOIVISTO  
 P O Box 329, FIN-00121 Helsinki  
 Tel: (358) 9 618991; Fax: (358) 9 645072  
 E-mail: [sitra@sitra.fi](mailto:sitra@sitra.fi)  
 Website: <http://www.sitra.fi>

**Euroventures Management  
 Sweden**

Euroventures Management, founded in 1985, is one of the leading venture and development capital management companies in the Nordic countries. The company manages six funds: Euroventures Nordica I, Euroventures Nordica II, Swedotech, Swedestart, Swedestart II and the Baltic Rim Fund. The investment focus of both Nordica I and II has been to invest in small to medium sized industrial companies. The focus of Swedotech is to invest in Swedish medium-sized industrial companies. Swedestart invests in Swedish start-ups and small companies. Swedestart II focuses on Swedish telecom, IT and life science companies. The Baltic Rim Fund invests in medium-sized Swedish, Danish and Finnish industrial companies with expansion potential in the Baltic Sea Region.

**EUROVENTURES MANAGEMENT (S)**  
 Mr Lars HAGDAHL  
 P O Box 7210, S-10388 Stockholm  
 Tel: (46) 8 54513130  
 Fax: (46) 8 208997  
 E-mail: [info@euroventures.se](mailto:info@euroventures.se)  
 Website: <http://www.euroventures.se>

**Horizonte Venture Management, Austria**

Horizonte, founded in 1985, is the first and presently largest venture capital company in Austria. It is majority-owned by the management with minority stakes owned by

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	<p>Advent Intl. and FGG. Horizonte focuses on technology-driven growth companies in and around Austria as well as investments in transition opportunities in the territory of former Yugoslavia. Funds under management currently amount to Euro 28 million.</p> <p><b>HORIZONTE VENTURE MANAGEMENT (A)</b> Mr Franz R KREJS Bauernmarkt 6, A-1010 Wien Tel: (43) 1 53356010 Fax: (43) 1 53356014 E-mail: <a href="mailto:horizont@eunet.at">horizont@eunet.at</a> Website: <a href="http://www.horizonte.at">http://www.horizonte.at</a></p>
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#### **4.10. Appendix 10: Innovation and Technology Equity Capital (I-TEC) - for technologically innovative SMEs**

*- List of selected venture capital operators -*

*- March 1999 -*

**Operator :** SOFINNOVA PARTNERS

**Contact :** Mr. Jean-Bernard SCHMIDT

**Address :** 51, rue Saint Georges  
F-75009 PARIS

**Fax :** + 33 1 45 26 78 92

**Website :** <http://www.sofinnova.fr>

**Coverage :** European Union +Associated States

**Special focus:**F

**Invest. focus:** Information technology; Life sciences; Healthcare; Biotechnology.

**Operator:** Auriga Partners

**Contact:** Mr Patrick BAMAS

**Address:** 18, Avenue Matignon  
F-75008 PARIS

**Fax:** +33 1 53 30 07 00

**E-mail:** [auriga@auriga-ventures.com](mailto:auriga@auriga-ventures.com)

**Coverage:** F, EU, Israel, USA

**Invest. focus:** Information technology & telecommunications; Life sciences; New materials; Advanced electrical equipment; Energy, industrial process control; Instrumentation and environment

**Operator:** I-Source Gestion

**Contact:** Mr Eric HARLÉ

**Address:** Domaine de Voluceau  
BP 105, F-78153 ROCQUENCOURT

**Fax:** +33 1 39 63 58 88

**E-mail:** [eric.harle@wanadoo.fr](mailto:eric.harle@wanadoo.fr)

**Coverage:** F, EU, EEA

**Invest. focus:** Communication and information technology

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**Operator:** Natexis Ventech  
**Contact:** Mr Alain CAFFI  
**Address:** 48, bis rue Fabert  
F-75007 PARIS  
**Fax:** +33 1 49 55 70 85  
**E-mail:** [natexis@wanadoo.fr](mailto:natexis@wanadoo.fr)  
**Coverage:** F, EU, Israel  
**Invest. focus:** Information technology & telecommunications; Life sciences; Biotechnology and healthcare; instrumentation.

**Operator :** ALTA BERKELEY ASSOCIATES  
**Contact :** Mr. Hugh SMITH  
**Address :** 9/10 Savile Row  
W1X 1AF LONDON, UK  
**Fax :** + 44 171 734 6711  
**e-mail :** [hugh.smith@alta-berkeley.co.uk](mailto:hugh.smith@alta-berkeley.co.uk)  
**Coverage :** European Union +Associated States  
**Invest. focus:** Healthcare & life sciences; Media & communications; Information services.

**Operator :** PRELUDE TECHNOLOGY INVESTMENTS  
**Contact :** Dr. Robert HOOK  
**Address :** Sycamore Studios, New Road  
CB4 5PJ OVER, CAMBRIDGE, UK  
**Fax :** + 44 1954 288099  
**e-mail :** [prelude@dial.pipex.com](mailto:prelude@dial.pipex.com)  
**Coverage :** European Union + Associated States  
**Special focus:**UK  
**Invest. focus:** Life sciences (biopharmaceutical, healthcare); Physical sciences (electronics & computer related); Materials; Information sciences, software & communications.

**Operator :** MTI PARTNERS  
**Contact :** Ms AnnBleasdale  
**Address :** Langley Place, 99 Langley Road  
WD1 3PE WATFORD, UK  
**Fax :** + 44 1923 247783  
**e-mail :** [ableasdale@mtifirms.com](mailto:ableasdale@mtifirms.com)  
**website:** <http://www.mtifirms.com>  
**Coverage:** UK  
**Invest. focus:** IT; Software; Communications; Electronic hardware & devices;

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Life Sciences; Materials technology.

**Operator:** Amadeus Capital Partners

**Contact:** Ms Anne GLOVER

**Address:** Mount Pleasant House, Mount Pleasant,  
Huntingdon Road, CB3 0BL CAMBRIDGE, UK

**Fax:** +44 1223 578 369

**E-mail:** [info@amadeus1.com](mailto:info@amadeus1.com)

**Website:** <http://www.amadeus1.com>

**Coverage:** UK

**Invest. focus:** Information technology, Computer networking, Communications, Bioelectronics, Computer hardware and software and new media.

**Operator:** Quantum Healthcare Fund Manager

**Contact:** Mr Alan GOODMAN

**Address:** St John's Innovation Centre, Cowley Road,  
CB4 4WS CAMBRIDGE, UK

**Fax:** +44 1223 42 68 88

**E-mail:** [jay.gray@dial.pipex.com](mailto:jay.gray@dial.pipex.com)

**Coverage:** UK, EU

**Special focus:** UK

**Invest. focus:** Biotechnology and healthcare.

**Operator:** Young Associates Limited

**Contact:** Mr Yoav KURTZBARD

**Address:** Harcourt House, 19 Cavendish Square,  
W1M 9AB LONDON, UK

**Fax:** +44 171 447 88 00

**E-mail:** [info@youngassoc.com](mailto:info@youngassoc.com)

**Coverage:** UK

**Invest. focus:** Communication and information technology.

**Operator:** Kennet Capital Limited

**Contact:** Mr Roeland BOONSTOPPEL

**Address:** 33 Cavendish Square,  
W1M 0DS LONDON, UK

**Fax:** +44 171 629 99 11

**E-mail:** [rboonstoppel@broadview.com](mailto:rboonstoppel@broadview.com)

**Website:** <http://www.kennetcapital.com>

**Coverage:** European Union + Associated States

**Special focus:** UK, IRL, B, NL, LUX, D, DK, F, N, SW, FIN, ICE



**Invest. focus:** European information and communications companies with international growth potential.

**Operator :** HORIZONTE VENTURE MANAGEMENT

**Contact :** Dr. Franz KREJS

**Address :** Bauernmarkt 6,  
A-1010 VIENNA

**Fax :** + 43 1 533 56014

**e-mail :** horizont@ping.at

**Coverage :** European Union + Associated States

**Special focus:**A

**Invest. focus:** Information technology (software, multimedia & networks); Biotechnology & medical (immunology & treatment of allergies); Microstructure technology (semiconductors, micro-nano engineering); Environmental technology.

**Operator :** CAPRICORN VENTURE PARTNERS

**Contact :** Dr. Jos B. PEETERS

**Address :** Parijsstraat 74,  
B-3000 LEUVEN

**Fax :** + 32 16 29 38 71

**e-mail :** capricorn@capricorn.be

**Coverage :** European Union + Associated States

**Special focus:**B (NL, D, F, L)

**Invest. focus:** Life sciences (biopharmaceutical, healthcare); Information & communication technologies; Electronic & computer related technologies; Materials.

**Operator:** ITP Management

**Contact:** Mr Roger CLAES

**Address:** H. Henneaulann 366,  
B-1930 ZAVENTEM

**Fax:** +32 2 721 44 35

**E-mail:** [roger.claes@it-partners.be](mailto:roger.claes@it-partners.be)

**Website:** <http://www.it-partners.be/>

**Coverage:** European Union + Associated States

**Special focus:**B, NL, D, F, LUX, UK

**Invest. Focus:** Information technology

**Operator :** TECHNOSTART BERATUNGSGESELLSCHAFT  
FÜR BETEILIGUNGSFONDS

**Contact :** Mr. Michael MAYER

**Address :** Frisonistrasse 4,

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D-71636 LUDWIGSBURG

**Fax :** + 49 71 41 9715910

**e-mail :** technostart-mayer@t-online.de

**Coverage :** European Union + Associated States

**Special focus:**D

**Invest. focus:** New Technologies in life science; Materials Physical sciences; Information technology.

**Operator :** TECHNOLOGIEHOLDING VC

**Contact :** Mr. Falk STRASCHEG

**Address :** Lenbachplatz 3, D-80333 MÜNCHEN

**Fax :** + 49 89 5486 2299

**e-mail :** strascheg@technologieholding.de

**Website :** <http://www.technologieholding.de>

**Coverage :** European Union + Associated States

**Special focus:**D, A, F

**Invest. focus:** Information, communication & multimedia; Industrial automation & process engineering; Test & measurement; New material & chemical technology; Life science & biotechnology.

**Operator :** VCI - BERATUNG FÜR

TECHNOLOGIE INVESTITIONEN

**Contact :** Mr. Max RUEFF, Mr Florian RETZLAFF

**Address :** Ottostrasse 4  
D-80333 MÜNCHEN

**Fax :** + 49 89 59988020

**e-mail :** [Mrueff@vci-technoinvest.de](mailto:Mrueff@vci-technoinvest.de)  
[FRetzlaff@vci-technoinvest.de](mailto:FRetzlaff@vci-technoinvest.de)

**Coverage :** European Union and Associated States

**Special Focus:** D (A, CH)

**Invest. focus:** Information & communication technologies; Industrial automation & process engineering; Medical & biotechnology.

**Operator:** Wellington Finanz Beratungs

**Contact:** Mr Frank BOEHNKE

**Address:** Pacellistrasse 14  
D-80333 MÜNCHEN

**Fax:** +49 89 21 99 41 98

**E-mail:** [info@wellington.de](mailto:info@wellington.de)

**Coverage:** D, A, CH, EU

**Invest. focus:** Healthcare; Biotechnology; Telecommunications; Software and multimedia

**Operator: IMH Industrie Management Holding Treuhand****Contact:** Mr Johannes GROSS**Address:** Blücherstrasse, 37a  
D-10961 BERLIN**Fax:** +49 30 69 80 33 33**E-mail:** [imh@imhventure.de](mailto:imh@imhventure.de)**Coverage:** D, A, CH, EU**Invest. focus:** Communication and information technology; New media; Bio/gene technology; Electronic pharmaceutical technology; New materials; technology oriented services.**Operator: Trinity Venture Fund****Contact:** Mr John TRACEY**Address:** Dunleary House  
Dun Laoghaire, County Dublin, Ireland**Fax:** +353 1 284 6136**E-mail:** [john@trinity-vc.ie](mailto:john@trinity-vc.ie)**Coverage:** Ireland**Invest. focus:** Emerging companies, mainly technology base, all sectors (excluding financial services, energy and property)**Operator: Øresund Lifecare****Contact:** Mr Niels MENGEL**Address:** Indiavej 1  
DK-2100 COPENHAGEN**Fax:** +45 33 146 705**E-mail:** [niels.mengel@image.dk](mailto:niels.mengel@image.dk)**Coverage:** European Union + Associated States**Special focus:** DK, FI, S, N, ICELAND**Invest.focus:** Healthcare; Biotechnology; Pharmaceutical; Medical devices**Operator: Sitra Technology Management****Contact:** Mr Jari MIESKONEN**Address:** Uudenmaankatu,  
FIN – 00121 HELSINKI**Fax:** +358 9 64 50 72**E-mail:** [jari.mieskonen@teknologiarahasto.fi](mailto:jari.mieskonen@teknologiarahasto.fi)**Coverage:** FI, EU**Invest. Focus:** Information technology; Electronics & automation; Machine building & process technologies; New materials; Energy; Environmental industry.

**Operator: Gemini Capital Fund Management****Contact:** Mr Gil SBERLO**Address:** 11 Galagalei Haplada  
ISR-46733 HERZLIA, Israel**Fax:** +972 9 958 48 42**E-mail:** [hazel@gemini.co.il](mailto:hazel@gemini.co.il)**Website:** <http://gemini.co.il>**Coverage:** Israel**Invest. focus:** High Tech companies**Operator: Pamot Rehovot Advisors****Contact:** Mr Ariel LANDAU**Address:** Neve Metz, 1, PO Box 2439  
ISR – 76123 REHOVOT, Israel**Fax:** +972 8 946 04 84**E-mail:** [pamot@netvision.il](mailto:pamot@netvision.il)**Coverage:** Israel**Invest. focus:** Life Science, Biotechnology, Pharmaceutical, Bioelectronics, Medical technology.**Operator: Pino Venture Partners****Contact:** Mr Oliver NOVICK**Address:** Piazza Duse, 3  
I – 20122 MILANO**Fax:** +39 2 48 21 52 16**E-mail:** [pvp@iol.it](mailto:pvp@iol.it)**Coverage:** I, EU**Specific focus:** Italy**Invest. focus:** Telecommunications, New Media, Information Technology.**Operator: Nesbic Converging Technologies Europe****Contact:** Mr Robert WILHELM**Address:** Savannahweg, 17  
NL-3542 AW UTRECHT**Fax:** +31 30 241 48 33**E-mail:** [rwilhelm@nesbic.nl](mailto:rwilhelm@nesbic.nl)**Coverage:** EU**Special focus:** Benelux, UK, D, F, Scandinavia**Invest. focus:** Information technology, Telecommunication and media content industry.

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**Operator:** Vision Capital

**Contact:** Mr Dag TELLEFSEN

**Address:** Gran Via 28  
E-28013 MADRID

**Fax:** +34 91 532 49 76

**E-mail:** [dag@visioncap.com](mailto:dag@visioncap.com)

**Coverage:** D, UK, F, IRL, I, SW, FIN, N, DK

**Invest. focus:** Electronic components and systems; Computer systems and peripherals; Software and systems; Communication systems and services; Information systems and services; New material and processes; Biotechnology and medical technology.

**Operator:** Odlander, Fredrikson and Co – Healthcap

**Contact:** Mr Peder FREDRIKSON

**Address:** Sturengatan 34  
S-11436 STOCKHOLM

**Fax:** +46 8 442 58 79

**E-mail:** [peder.fredrikson@ofco.se](mailto:peder.fredrikson@ofco.se)

**Coverage:** European Union + Associated States

**Special focus:** SW, DK, N, ICE, FIN, UK, CH

**Invest. focus:** Healthcare.

## 4.11. Appendix 11: List of Innovation Relay Centres

A / S F	<b>Bureau for International Research and Technology Cooperation (BIT)0</b> Wiedner Hauptstrasse 76 A-1040 Wien	<b>Mr Manfred HORVAT</b> Telephone : 43158116160 Fax : 431581161616 E-mail: klamm@bit.ac.at	<b>Technology Development Centre (TEKES)</b> Malminkatu 34 P.O. Box 69 SF-00101 Helsinki	<b>Ms Kirsi TUOMINEN</b> Telephone : 358105215730 Fax : 358105215904/8 E-mail: kirsi.tuominen@tek es.fi
B	<b>Centre Relais Innovation de Wallonie (C.R.I.W.)</b> Avenue Prince de Liège 7 B-5100 Jambes (NAMUR)	<b>Mr Jean Claude DISNEUR</b> Telephone : 3281321269 Fax : 3281306600 E-mail: jc.disneur@rw.be	<b>B.I.R.C. - Technopol Brussel-Bruxelles (a.s.b.l.)</b> Rue Gabrielle Petit 4 – Bte 12 B-1080 Bruxelles	<b>Mr Jacques EVRARD</b> Telephone : 3224220021 Fax : 3224220043 E-mail: jacques.evrard@tec hnopol.be
	<b>Vlaams Innovatie Adviescentrum</b> (VIA) IWT Brussel Bischoffsheimlaan 25 B-1000 Brussel	<b>Mr Karel Derveaux</b> Telephone : 3222230033 Fax : 3222231181 E-mail: <a href="mailto:via@iwt.lrt.be">via@iwt.lrt.be</a>		
D K	<b>Erhvervsfremme Styrelsen EuroCenter</b> Gregersensvej Postbox 141 DK-2630 Taastrup	<b>Ms Mette SKAKKEBAEK</b> Telephone : 4543504000 Fax : 4543716360 E-mail: <a href="mailto:euro@dti.dk">euro@dti.dk</a>	<b><u>Associate Member</u> PUF - Ministry of Research and Information Technology</b> Bredgade 43 DK - 1260 Kobenhavn K	<b>Mrs Anne FONNESBECH</b> Telephone : 4533929700 Fax : 4533323501 E-mail: <a href="mailto:puf@fsk.dk">puf@fsk.dk</a>
F	<b>ACTION RTDA</b> Centre Condorcet 162 rue A. Schweitzer F-33600 Pessac	<b>Mr Jacques PHALIPPOU</b> Telephone :33556151170 Fax :33556151175 E-mail: <a href="mailto:action@action.archimed&lt;br/&gt;ia.fr">action@action.archime dia.fr</a>	<b>ATTELOR</b> 6, rue de Pont Moreau B.P. 1004 F-57036 Metz Cedex 01	<b>Mr Remy GREGOIRE</b> Telephone : 33387318150 Fax : 33387318149 E-mail: <a href="mailto:attelor@cr.lorraine.&lt;br/&gt;fr">attelor@cr.lorraine. fr</a>

	<b>Bretagne Innovation</b> 18, place de la Gare F-35000 Rennes	<b>Mr Benoît NICOL</b> Telephone : 33299674200 Fax : 33299676022 E-mail: benoit.nicol@orbitel.fr	<b>Chambre Régionale de Commerce et d'Industrie de Rhône - Alpes (ARIST)</b> 75, cours Albert Thomas F-69447 Lyon Cedex 03	<b>Mr Claude SABATIN</b> Telephone : 33472114321 Fax : 33472114323 E-mail: csabatin-irc@arist-ra.asi.fr
	<b>Chambre Régionale de Commerce et d'Industrie de Bourgogne (ARIST)</b> 68, rue Chevreul - BP 209 F-21006 Dijon	<b>Mr Ludovic DENOYELLE</b> Telephone : 33380635266 Fax : 33380638558 E-mail: ld-arist-b@axnet.fr	<b>Chambre de Commerce et d'Industrie de Paris (BRIST)</b> 2, rue de Viarmes F-75040 Paris Cedex 01	<b>Mr Gilles WURMSER</b> Telephone : 33145083539 Fax : 33145083979 E-mail: wur@ccip.fr
	<b>Route des Hautes Technologies</b> Espace Colbert II 8, rue Sainte Barbe F - 13231Marseille Cedex 01	<b>Mr Christian DUBARRY</b> Telephone : 33491140560 Fax : 33491140570 E-mail: rht@rht.cr-paca.fr	<b>Association Inter-Régionale sur la Recherche Européenne (AIRE)</b> RN-25 Lieu dit Le Ramponneau F-80260 Poulainville (Amiens)	<b>Mrs Nathalie GERARD</b> Telephone : 33322437218 Fax : 33322437202 E-mail: craire@pratique.fr
	<u><b>Associate Member</b></u> <b>Association Nationale de la Recherche Technique (ANRT)</b> 16, avenue Bugeaud F-75116 Paris Cedex	<b>Mrs Françoise GIRAULT</b> Telephone: 33153701070 Fax: 33147042520 E-mail: NONE		
I	<b>Hessische Technologiestiftung</b> Abraham-Lincoln-Str. 38 - 42 D-65189 Wiesbaden	<b>Mr Volker SCHUCHT</b> Telephone : 49611774294 Fax : 49611774313 E-mail: volker.schucht.hlt@dm.rs.ch	<b>Agentur für Innovations-förderung &amp; Technologietransfer GmbH (Agil GmbH)</b> Chamber of Commerce Leipzig Goerdelerring 5 D-04109 Leipzig	<b>Mr Henning PENZHOLZ</b> Telephone : 493411267480 Fax : 493411267464 E-mail: agil@rzaix530.rz.uni-Leipzig.de

	<b>Niedersächsische Agentur für Technologietransfer und Innovation GmbH (NATI)</b> Vahrenwalder Str. 7 D-30165 Hannover	<b>Mr Uwe JENSEN</b> Telephone : 495119357430 Fax : 495119357439 E-mail: nati@asysha.asys-h.de	<b>Zentrum für Innovation &amp; Technik in Nordrhein-Westfalen (ZENIT)</b> Dohne 54 D-45468 Mülheim	<b>Mr Peter WOLFMEYER</b> Telephone : 492083000431 Fax : 492083000429 E-mail: wo@www.zenit.de
	<b>Steinbeis-Europa-Zentrum der Steinbeis- Stiftung</b> Haus der Wirtschaft Willi-Bleicher-Str. 19 D-70174 Stuttgart	<b>Dr Peter NIESS</b> Telephone : 497111234010 Fax : 497111234011 E-mail: steinbeis@seicom.net	<b>VDI/VDE Technologiezentrum Informationstechnik GmbH</b> Rheinstr. 10 B D-14513 Teltow/Berlin	<b>Mr Wolfgang GESSNER</b> Telephone : 493328435173 Fax : 493328435216 E-mail: gessner@vdivde-it.de
C R	<b>National Documentation Centre (NHRF) Hellenic Innovation Relay Centre</b> 48 Vas. Konstantinou Ave GR-11635 Athens	<b>Ms Lela POULAKAKI</b> Telephone : 3017249029 Fax : 3017246824 E-mail: ekt@iris.ekt.org.gr	<b>HELP Forward Innovation Relay Centre/Forth</b> Xenofontos 5 GR-10557 Athens	<b>Dr Angela C. MICHALOPOULOU/ Mr. AC PAYATAKES</b> Telephone : 3013222059 Fax : 3013251877 E-mail: angie@orfeas.praxis.forth.gr
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