

Promotion of the Małopolska Bioregion (ProBioM-2)

# LIFE SCIENCE SECTOR IN MAŁOPOLSKA



Fundusze  
Europejskie  
Program Regionalny



Rzeczpospolita  
Polska



MAŁOPOLSKA

Unia Europejska  
Europejski Fundusz  
Rozwoju Regionalnego



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SUMMARY



# 01

## ABOUT THE REPORT



The report entitled "Life science sector in Małopolska" was prepared in the framework of the „Promotion of the Małopolska Bioregion (ProBioM-2)" project.

The aim of the report is to present a picture of the life science sector in Małopolska.

The scope of the report covers the most important issues concerning the economic environment with particular emphasis on the life science sector.

The processes and trends presented here, in which are taking place in Małopolska allow to determine the dynamics of change both in relation to intra-regional development and the position of the Region in the country.

The analysis of the data included in the report confirms the positive process of changes visible in Małopolska for years, concerning the development of the life science sector and innovation in the voivodeship.

The positive changes in business activity can also be observed in the development of the research and development potential of enterprises.

The amount of internal expenditure on R&D (Research and Development) incurred by this sector and in relation to GDP (Gross Domestic Product) is one of the highest in the country. Only the Masovian Voivodeship is ahead of Małopolska.

## The report consists of 7 parts:

- **Małopolska region**

Describes the economic potential of the voivodeship, taking into account indicators which determine its innovativeness.

- **R&D activity in Małopolska**

Presents the situation related to scientific research and development works in the voivodeship in relation to the national level.

- **Life science in the strategy of Małopolska region**

Places the life science sector in strategic documents referring to further development of the Region.

- **Life science sector in Małopolska**

Presents the size of the sector in the voivodeship and its leaders.

- **LifeScience Krakow Cluster**

Characterises the activity of the main entity in the Region, bringing together all those interested in life science.

- **Life science events in Małopolska**

Presents the most important events related to the industry with a broader presentation of the Life Science Open Space conference.

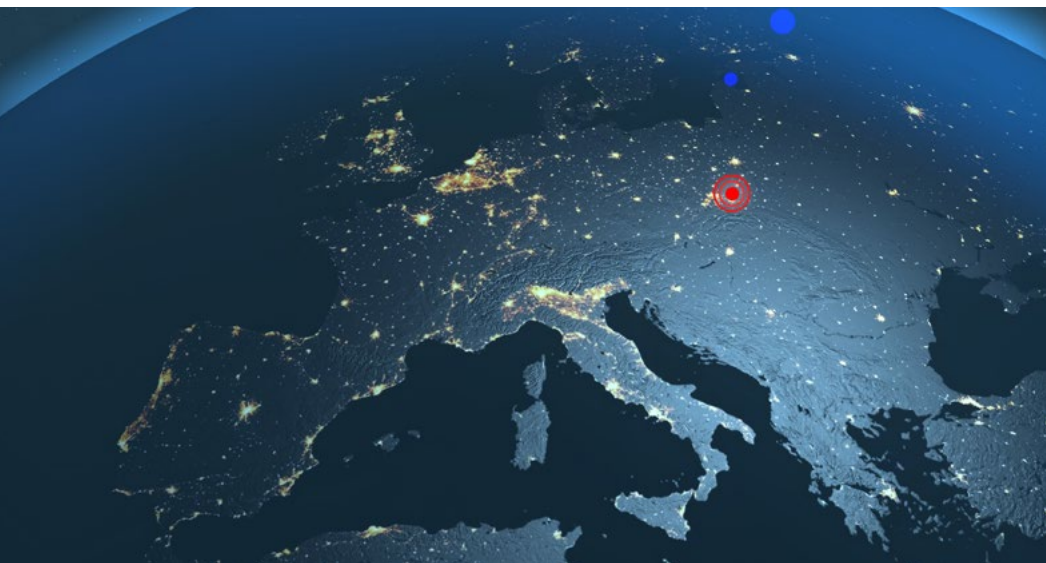
- **Summary**



# 02

## MAŁOPOLSKA REGION





Małopolska is located in southern Poland. It covers an area of 15 183 km<sup>2</sup> (which forms 5 % of the area of Poland) and is one of the smallest in the country. The capital city of the voivodeship is Krakow.

Krakow is the second largest science and research centre after Warsaw and one of the fastest growing economic centres, attracting millions of euros of foreign investment in Poland every year. It is home to significant human capital and an excellent base for the development of the economy – especially the high-tech sectors.






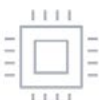
At the end of 2019, there were 3,4 millions residents living in the Małopolska. This formed 8,9% of the national population and placed the Region in 4th place in terms of population, right after the Masovian, Silesian and Greater Poland Voivodeships.

In Małopolska, micro-businesses with up to 9 employees maintain a consistently strong dominance. Their number increased in comparison to 2018 from 376,5 thousand to 395 thousand. The number of the so-called small businesses employing from 10 to 49 employees increased by 12,1 thousand in 2019, the number of medium-sized enterprises with the number of employees between 50 and 249 increased by 2,2 thousand. However, the relatively smallest share in 2019, as in previous years, was recorded in the case of large businesses employing more than 250 people - 285 enterprises. There were 53 companies employing more than 1 000 people in Małopolska.

Małopolska maintained its second place in terms of innovation of regions in Poland in the „Millennium Index – Innovation Potential of Regions” ranking for 2020. Region owes its second place primarily to results in the following categories:

- expenditure on research and development (1st place),
- post-secondary education (2nd place),
- number of patents (2nd place),
- number of people working in research and development (2nd place).

The share of innovative enterprises in the total number of companies is higher than the national average. The innovative potential of the Region is undoubtedly enhanced by a high share of entities with foreign capital which supports technology transfer from developed countries. Invariably the voivodeship ranks lowest in the work efficiency category, recording a result below the Polish average.

	INDEX	WORK PRODUCTIVITY	R&D EXPENSES	POST-SECONDARY EDUCATION	WORKING IN R&D	NUMBER OF PATENTS
						
Masovia	99	100	93	100	100	100
Małopolska	83	66	100	97	68	82
Lower Silesia	73	85	51	91	56	81
Pomerania	64	78	65	78	49	51
Silesia	55	82	34	55	32	72
Lodzkie	55	69	44	63	33	66
Greater Poland	55	74	35	72	31	61
Lublin	53	51	48	72	29	66
West Pomerania	47	76	26	51	20	61
Subcarpathia	47	53	52	48	38	41
Opole	45	71	30	47	21	56
Kuyavia-Pomerania	45	69	30	60	28	38
Podlaskie	40	58	34	55	25	28
Warmia-Masuria	36	66	26	42	20	28
Świętokrzyskie	33	57	26	40	14	29
Lubusz	32	72	23	29	15	22

Source: Index Millennium 2020



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## R&D ACTIVITY IN MAŁOPOLSKA





Activities related to scientific research and development works are of great importance for the economic growth of the Region and the whole country.

Through R&D companies build their market value and competitiveness. A properly functioning economy generates research projects that allow for the development of competitive advantages at the level of knowledge and innovation.

Polish companies need new technologies and product innovations. Entrepreneurs are looking for complete ecosystems that allow professional selection, financing and development of new solutions. Access to research infrastructure and a wide range of instruments for financing innovation gives the Polish companies a chance for dynamic development and strengthening the position of Poland on the economic map of Europe.

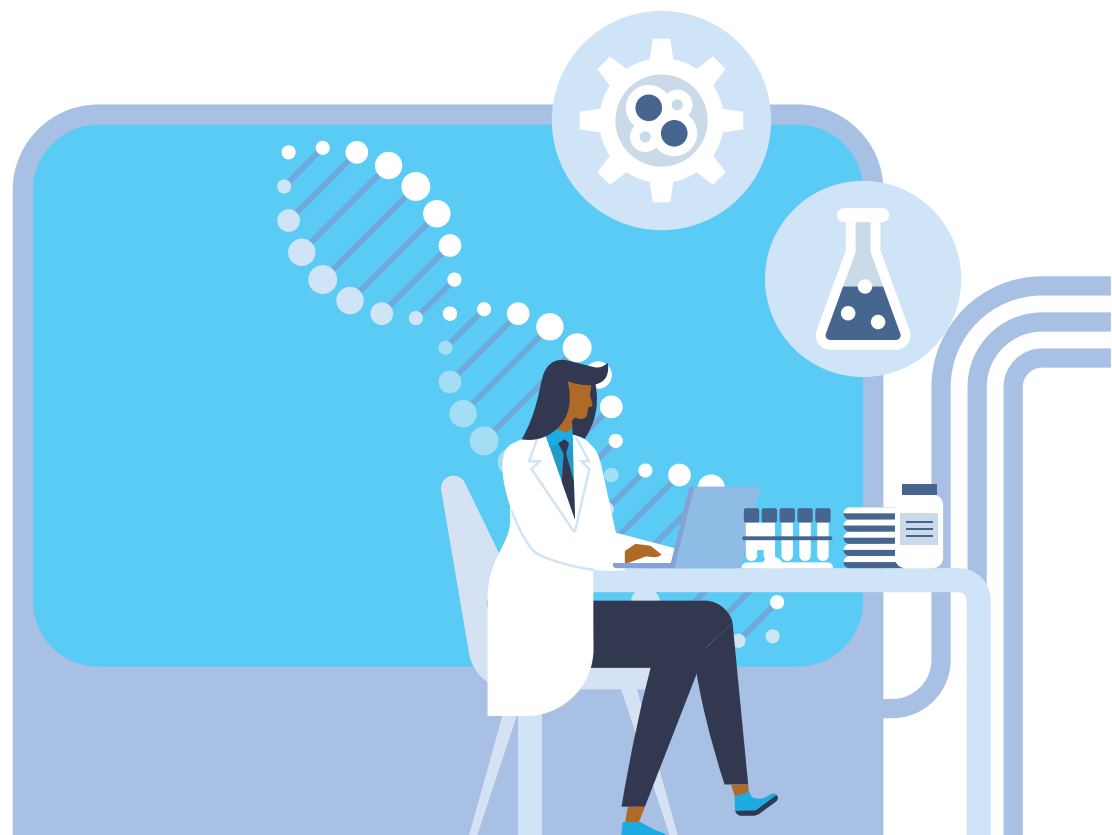
In 2019, gross domestic expenditure on R&D (GERD) amounted to EUR 6,7 billion and increased by 18,1% as compared with the previous year. The value of internal expenditures on R&D activity per capita amounted to EUR 180. The number of entities in the R&D activity increased by 1,5%.

The highest internal expenditures on R&D among the executive sectors occurred in the enterprise sector in EUR 4,2 billion (12,3% more than last year) were allocated for the implementation of R&D works. The expenditures of this sector in 2019 accounted for 62,8% of gross domestic expenditures on R&D. The shares of other sectors in these expenditures were: higher education – 35,6%, government – 1,3% and private non-commercial institutions – 0,3%.

The largest share of internal expenditure on R&D was allocated to the Masovian Voivodeship (36,0%). Małopolska took the 2nd place (13,6%).

In 2019, the number of personnel involved in R&D activities in Poland amounted to over 271 thousand people, representing a year-on-year increase of 1,8%.

As in previous years, the highest number of personnel involved in research and development activities (in full-time equivalents) was recorded in the Masovian (53,3 thousand FTE) and Małopolska region (21,6 thousand FTE).



# 04

## FINANCING OF R&D ACTIVITIES



## Tax relief

From 2016 the companies engaged in R&D activities can benefit from an additional tax relief which allows for a second deduction of deductible costs incurred within R&D activities.

The tax relief for research and development works is directed to all types of enterprises, including Research and Development Centres (R&D Centres). However, in order for a taxpayer to be eligible for the research and development tax relief, certain conditions must be met:

- the company must incur and separate the eligible costs in its records,
- the costs incurred must be the same as defined in the PIT and CIT acts,
- the same costs cannot be reimbursed in any form (e.g. grants),
- in its annual tax return, it must declare eligible costs, deductible but not exceeding the limits specified in the Act.

The deduction of costs is made in the annual tax return on the basis of the data included in the accounting books. Appendices supplementing the main tax return are used for this purpose. These are:

- PIT-BR – forming an appendix to PIT-36 or PIT-36L,
- CIT-BR – forming an appendix to CIT-8, CIT-8A or CIT-8B.

Once the appendices are completed, they must be attached to the tax return.



## Grants

Companies developing products, processes and services can also obtain support in the form of grants from both regional, national and European funds. Every year there are different grants in this field.

Currently, work is underway to determine the details of cooperation within the new financial perspective for 2021 - 2027.



05

# LIFE SCIENCE IN THE STRATEGY OF MAŁOPOLSKA



The life science sector is a very important element in the development of the entire Region which is reflected in its inclusion in strategic documents concerning the future perspective of building the competitiveness of Małopolska.

The life science sector was highlighted both in the Lesser Poland Voivodeship Development Strategy 2030 (SRWM 2030) and the Regional Innovation Strategy for Lesser Poland Voivodeship 2030 (RSIWM 2030).



It was emphasized that companies from this sector have the largest share in GDP creation in the region and provide the most jobs.

### **Life sciences smart specialisation**

In the RSIWM 2030, the life science was defined as a smart specialisation lying on the borderline between medical, biological and biochemical sciences. A dozen or so exemplary areas were mentioned.

According to the interpretation given by the Life Science Working Group, the specialization includes two value chains describing the processes of development of knowledge-based innovations in biotechnology and life science that define the strategic potential of the Region:

- health and quality of life (products and technologies used in the prevention, diagnosis, treatment and rehabilitation of human and animal diseases),
- bio-economy (semi-finished products and products used to produce pharmaceuticals, cosmetics, food, materials and energy).

Life science smart specialisation is one of the Region's broadest and most internally diverse specialties. This broad scope behind the domain generally referred to as "life sciences" has for years challenged attempts to validate this specialization of the Region based on economy-wide and industry data that could standardize the methodology for its analysis in relation to the other smart specialisations of the Region.

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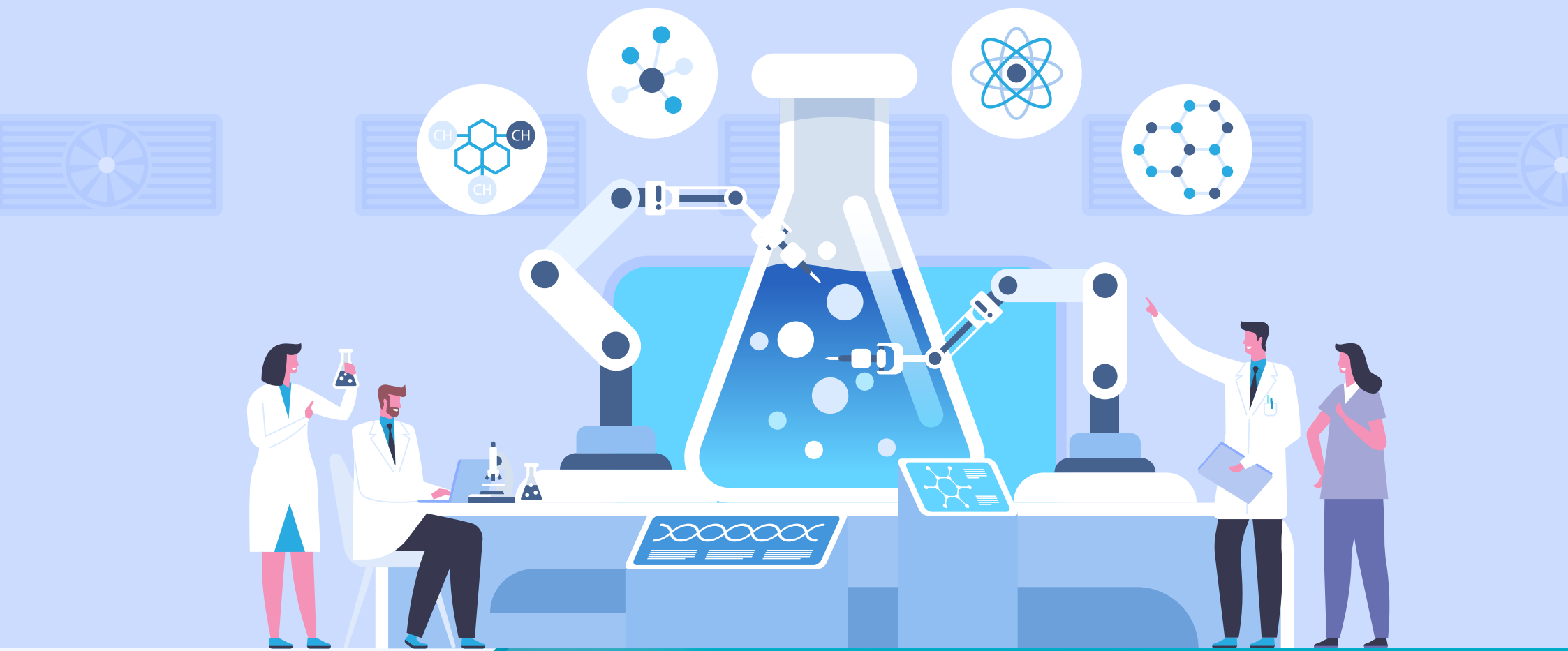
**LIFE SCIENCE  
SECTOR  
IN MAŁOPOLSKA**





The life science sector contributes significantly to increasing the attractiveness of Małopolska on the economic map of the country. According to analyses based on PKD (Polish Classification of Activities) codes, there are more than 15 thousand life science entities in the Region. The majority of them are related to medical practices. Micro-enterprises dominate among the identified entities in terms of the number of employees.

The profiles of few leaders of life sciences sector in the voivodeship, who are not only leading in the Region but also competing in the global marketplace, are presented below.



## IBSS BIOMED



IBSS BIOMED is a Polish biotechnology company combining modernity with tradition. It produces biological medicinal products, including in particular bacterial specific and non-specific vaccines, probiotic preparations, allergens, medical devices, products for in vitro microbiological diagnostics and sterilisation control indicators.

For years, it has been ensuring the epidemiological safety of the country by providing vaccines for the implementation of the Preventive Vaccination Programme.

IBSS BIOMED is a dynamically developing company with extensive experience in conducting research and development work, mainly based on its own technological facilities and highly qualified personnel.

As a manufacturer of active substances and end products, it meets the highest quality standards thanks to the specialists it employs, its modern infrastructure that fulfils GxP standards and its proprietary technology.

### Areas of activity

IBSS BIOMED is an independent manufacturer of preparations, from the active substance to the finished product. It manufactures:

- non-specific and specific polyvalent bacterial vaccines,
- probiotic preparations, both medicinal products and foodstuffs,
- innovative preparations containing metabolites of probiotic bacteria,

- medical devices, including those for in vitro diagnosis,
- cosmetics,
- food supplements,
- diagnostic preparations,
- microbiological media,
- sterilization indicators.

IBSS BIOMED includes Clinical Research Department which organises and supervises research of both new products and those already on the market. The conducted research, regardless of the status of the tested product, meets the highest international standards. They are conducted on the basis of ethical principles (based on the Declaration of Helsinki) and in accordance with the principles of Good Clinical Practice (ICH-GCP).

The Institute also has its own Registration Department. The employees of the Department participate in all projects related to the development and registration of medicinal products, medical devices, foodstuffs and cosmetics, in Poland and abroad.

## SELVITA



SELVITA is one of the largest European companies providing research and development services (Contract Research Organization). Experienced scientists solve some of the most complex research problems, thus supporting projects of business partners from all over the world. SELVITA carries out integrated R&D projects, supporting its clients in the field of both drug discovery and regulatory research for pharmaceuticals as well as in a wide range of research and development at the order of chemical and agrochemical companies.

### Regulatory testing

SELVITA is an international contract research organization that has been providing world-class pharmaceutical services in drug testing and bioanalytical analysis for over a decade. It offers services at every stage of the drug development process from method development and validation, stability studies to routine quality control testing. The laboratories are located in Krakow and cover an area of 4 000 m<sup>2</sup> of which approximately 800 m<sup>2</sup> form a certified laboratory space. GxP area is divided into two departments: cell and molecular biology and analytics. Both departments provide analytical services to the pharmaceutical industry, particularly in the area of quality control. In addition to being equipped with state-of-the-art analytical equipment, the cell and molecular biology laboratory operates under the BSL 2 biosafety system. All laboratory activities are conducted in accordance with good manufacturing practice (GMP) and good laboratory practice (GLP) and in accordance with applicable ICH guidelines.

### Drug discovery

SELVITA effectively supports its clients in the discovery of innovative small-molecule drugs, from molecular target validation to clinical candidate selection. SELVITA offers support to its clients optimally tailored to their needs. It can be limited to single research areas (e.g. chemical synthesis, biological tests) through any combination of them, to a fully integrated project covering all stages of early drug discovery. Progress is supervised by a team of high-level specialists in areas such as medicinal and synthetic chemistry, computer-aided drug design, structural biology, in vitro and in vivo pharmacology, ADME/DMPK, toxicology and analytical chemistry. In collaboration with proven partners, it offers in vivo pharmacology studies in various animal models.

### Research and development

SELVITA has focused strongly on research and development. Very quickly, with its global network of clients, it became one of the largest organisations involved in such projects. Although drug development remains the company's core business, a significant part of the business is devoted to a wide range of other R&D activities, especially for agrochemical companies.

SELVITA has a separate team focused on process chemistry which provides services to a large group of clients, ranging from Big Pharma concerns through biotech companies to generic drug manufacturers and agrochemical companies.



## MASPEX-GMW



MASPEX-GMW is the largest Polish private food company and one of the largest in Central and Eastern Europe. It is the clear market leader in juices, nectars and drinks in Poland, the Czech Republic, Slovakia and Romania and the leading producer in Hungary, Bulgaria, Lithuania and Latvia. It is also the leading producer of instant products in Central and Eastern Europe. MASPEX-GMW is also a market leader in pasta, jams and sauces, and a leading producer of ketchups, ready meals and vegetable preserves in Poland. The company is also a leading player on the water market in Romania.

Products from MASPEX-GMW portfolio are manufactured in 16 modern plants in Poland and abroad. The company produces annually 1,8 billion litres of juices, nectars and drinks, over 240 thousand tons of pasta, cereals and instant products and almost 150 thousand tons of jams and preserves on more than 160 production lines.

MASPEX-GMW products reach over 60 countries worldwide and are available on all continents, except for Antarctica. The company cooperates with clients in the European Union and the rest of Europe, in the USA, Canada and the Middle and Far East. In most of these places the products can be found on the shelves of major retail chains.

MASPEX-GMW combines modern logistics, production and planning systems with complete automation of processes which significantly affects the efficiency of the company's logistics centres. Thanks to technological advancements, deliveries to partners can be individually prepared. The



new quality of the applied solutions, full automation, modern IT systems and precise tools that work 24 hours a day – all this adds up to logistics 4.0.

In countries such as Romania, Bulgaria, the Czech Republic, Slovakia, Hungary, the Baltic States, the Balkans, Russia and Ukraine, MASPEX GROUP products hold leading positions on the market. The company's brands also win awards abroad and are very popular among consumers.

Innovation Management Department (IMD) is responsible for building innovation ecosystem in the company and acquiring external financing to implement ambitious and innovative projects. The projects implemented in this department allow not only to conduct research and development work on product or process innovations but also to implement Corporate Social Responsibility (CSR) and pro-environmental policies. The activity of the department is characterized by cooperation with all departments in the company as well as with external partners such as universities, research units, clusters, associations, foundations, startups both from Poland and abroad.

Since 2016 the Innovation Management Department has also been responsible for projects and relations within the EIT Food (European Institute of Innovation & Technology Food, i.e. the European Knowledge and Innovation Community operating in the food sector). Building MASPEX-GMW's position as an innovation leader in Poland and Europe, the IMD team actively seeks new ideas and partners for innovative projects by participating in industry events, conferences, trade fairs, discussion panels, demo days, pitching sessions, and hackathons.



The company provides a wide range of healthcare solutions, including, among others: IT systems for hospitals, software for managing medical records in medical facilities, cities and regions. COMARCH HEALTHCARE is a provider of innovative RMC (Remote Medical Care) solutions using its own software, hardware and medical infrastructure. Over 80 hospitals and 200 outpatient facilities already use software offered by the company.

iMed24 Medical Center, operating in the scope of COMARCH HEALTHCARE, was established in 2012 and since then it is one of the most prestigious medical centres in Małopolska. There are over 30 specialist outpatient and diagnostic clinics in one place which use world class equipment (CT scanner, mammography unit, densitometer, panoramic X-ray machine and others).

### **Remote Services and e-Care Remote Care Centre**

The e-Care Remote Medical Care Centre is located in iMed24 in Krakow. It processes medical data collected from measuring devices that control specific vital parameters of the patients. The e-Care Centre receives all data of the iMed24 patients, who are constantly monitored without the need to visit a medical facility. The iMed24 currently offers Remote Cardiology Care and Remote Maternity Care (homeKTG) from any place in Poland, without leaving home.

### **Teleconsultation – a novelty on the Polish medical market**

iMed24 Medical Centre, as the winning facility in Małopolska, provides remote medical consultations, co-financed by the National Health Fund. Teleconsultation is an innovation on the Polish health market. This solution is dedicated especially to rural residents from all over the country. The Patients report to their nearest primary health care institution, which participates in the teleconsultation program, and the general practitioner consults their examination on an ongoing basis (remotely, with the application of special software and medical equipment) with a specialist even dozens of kilometres away. The current scope includes cardiological and geriatric teleconsultations. More and more local governments across Poland are interested in implementing teleconsultation in their medical facilities.

Remote medical consultations are especially dedicated to the residents of rural areas. The patients living in suburban areas, with difficult access to a specialist, will be able to undergo tests at the primary health care institution to which they are registered. Thanks to the e-Care platform, the patient will be able to receive a cardiologist or geriatrician at the Remote Care Centre. Current teleconsultations, in response to the basic demographic needs of society, will include specialists in geriatrics and cardiology.

## INTERMAG



INTERMAG is a company established in Poland in 1988. Since the beginning of its activity it has specialized in development and production of modern preparations for agriculture. Currently, the company is one of the largest manufacturers of fertilizers and biostimulators and is active in the field of animal health products. INTERMAG is expanding its operations in Europe, Asia, Africa, North and South America.

The mission of INTERMAG is to popularize solutions which make it possible to increase the effectiveness of agricultural production with simultaneous great care for the natural environment and food safety. For this purpose it cooperates with recognized scientific and research institutions. In addition, it built its own research and experimental facilities which allows to conduct advanced research and development work.

New designs are often inspired by solutions and mechanisms created by nature. The launch of new products is always preceded by thorough biological research which confirms their effectiveness in practice.

The strength of INTERMAG is the team of experienced experts who support the clients and partners with their knowledge and experience.

The goal of INTERMAG is a long-term development. This is why investing in research and development is so important for the company. Modern equipment and apparatus in the laboratory and a team of experienced, educated professionals, full of commitment and passion in searching and discovering new solutions bring effects in the form of innovative products



introduced to the market. The production potential of the company is also constantly increasing. The factory, which has been expanded and modernized, is currently one of the most modern in Europe among manufacturers from the agricultural industry.

The superior value of the company is the satisfaction of clients. Their growing demands, opinions and suggestions form an inspiration for the continuous improvement of the company's offer and the introduction of new innovative solutions that contribute to increased profitability of agricultural production.

### **Original recipes**

Compositions and formulations of fertilizers and preparations for animals are developed by technologists in INTERMAG laboratories, consulted with scientific centres and tested in agricultural practice.

### **Consultancy support**

The offered products are accompanied by a wide range of support services performed by the team of INTERMAG advisors, including: trainings, field shows, seminars, individual consultancy.

### **Innovation**

Development and implementation of new solutions in fertilization and animal health prevention (e.g. biostimulants, anti-stress agents, seed fertilizers, adjuvants, INT technology, pro-health preparations for poultry, pigs and cattle).

## LIFESCIENCE CLUSTER KRAKOW

The entity that binds and supports the entire life science sector in the Region is LifeScience Cluster Krakow (Cluster). It was created in 2006 as a network of institutions and companies from the southern Poland macro-region, united by common goals and vision of development of innovation ecosystem in the area of biotechnology and life science:

- creating a network of cooperation in the area of life science, enabling effective connection and use of the existing potential in this area of people, enterprises, universities, research and development units, business environment institutions and local and regional authorities;
- supporting entrepreneurship and innovation in the area of life science and creating conditions for effective commercialisation of research and development results;
- connecting and developing life science resources and competences, in order to use effectively both existing opportunities and chances related to the development of an innovative knowledge-based economy.

The Cluster initiative is composed of entities belonging to 6 "interest groups" according to the criterion of basic activity:

- BioF – innovative activity in the area of life science and biotechnology,
- FDI – auxiliary activities in the business environment sector,
- MED – medical services and health care,
- R&D – activities in the development research sector,
- EDU – scientific and educational activities,
- GOV – local and regional authorities.



NATIONAL  
KEY  
CLUSTER

The coordinator of the project is Foundation of LifeScience Cluster Krakow established in 2013 as an independent and autonomous entity dedicated to the development of the Cluster. The activities of the Foundation are focused on the objectives defined from the perspective of the:

- Bio-Region,
- Cluster partners.

The Foundation forms a tools enabling the Cluster partners to increase the effectiveness of their activity and the local authorities to effectively implement the sectoral policy of development of knowledge-based economy.

Since October 2016, the LifeScience Krakow Cluster has had the status of a National Key Cluster.

The LifeScience Krakow Cluster initiative is open – any entity can join the agreement on a voluntary basis and on the basis of the will to cooperate if it:

- conducts activities related to the life science sector or offers services directed to persons and entities from this sector,
- accepts the objectives and rules of cooperation within the Cluster.



## LIFE SCIENCE EVENTS IN MAŁOPOLSKA

NAME OF THE EVENT	ORGANIZER	WWW
Medical Technologies		
5th Krakow Medical Tourism Congress	Municipal Office in Krakow	<a href="#">WWW</a>
10th Symposium and Oncology Constellations	Jordan Group	<a href="#">WWW</a>
Scientific Conference „Paediatric Gastroenterology Lesser Poland Days”	University Children’s Hospital in Krakow	<a href="#">WWW</a>
Brain Week „The achievements of neuroscience in the 20th and 21st centuries”	Polish Society of Naturalists	<a href="#">WWW</a>
8th National Congress of Paramedics	ZIZ Education Centre	<a href="#">WWW</a>

Global Congress on Prostate and Bladder Cancer	ISSECAM	<a href="#">WWW</a>
International Scientific Conference Focus on Autism in Inclusive Education	Institute of Psychology, Pedagogical University	<a href="#">WWW</a>
The young speech therapist. Challenges and pitfalls in the 21st century	Logopaedics student association, Jagiellonian University	<a href="#">WWW</a>
6th National Genetic Conference	„Mygen” biotechnology student association	<a href="#">WWW</a>
4th National Pharmaceutical Care Competition „Use of Technology in Patient Care”	Polish Pharmaceutical Students’ Association Jagiellonian University – Collegium Medicum	<a href="#">WWW</a>
VII Conference of the College of Geriatric Specialists	Practical Medicine	<a href="#">WWW</a>
Conference „Pharmacist on the Labour Market”	Polish Pharmaceutical Students’ Association Jagiellonian University – Collegium Medicum	<a href="#">WWW</a>

Rare immunological diseases – various cases	University Hospital in Krakow	<a href="#">www</a>
Conference - „Building a Krakow model of psychological safety at school”.	Municipal Office in Krakow	<a href="#">www</a>
Environment		
Energy, Fuels and Environment 2020	AGH University of Science and Technology, Faculty of Physics and Applied Computer Science	<a href="#">www</a>
Carbon Footprint Summit 2020	Carbon Footprint Foundation	<a href="#">www</a>
SAE 2020 Congress International Powertrains, Fuels & Lubricants Meeting	SAE, BOSMAL, PTNSS	<a href="#">www</a>
European Sustainable Transport Week and European Car Free Day in Krakow	Environmental Management Department of the City of Krakow	<a href="#">www</a>

12th National Conference „Waste management system in the era of implementation of the circular economy model”	National Chamber of Waste Management	<a href="#">www</a>
Biologists’ Night „Global Environmental Change”	Faculty of Biology, Jagiellonian University	<a href="#">www</a>
<b>Food</b>		
HORECA Academy and ENOEXPO	Trade Fair in Krakow	<a href="#">www</a>
<b>Interdisciplinary events</b>		
Life Science Open Space	Life Science Cluster Foundation Krakow	<a href="#">www</a>
Lesser Poland Innovation Festival	Marshal’s Office of the Lesser Poland Voivodeship	<a href="#">www</a>
Innovation Demo Day	Krakow Higher Education Institutions	<a href="#">www</a>



## LIFE SCIENCE OPEN SPACE

Life Science Open Space is an event and collaboration platform open to projects, ideas and opportunities that aim to apply knowledge, technology and capabilities to solve health and quality of life problems. It's a virtual meeting place for collaboration and achieving measurable benefits in areas pertaining to life sciences.

The event has been held since 2008.



In 2020, three modules of the event were proposed.

1

COOPERATION



Thematic session in webinar format consisting of short presentations, in the areas of: Personalised Medicine, Digital Health, Bioeconomy, Healthy Food, Career in life science, Business Development, COVID-19. The presentations dealt with offers of cooperation in scientific, R&D, startup and business projects. The promotion of the results of scientific and R&D projects and grants is enhanced by international reach and impact.

2

MARKETPLACE



Online presentation of the organization's profile and offer of products and services that is available for each registered participant of the Conference. The offer is visible and can be browsed and searched by keywords also by external persons – not participating in the conference. Marketplace is available continuously (from the launch of the platform until the end of the event).

3

PARTNERING



Platform that allows to establish contacts and hold online B2B meetings with all registered participants of the Conference – potential partners, investors, users and employees. The partnering system is available to registered participants, throughout the duration of the Conference.

In 2020 the event was held on a dedicated B2Match online platform. 261 people participated directly through this platform of which 20% were foreign participants from 14 countries around the world. Sessions were also broadcasted on YouTube channel of LifeScience Krakow Cluster where a total of over 900 people watched them.





# 07

## SUMMARY



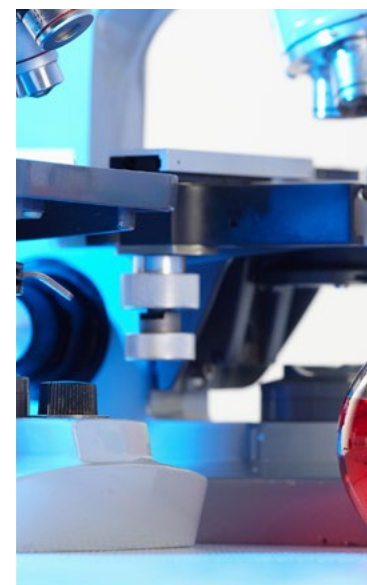


According to life science experts from Małopolska, the current development of the sector in the Region does not correspond to the potential that Małopolska has. The high level of human capital, the already existing technical infrastructure and the advanced level of cooperation between the various actors in the industry predestine the life science sector to become one of the leading high technology sectors in the Region. The possible synergies between the dynamically growing IT sector and the life science sector waiting to reach "critical mass" seem particularly interesting.

Due to the knowledge-intensity and high-tech nature of the life science domain, the Region's competitiveness and innovation can be fostered primarily through further investment in:

- infrastructure (laboratories and their equipment, research equipment, software, etc.), including for renting laboratory space,
- human capital in the area of medical and life sciences but also technical sciences, international management, knowledge management, intellectual property law, technology transfer,
- R&D projects.

Among the desirable directions of support will be a stimulation of cooperation of entities from the IT, ICT and cyber security sectors with producers and service providers from the life science sector. A desirable horizontal activity, important both from the point of view of the image of Małopolska as a bioregion as well as the needs of start-ups, is the promotion of good practices, examples, success stories related to the implementation of projects or activities of entities from the life science domain.





# PROMOTION OF THE MAŁOPOLSKA BIOREGION (PROBIOM-2)

The aim of the project is to strengthen the competitiveness of SMEs and start-ups through an integrated program of the economic offer of Bioregion Małopolska, related to the program of stimulating and supporting expansion into international markets. The ProBioM2 project is based on the experience of the first ProBio Małopolska project, implemented in 2016-2019.

The project relates directly to the opportunities and challenges of the SME sector, which is characterized by high dynamics of changes and development as well as a high cost and degree of risk of starting a business.

The ProBioM-2 project is an element of the Cluster LifeScience Krakow strategy, the long-term goal of which is to build the position of „Małopolska Bio-Region as a leader among bio-regions in Central and Eastern Europe, having the ability to compete and cooperate with developed regions in Europe and in the world”.

In the long term, this goal will be achieved thanks to the existence of an effective „innovation ecosystem in the field of life sciences” in Małopolska. The key element of this ecosystem, with the highest growth potential on a global scale, is the sector of small and medium-sized enterprises, conducting innovative activities in the area of intelligent specialization of „life science”, at all stages of the company’s development.





The project is in line with the objectives of the Regional Innovation Strategy, in particular relating to the growth of innovation in the regional economy (priority axis 1) and building an open to innovation, competitive and strong SME sector (priority axis 3). In this regard, the Project provides for the implementation of comprehensive activities in the field of:

- development and use of modern promotion tools,
- development of competences, support for participation in expert missions,
- support for participation in specialized trade fairs,
- facilitating contacts with industry investors,
- and building the brand of the Małopolska region based on Life Science Open Space event.

Do you want to be part of the life science community in Małopolska?

Become our partner and join the cooperation network.

**Contact us to find out more.:**

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