INVEST IN ITALY

ITA ITALIAN TRADE AGENCY

Ministry of Foreign Affairs and International Cooperation

INVITALIA

June 10-11 & 14-18, 2021

Meet the Italian Biotech at Bio Digital 2021

DISCOVER MORE

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ITA
ITALIAN TRADE AGENCY

ITA - Italian Trade Agency is the Governmental Agency that supports the business development of Italian companies abroad and promotes the attraction of foreign investment in Italy, through an overseas network of 70 branch offices. Using the most modern multi-channel promotion and communication tools, it acts to assert the excellence of Made in Italy in the world.

In the US, ITA is present in five cities: New York, Chicago, Los Angeles, Houston and Miami.

INVEST IN ITALY | ITA ITALIAN TRADE AGENCY | INVITALIA

Invest in Italy, an initiative based on a cooperation between the public Italian agencies: Italian Trade Agency (ITA) and Invitalia, promotes business opportunities in Italy and helps foreign investors to establish or expand their business in the country. Invest in Italy can rely on worldwide ITA network offices and in addition to 8 FDI desks and 11 FDI units in 17 countries and provides foreign investors with a set of free of charge services ensured by Invitalia, including financial incentives.

Invest in Italy works in close cooperation with the Ministry of Foreign Affairs and International Cooperation, the Ministry of Economic Development, the Ministry of Economy and Finance, the Local and Regional Administrations, and other public and private entities.

June 10-11 & 14-18, 2021

Meet the Italian Biotech at Bio Digital 2021

APTSol is a company specialized in formulation development services and Spray Drying and micro-encapsulation equipment supply. The combination between know-how and the availability of advanced equipment allows us to provide unique services and equipment. Spray Dryer APT-2,5 and APT-5 The new generation of APTSol Spray Dryer has been optimized to facilitate interaction with the equipment, reducing the time for process optimization and/or production control. The software allows the recording of all process parameters acquired by the equipment ensuring the preparation of precise and timely batch records. A brilliant 12" touchscreen tablet with advanced graphic functions and an intuitive navigation menu also allows you to control multiple units at the same time. Spray Drying vs Freeze Drying evaluation APTSol is able to provide a comparative analysis between the two best known drying techniques used in the Food, Pharma and Nutra fields. The service can be carried out either as a simple feasibility study or included in a larger project where characterizations will be performed after the tests. The service will allow the customer to select the technology that best meets their needs based on objective data reducing failure risk during further steps like scale-up and technology transfer.

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Main business network in FVG region in biomed, biotech and bioinformatics

BioHighTech Net 4.0

BIOHIGHTECH NET 4.0 is a Network of 21 businesses, established in Trieste in 2020 in order to develop and enhance the characteristics and strategic functions of the BioHighTech and Smart-Health sector of the Friuli-Venezia Giulia Region.

The network operates in: biomedical, in-vivo/in-vitro diagnostics, medical informatics, bioinformatics, Industry 4.0, biotechnologies for innovative therapies and/or for the agri-food and/or environment technologies for ambient-assisted living;

The Network's main purposes are as follows:

- to accelerate the development of the sector by using public and private financing;
- to provide commercial and technical assistance for the development of entrepreneurial activities and for cooperation between companies and public/private institutions;
- to implement training and marketing services initiatives, participation in fairs, exhibitions and other events;
- to provide managerial, strategic and fundraising consultancy for accessing and managing national and international incentives;
- to promote the establishment of clusters aimed for industrial, commercial and innovation development;
- to increase the impact of individual companies through a unitary representation on national and international markets;
- to share experiences and know-how to expand the competitive potential;
- to promote the development of regulations, especially from a legal and fiscal point;

In order to achieve these objectives, the NETWORK, during the 2020-2025 period aims to carry out industrial research and development activities by implementing training and marketing services through the "BioHighTech.Net" portal. The network will promote business activities in incubators, science and technology parks, facilitating access to all services and assisting startups and the expansion of business activities with the development of activities in the Industry 4.0 by applying suitable financial and logistic solutions. The Net will also provide the entities with consultancy and analysis services, assistance services in administrative matters, technology transfer, information technology and telematics, staff training. The goal is also to build business relationship between the companies and public/private entities on international level, to develop innovative products and services. Furthermore, the network wants to offer assistance in international tenders and financing subsidiary programs nationally and internationally.

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Bionexa is a boutique consulting and incubation company specialized in the Life Sciences. We are based in the EU and work in BioTech, Pharma and MedTech.
Our consulting business is deeply focused on providing tailored Pricing and Market Access services in the EU + UK markets. Bionexa is part of the European Pricing Platform and is faculty for Certified Pricing Manager in Pharma. Our Clients include a range of international industry leaders, growth companies and start-ups, that we typically assist in:

- Estimating directional price points and reimbursement for innovative treatments in clinical development
- Developing EU + UK regional and country-specific pricing strategies to support launch of innovative and generic products
- Optimizing launch sequence and assessing opportunities for Managed Entry Agreements
- Assessing risk of International Reference Pricing and designing risk-mitigation strategies

Our advisory activities are complemented by design and execution of primary pricing research, consisting in the involvement of clinicians and payers in specific EU + UK countries.
Our incubation business consists in relentlessly seeking the high potential, under-the-radar scientific opportunities from our home R&D ecosystem in Italy. We assist selected ventures by providing managerial capabilities, connection to industry partners / investors and pre-seed investment. Development stage of selected ventures ranges from early preclinical drugs to EU marketed devices or food supplements.
Ventures we are currently assisting offer innovative technologies in the areas of:

- Senolytics
- Targeted Oncology
- Immunomodulation
- Surgical Ophthalmology
- Advanced Nutrition

On behalf of our ventures, we seek partners willing to:

- Co-invest in or co-execute technology development programs

Commercialize technologies in the US market

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Founded in year 1971 by a group of chemists, our company is independently owned and operated, shareholders of our Group are 100% the founders' family members: 4 generations entirely focused on developing niche skincare products and medical devices Class 1, tailor-made solutions which can really match each individual's necessity, unique Made in Italy masterpieces. We always look after the best quality: green formulations, inspired by the botanical world, with a mash up of long years technical knowledge and experience. Our formulations are developed in cooperation with national and international scientific institutes, and we are particularly proud to be part of the ExCornsEEd project, working in the separation, fractionation and isolation of biologically active natural substances from corn oil and rapeseed meal side streams, to be used in food, specialty chemicals and cosmetic markets.

This project has received funding from the Bio Based Industries Joint Undertaking under the European Union's Horizon 2020 research and innovation program under grant agreement n°792054 (www.excornseed.eu). Aim of our presence at the Bio Usa 2021 is not only to illustrate the results achieved so far by the project, but also to exploit potential new uses of ingredients obtained from recycled sources, for a circular beauty enrichment and further developments.

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EVVIVAX is a Biotech Company created in June 2016 as a spin off from Takis, a Biotech created by a group of scientists previously part of Merck Research Laboratories (MRL). EVVIVAX pursues the discovery and development of innovative Veterinary Vaccines based on a DNA platform technology, leveraging on its strong track record in drug discovery. EVVIVAX' frontline candidates are two therapeutic cancer vaccines for canine tumors: a) Tel-eVax, targeting Telomerase (TERT), a key molecule in Oncology. b) Erb-eVax, against HER2/neu oncogene, a well-known and validated target in Oncology. Recently in collaboration with Applied DNA Science (Long Island, NY) EVVIVAX developed LineaCOVID-19, a vaccine against SARS-CoV-2 for cats and minks, currently in clinical trial.

EVVIVAX business strategy for the next 5 years is: 1) to develop marketed products in USA and then in Europe; 2) license out the products to Pharma/large Biotech companies, in exchange for upfront, success-based milestones.

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Hassisto

Hassisto, italian spinoff of CNR National Research Council , develops ehealth domestic platforms acting as system integrator for different devices / applications.

The result is a non-invasive modular architecture that uses mainly, but not only, bluetooth wearable devices. Data acquired is transmitted to the server of the hospital / sanitary structure. Machine learning Artificial Intelligence algorithms analyze the contest and transform data into useful information. Info are then accessible to doctors, nurses and caregivers.

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Hospitex International is an innovative start-up based in Italy since 2015, developing, manufacturing and commercializing original solutions for the In Vitro Diagnostics market with a special focus on new technologies such as Liquid Based Cytology, Digital Pathology and Molecular Diagnostics Our human resources have 50 years of experience in the world of diagnostics. We have experienced all markets development creating product and process innovations, always remaining at the forefront of the technologies of the sector. Our laboratories continuously develop products and conceive patents to bring innovation to the world of diagnostics. Our mission is to make diagnostics instruments that help to detect diseases. Our vision is to become a major player in innovative IVD solutions. Our value is to make diagnostics accessible to the whole world population, focusing on technology edge, bringing to market the latest, most cost-effective diagnostic solutions. In order to do this, we create simple, innovative and effective tools. SIMPLE, because they must be easy, cheap and accessible to anyone. INNOVATIVE, to ensure maximum productivity and versatility in any laboratory. EFFECTIVE, because they must always guarantee the highest quality standard on the market. Our new generation of products for Cytology and Molecular Biology include proprietary Liquid Based Cytology line CYTOfast based on standardized centrifugation and LabChip-based nearly POC solutions for molecular diagnostics including COVID-19 detection. CYTOfast represents the simplest, cheapest and most innovative cytological diagnostic system in the world, guaranteeing high quality standard thin layer preparations and the highest image reliability on the market, as well as providing a representative, filter-free, standard, thin layer and complete cluster configuration for perfect reading. Coupled with a Digital Microscope as certified complement for image acquisition, CYTOfast Cloud System is the only standard system in the world that allows remote reporting with the highest level of reliability, even in the absence of the pathologist.

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IFOM – the FIRC Institute of Molecular Oncology

The IFOM cancer research institute, based in Milan (Italy), is a global scientific powerhouse in oncology research with 300+ scientist from 20+ countries and 30 research labs in Italy, India and Japan, and internal precision oncology and drug discovery units.

IFOM scientists lead research in DNA Damage Repair/Response, Mechano-Biology (how mechanical perturbations impact tumor cell properties during migration and immune activation), Cancer Cell Metabolism and Ageing/Senescence, applying also synthetic lethality approaches to identify and validate novel target genes. IFOM researchers publish ~120 papers/year with an average impact factor of 10.6. Our Scientific Advisory Board is chaired by Thomas Lindahl, Nobel Laureate in Chemistry. "Understanding cancer. The way to cure it." is the founding principle of research made in IFOM. To rapidly translate our research results in treatments for patients, IFOM relies on 1) its Experimental Therapeutics Program to develop small molecule drug candidates and 2) its Technology Transfer Office to forge partnerships for research collaborations and license agreements with the pharmaceutical industry and for start-up companies with venture capital funds.

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InSilicoTrials

Born in 2016, InSilicoTrials is a startup founded by a team of life science, cybersecurity and digital innovation experts, which aims to revolutionize healthcare through modeling & simulation. Today, the very long and expensive development and certification processes of new drugs and medical devices are becoming unsustainable. Simulation can reduce these costs up to 50% and greatly accelerate the go-to-market of new products. Regulatory agencies are pushing companies to adopt these practices, but many of these lack the IT infrastructure, expensive software, and high expertise needed to develop and use models. InSilicoTrials solves these problems by collecting the best models available in universities worldwide and then embedding them in a scalable IT platform, which makes it easier to find the right model, use it without specific knowledge and pay for the resources you use. This is possible because the InSilicoTrials team covers a broad range of expertise in IT and cloud solutions, scientific data management, pharmaceutical and biomedical R&D. All InSilicoTrials models are validated to support the product's approval by the regulatory. Scientists, researchers and clinicians can develop and run their own models or access the best models selected by the InSilicoTrials R&D team.

Simulation is a key factor to cut in vitro and in vivo testing costs, accelerate the go-to-market of new drugs, and also to create custom-made medical devices instead of the standard-size devices that are implanted today and frequently cause problems. InSilicoTrials is the first cloud-based platform that provides healthcare companies and researchers with easy-to-use tools to perform complex computational modeling and simulation for drug and medical device development. This cutting-edge technology can increase the quality of life of millions of patients by allowing cheaper treatments, bringing innovative drugs to the market in a shorter time, together with personalized cures and new solutions for rare diseases.

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LightScience is an innovative startup founded in Italy in January, 2020. The aim of lightScience is developing a Multiparametric Blood Analysis Portable System based on spectroscopy, cloud computing, and machine-learning based chemometric calibration models.Our multidisciplinary team and the modularity system already patented give us the chance to implement and customize the typesof analysis to be done based on different scenarios. Our proposal is structured in two solution families: myLAB, and MASSscan. We developed already the first use case for both the platform. From a drop of blood, myLAB pkYOU could deliver results concerning several analytes; among them, myLAB can sense Phenylalanine that is needed in phenylketonuria (PKU) management and actually performed only in several laboratories.

MASSscan Viral detection is capable to sense infectious agents, as SARS-CoV-2, from saliva. It is capable to determine carrier status of symptomatic and asymptomatic patients. Patients can perform by their own the sampling procedure, thus avoiding crowds and protecting healthcare professionals from contagion. For any further information, please visit www.lightScience.ai

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MASMEC BIOMED

Masmec Biomed designs and manufactures cutting-edge devices to make healthcare quality better for patients and work simpler for healthcare professionals.
It is a division of Masmec S.p.A., a company specialising in precision technologies, robotics, and mechatronics, which has been serving the automotive industry for decades. The division was born in 2007, by combining that expertise with intense research and other disciplines, such as biomedical engineering and biology.
At Masmec Biomed, a team of specialists with different backgrounds starts from identifying real needs and devises dedicated solutions for laboratory medicine on the one hand, and interventional radiology and surgery on the other, in order to boost prevention, diagnosis, and treatment of diseases.
As regards diagnostic and research laboratories, Masmec Biomed manufactures a range of automation systems, which allow increased efficiency, precision, safety, and rapidity. A flexible liquid handling platform automates nucleic acid extraction, PCR setup, next-generation sequencing library preparation, for example for the diagnosis of genetic diseases such as thalassaemia, the isolation of DNA and RNA related to bacterial and viral infections such as hepatitis and Covid-19, the non-invasive prenatal diagnosis. Masmec Biomed also develops automated systems for laboratory's specific needs, when standard automation systems are not able to meet them. They can be simple and compact workstations as well as complex total laboratory automation systems.
As for interventional radiology and surgery, Masmec biomedical division offers navigation systems that provide doctors with real-time visual guidance during procedures, so they can operate with more accuracy and less invasiveness in comparison with traditional methods. Underlying all this is continuous investment in research: Masmec Biomed has numerous registered patents, carries out regional, national, and European research projects, and teams up with highly skilled partners coming from academia, scientific centres, and industry.

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We are an international business law firm based in Milan, established in 1965. Our firm comprises a multi-disciplinary practice of lawyers and tax accountants, with a diverse range of skills and backgrounds. Our team includes dual-qualified Italian and English lawyers together with Italian Dottori Commercialisti (qualified tax practitioners). Many of our clients are fast growing and several are leaders in their industry sectors.

With established relationships with selected law firms in important business centres across the US, Europe and Asia, we provide our clients with a combination of in-depth local knowledge and a unique global perspective. We are organized around the following practice areas: corporate and commercial (including M&A), corporate compliance, banking and finance, insolvency and restructuring, tax, life sciences, project finance, employment, administrative law and real estate, litigation and arbitration, and intellectual property.

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NTP

NANO TECH PROJECTS

DIGITAL IMAGING

NTP Nano Tech Projects is a young italian company based in the Marche and Trentino Alto Adige region, which operates in the biotechnology and nanotechnology sectors. In particular, NTP is oriented towards research and development, as well as the creation of solutions and products for optical detection in the biomedical field. The general project promoted by NTP has the ambition to support and encourage new processes of reorganization and optimization of healthcare facilities. NTP ha developed three main products from a base modular platform called NED (Nano Eye Device): NED DP: It represents the latest generation of tools that allow you to optimize the connection processes between remote hospitals in an optic of Digital Pathology. The sharing of diagnostic images in real time on a local and geographical data network represent the new frontier of telemedicine. The remote control of the NED-DP and the high definition of the images allow an urgent diagnosis with precision and with the possibility of having a second opinion. NED DH: The NTP's Hematology solution that wants to be the ideal tool to connect peripheral sampling centers with hub hospitals where hematology specialists reside, who can thus check, verify and validate the incoming data from automatic counting systems. NED VD: It was created with the aim of detecting the presence of viruses in a sample under examination. The NED-VD focuses on the design of new generation biosensors based on the use of nanoparticles and microarrays, both developed on patient needs. At present in NTP we have designed a microarray capable of detecting up to 20 different genotypes of the Human Papilloma Virus (HPV) and an innovative detection system of the intact SARS-CoV-2 virus. Our patented is a globally recognized technology.

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OLON is an Italian company world leader in the Active Pharmaceutical Ingredients (APIs) production, using synthetic and biological processes for Generic market as well as in Contract Development and Manufacturing (CDMO). With a 2020's Turnover of 530 Mio$, OLON supplies 34 Chemical Intermediates and more than 295 APIs for the Generic market. Thanks to all the 2.200 employees, and to highly qualified R&D team – more than 200 people – OLON can offer complete integrated packages and services to support the full development of APIs based on strong knowledge in both Chemical and Biological process, all of them under a full cGMP and regulatory coverage – holder of about 160 active US DMFs and 79 granted CoS. Always considering human safety and environmental security, OLON handles different and not-common manufacturing process technologies, such as Fluorination, Carbonylation and Fermentation – combined with chemical synthesis to produce APIs for the majority, proteins, high-value small molecules & microorganisms (application in pharma), food, feed, and other bio-industrial markets. Headquartered in Rodano (Milan, Italy), OLON has 11 manufacturing facilities - 8 located in Italy, 1 in Spain, 1 in USA and 1 in India, designed in compliance with the strictest international requirements, and 3 branch offices in Hamburg (Germany), Florham Park NJ (USA) and Shanghai (China).

Relying on an experience gained over more than 50 years, OLON Biotechnology Center represents one of the most extensive know-how of microbial fermentation in Europe. Expertise and competence are combined with great flexibility at different levels related to the knowledge of various microorganisms and fermentation processes. Our flexibility also reflects in the isolation and purification steps because we can rely on 20 different downstream plants. Furthermore, OLON Biotechnology Center can count on a great internal engineering expertise. Our global footprint led us to be one of the first Italian companies producing via microbial fermentation for third parties globally, thanks to our size and capacity - 4,500m3

In terms of capabilities and know-how, Olon is one of the first companies worldwide producing with microbic fermentation for third parties, in terms of volumetric capability and experience.

The Group offers solutions for one of the widest ranges of proteins, enzymes, peptides, recombinant-technology products, for many life-saving therapeutic treatments, including anticancer, chronic disease and others.

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REITHERA

ReiThera is a biotech company dedicated to the development, GMP manufacturing and clinical translation of genetic vaccines and medicinal products for advanced therapies. The company has a long-standing expertise in the development of scalable processes for viral vector manufacturing, supported by a cGMP facility inclusive of filling suite and quality control laboratories.
Relthera has a business model which includes the development of an internal pipeline of products based in the use of viral vectors for gene delivery and also operate as CDMO offering process development and GMP production services. In this context, ReiThara bases its core capacity in a state-of-the-art facility including stirred-tank bioreactors supporting a working volume at the scale of 200L, 1000L and 2000L for production in suspension and fixed bed bioreactors with a surface up to 30 m2 for adherent growth of the cell substrate.
ReiThera is welcome to meet companies interested in exploring the possibility of performing process development and GMP productions at ReiThera.

ReiThera is also developing GRAd-COV2, a vaccine against the SARS-CoV-2 based on a novel and proprietary replication-defective simian (gorilla) adenoviral vector called GRAd encoding the full-length coronavirus spike protein. The vaccine was tested into a phase I clinical trial involving 90 Healthy Volunteers including Adult and Elderly. In the study the vaccine has demonstrated to be safe and well tolerated in all the dosages tested. ReiThera's vaccine is currently under investigation in phase II double blinded, placebo controlled clinical trial. The marketing registration procedure is expected to be activated after summer 2021. Because of that ReiThera is welcome to meet potential partners interested in learning more about the vaccine program.

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remembrane®
culturing the future

Remembrane designs and manufactures Refeed®, membrane-targeting lipid supplements able to boost key performance parameters of most cell culture applications. Refeed® lipid supplements can be used with any cultured cell type (Bacteria, Yeasts, Plant cells, Mammalian cells) and with most cell culture applications.

They are able to increase biomanufacturing yields (molecules, proteins, viruses, etc.) and cell therapy quality. Refeed® lipid supplements are available off-the-shelf or can be customized to a specific scope, protocol, cell type. They have a high-quality standard, being GMP-grade, animal-derived-component free, protein-free.

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S.A.F.AN. BIOINFORMATICS (Structural.And.Functional.Analysis) is based in Turin, Italy, and focuses on chemoinformatics and structural bioinformatics research. Our computational technology enables faster and more efficient drug-related chemoinformatic research. Ours is one of the most innovative and effective computational profiling technologies anywhere, supporting initial drug discovery and repositioning and greatly reducing costs for our customers. We are well on our way to deliver predictions so reliable, that no further experimental tests will be needed. Our expertise and software builds on our participation in European applied research projects, partnering with some of the most prominent pharmaceutical and biotech companies in Europe and participating in EU-funded research and innovation projects. In 2020 S.A.F.AN. BIOINFORMATICS was an integral part of the research of new antiviral compounds to fight the COVID-19 pandemic. We are participating in the JEDI (Joint European Disruptive Initiative) Billion Molecules against Covid19 Grand Challenge, launched in May 2020 to seek to ultra-fast-track the route to a therapeutic treatment, which is, with vaccines, the only exit from the current global crisis. S.A.F.AN. BIONFORMATICS was one of the 130 teams, representing more than 500 scientists coming from the best institutions in the world, participating in it. After several rounds of selections, S.A.F.AN. BIONFORMATICS was one of the 18 teams whose results proceeded to experimental validation. In parallel, we collaborated with a French biotech company looking for compounds fighting the COVID-19 virus by different mechanisms. In both cases compounds are under experimental evaluation. Our technology, coupled to our know-how provides:

- new targets for potential therapeutic molecules
- potential off-targets
- modelling of the biological mechanism of compound interactions
- guidance to plan future experiments.

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Sensosan
A new wellbeing.

Our mission is to improve the well-being of people.

Our start-up was born in 2020 during the pandemic in Rome and at the Innovation Hub – Polo Meccatronica of Rovereto.

It is composed of an entrepreneurial and research team with experience and actively collaborates with Fondazione Bruno Kessler, University of Trento, Catholic University of the Sacred Heart and Luiss University for research and development activities.

We started now with Sensosan S1, the only patented technology in the world that allows to automate the sanitization of environments and surfaces today carried out through qualified personnel and allows the certification of sanitization of the environment and surfaces today issued only by facility and cleaning companies. S1 covers a space of 100sqm that can be implemented by adding additional S1 for every 100sqm ensuring the certification of environmental sanitization and surfaces.

The company is implementing Sensosan S2, a patented mobile robot that allows the sanitization of environments in a constant, continuous way, certifying the sanitization of environments and surfaces without human intervention while allowing:

- the collection of environmental parameters by intervening directly and advising people on the actions to be carried out to promote their improvement
- the collection of vital parameters by reporting through an anonymization of the data any problems encountered to the manager in charge of the management of any critical issues

In support of S1 and S2 technologies, the company is implementing the research and development of specific molecules for the activation of brain plasticity and neurogenesis in particular for the reduction of anxiety, the reduction of panic, the reduction of stress and the improvement of sleep for the realization of the specific Functional Fragrances for the psychic and physiological improvement of people.

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LINK

sestre
nutraceutical supplements

SESTRE is a young company established in November 2017, founded by Sabrina, pharmacist, and Silvia, specialized in Human Nutrition.
They believes strongly in the combination between balanced diet and correct integration so the company's core business is based on the research, development and marketing of Food Supplements.
The supplements of the SESTRE line use natural extracts of the Mediterranean Diet, concentrating active molecules with proven pharmacological activity.
Its origin is exclusive to the Mediterranean area.60% of the extracts used are patented.
Its formulation is designed taking into account nutritional deficiencies on the basis of the reference intake levels.
Its business model plan to introduce tailor made supplements and cosmetics to always better suited to the patient's needs.

COMPANY

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LINK

Silk Biomaterials is a clinical-stage regenerative medicine company. We are developing several innovative technology platforms based entirely on natural silk fibroin, which allow for the creation of various solutions for endogenous tissue repair and regeneration.

Silk is one of the most renowned and ancient materials used in medicine. In its raw state, silk consists of two main proteins, sericin and fibroin, with a glue-like layer of sericin coating two singular filaments of fibroin. Silk fibroin is fully biocompatible and promotes cell proliferation by also stimulating in-vivo tissue regeneration. Depending on the technology used, it provides a unique combination of outstanding biological and mechanical properties. Silk Biomaterials has several assets under development, such as vascular graft, bone graft substitutes, rotator cuff repair, drug release, and a first-in-human study on nerve repair that is currently ongoing at the University of Zurich, Switzerland.

OUR VISION AND MISSION

We are driven by the desire to innovate and redesign therapeutic approaches to help improve people's sensory perception and everyday functional activities that define the quality of the life they live. Our strongest goal is to remodel the way in situ tissue engineering is performed, disrupting the solutions through which regenerative medicine is delivered to patients, by using the most natural and renowned biomaterial.

OUR PHILOSOPHY

We believe in commitment, effort and goodwill to establish long lasting and trustful relations. We truly think the secret of success is preserved within the people we work with and for this reason we invest in the well-being and development of our team. Our values and ethical approach are strongly perceived from the outside as a must to work together to improve the lives of others, creating wealth based on scientific progress.

COMPANY

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LINK

Harnessing the immune system to fight cancer

Takis is a biotechnology company based in Rome, founded in 2009 by a group of scientists from Merck Research Laboratories (MRL) to develop cancer immunotherapy solutions, aiming to the generation of therapeutic vaccines.
The group has more than 10 years of experience in drug discovery and is recognized for the conception and implementation of a number of innovative technologies with the goal to improve in vivo gene transfer, regulation of gene expression and immunogenicity.

Takis has developed a proprietary vaccine technology based on DNA ElectroGeneTransfer to induce potent immune responses against a variety of Antigens. POC of the technology successfully achieved for Cancer Vaccines in Veterinary applications and Phase 1 trials in humans.Takis has a diverse pipeline of projects based on DNA ElectroGeneTransfer ranging from Cancer, Malaria, and monoclonal antibodies. COVID-eVax is a vaccine against COVID-19 currently in PhaseI/II clinical trial planned to go on the market on 1Q22.

COMPANY

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LINK

Vera Salus Ricerca (VSR) is a well-established technology discovery company, specialized in biomedical research applied to the development of innovative products in the drug and food industry. VSR has recently launched the Dream Factory Project, which exploits company unique operations to implement a new business model based on innovation transfer, transversally to other biotech companies. The core of this Project is represented by VSR's proprietary compound platforms Flav-X, semi-synthetic small molecules derived from Flavonoids, and Natur-X, a natural compound collection from plants and fruits. Flav-X and Natur-X are unlimited chemical libraries conceived to support the innovative design of drugs or food ingredients for novel, powerful technologies.

Leveraging on its innovative operating model and international, multidisciplinary expertise, VSR generates specific, tailor-made innovation and confers diversification and profit-gains to client companies. Potential stakeholders interested in working with VSR include private investors, biotechs from food and nutraceutical sectors and pharma companies.

COMPANY

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LINK

BIOINDUSTRY PARK
SILVANO FUMERO

Bioindustry Park "Silvano Fumero" is a science and technology park located in the Piedmont region, near Torino. It has acted as system integrator for the development of Life Sciences in Piedmont since its creation in 1998. The mission of the Park is to promote and develop research in Life Sciences sector hosting and supporting companies, start-ups and research institutions of the chemical, biotech, pharmaceutical, diagnostic, medtech and digital health fields.

The Park offers a full range of solutions and support services for the creation and development of life sciences and health care start-up and spin-off companies through facilities, scientific and business support services. It is the managing company of bioPmed, the healthcare innovation cluster of Piedmont that involves private and R&D organisations related to biotech and medtech sectors. BioPmed is dedicated to bio and medical technologies which gathers about 100 companies, research centers and academic institutions.

INVESTMENT OPPORTUNITIES

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BIOTECNOLOGIE AVANZATE

CEINGE-Biotecnologie Avanzate operates in the field of molecular biology and advanced biotechnology applied to Human Health. It is an excellence in Italy and abroad for the Research and Diagnostics of genetic diseases (hereditary and acquired). It is a High Education Center for new generations of researchers and scientists and is one of the fundamental hinges for the development of the "biotech" sector in the Campania region.
CEINGE is a non-profit consortium company, with entirely public capital, founded in 1983 by professor Francesco Salvatore, biochemist, Emeritus of the Federico II University, Member of the Accademia Nazionale delle Scienze (detta dei XL).
Today it counts among its members the University Hospital Federico II and the University of Naples Federico II.
The main areas of competence of the Institute are:
- Advanced molecular diagnostics of genetic and hereditary diseases
- Extended Neonatal Screening of Hereditary Metabolic Diseases
- Research in the field of molecular biology and advanced biotechnology
- High-tech services supporting research in areas of expertise also accessible to SMEs, based on latest-generation genomic and post-genomic technology platforms
- Higher Education in advanced biotechnologies and molecular medicine
- Promotion and dissemination of scientific and technological culture to foster exchanges of knowledge between organizations linked to the research sector and for the development of biotechnologies
- Technological transfer, in the sectors of interest, also through the creation of company spin-offs
- Production of goods (prototypes, reagents, fine chemicals, pharmacologically and biologically active molecules, on a small scale) in the field of advanced biotechnologies

CEINGE carried out its activities until 2004 in a pilot laboratory, made available by the University of Naples "Federico II".
From 16 April 2004 it is located in the current building, located in Naples, in Via Gaetano Salvatore 486.
The building stands on a land owned by the University "Federico II" of Naples and has a total area of over 8,500 square meters. It consists of bodies of structurally independent factory, articulated on three levels. In total are placed in the building of CEINGE, 16 Research Laboratories and Diagnostics of about 90 square meters each, can accommodate up to 15 operators. The laboratories are equipped with service spaces equipped with scientific equipment for common use, infrastructure facilities and technological platforms. There are also meeting rooms available to researchers, for lab-meetings and offices for Principal Investigators. The building has a 120-seat Congress Hall, a library and a multimedia classroom.

INVESTMENT OPPORTUNITIES

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LINK

Fondazione Ri.MED

Fondazione Ri.MED was founded by the Italian Government as an international private-public partnership. Its mission is to develop biotechnological and biomedical translational research approaches, disseminate scientific knowledge and train highly qualified professionals in the Life Science sector. Ri.MED translational research is focused on the complementary integration of resources and skills of different matrices: basic research, preclinical research and development of new therapies, medical devices and biomarkers, and finally clinical trial. It is thanks to the nature of the founding partners, especially the Italian National Research Council (CNR), the University of Pittsburgh and the University of Pittsburgh Medical Centre (UPMC), that the Foundation has been able over the years to develop truly translational research programs. Thanks to the strategic partnership with the IRCCS ISMETT, it has been possible to foster multidisciplinary projects in the field of regenerative medicine and cellular therapies including the creation of a GMP cell factory to support clinical trial. The research in Ri.MED follows three main approaches: tissue engineering and more in general bio-engineering, drug discovery and vaccine development, and finally regenerative medicine.
The focus of the three approaches is on therapeutic areas such as oncology, aging, neurodegeneration, infectious diseases and organ failure diseases.

INVESTMENT OPPORTUNITIES

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REGIONE CAMPANIA

Campania is the largest region in Southern Italy, with a population of 5.7 million inhabitants, hosting one of the top 3 metropolitan areas in Italy, Naples. The GDP is valued at EUR 107,8 billion (6% of Italy's GDP) with EUR 12 billion of exports. The Campania region has an excellent transport network - that includes highways, railways, airports, ports and intermodal logistics facilities – that connects it with the world and makes it a natural bridge between the EMEA countries. The life sciences sector is one of the leading sectors of the Campania economy; showing a very positive growing performance during the last 13 years.

The large number of international companies and the network of centres of excellence located in the area, contribute to create a competitive environment. Over 1300 companies are based in the region (62% active in research field; the others in production (mainly) of medical instruments (64%) and of basic pharmaceutical products (16%). The 80% of the companies in the region are start-ups and small companies with less than 10 employees; but 4% of companies already have more than 100 employees. Research and development expenditure in Campania amounted to EUR 1,404 billion.

In the region there are 5 Universities that offer over 30 courses in the field of Life Sciences. 48.000 are the students in the field of sciences (10% out of the total in Italy for medicine and 11% for pharmacy and chemicals). Campania Bioscience Technology District is a regional cluster set in Naples gathering together competences and facilities in the fields of Health, Biotech and Agri-food; that supports technology transfer and international networking. The network of research centers of Campania has become an important element in its attractiveness for researchers from all over the world.

Above all the major research centers of Campania we find the TIGEM, an international excellence in the Cellular Biology, Genomic Medicine, Molecular Therapy, the CEINGE that operates in the field of molecular biology and advanced biotechnologies applied to human health, BIOGEM, ProdAL, BIOTEKNET, the Center for Advanced Biomaterials for Healthcare (IIT) and 6 institutes of the National Research Council (Cnr). Financial and tax incentives are available in the region, in particular for manufacturing projects, with the highest level of incentives in Western Europe – up to 25% of the investment for large groups, up to 45% for small companies, research & development projects.

INVESTMENT OPPORTUNITIES

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Lazio is the Region of Rome. It boasts a geopolitical position of global importance, in the heart of Europe and at the center of the Mediterranean region, a crossroad towards the Middle East and South-East Asia.

Lazio at a glance:

- Lazio is the 2nd Italian Region for Gross Domestic Product (GDP) with 198 BN euros, contributing to 11.2% of Italian national GDP (2018). It is one of the most important R&D systems in Italy.
- GDP per capita is equal to € 33.600, above the Italian and the EU average. Lazio is the sixth Italian Region in terms of GDP per capita.
- Lazio is the location of important industrial and multinational groups with their own R&D centers, and the Italian Region with the highest level of specialization in manufacturing and in high-tech knowledge intensive sectors.
- Lazio's share of exports in global leading sectors is twice the national average (in percentage terms 72% vs 32%).

Lazio Pharmaceutical Industry

- Lazio is the 2nd Italian hub and one of the most important in Europe for the life sciences industry, with relevant international players and highly innovative local SMEs linked with the national public research network.
- Lazio is at the top in Italy and Europe for production efficiency and is the 2nd Region in terms of number of biotech companies and turnover in Italy. Over the last five years, Lazio has recorded an increase in its share from 17% to 21% in terms of investments in biotech.

Lazio Region, through Lazio Innova, coordinates LAZIO HEALTH TECHNOLOGICAL CLUSTER (DTB), which was established in 2008 and is one of the founding members of the Italian National Technological Cluster of Life Sciences ALISEI.

LAZIO INNOVA SpA, the Regional Development Agency of LAZIO REGION is focused on Innovation and Internationalisation. LAZIO REGION, through LAZIO INNOVA, invests either directly in local innovative startups and SMEs equity or through selected Venture Capital operators. Lazio Region - with Lazio Innova - welcomes foreign private investors to participate to the Regional entrepreneurial ecosystem growth.

INVESTMENT OPPORTUNITIES

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LINK

Regione Lombardia

Lombardy is the most developed Italian region in the lifescience sector, both considering the production value and the number of employees. The whole industry has an impact on the national total, which is equal to the 31% of production, 25% of the value added and 20% of employment, with a value of production of € 63.4 bln and a value added of € 45.8 bln.

Among the top 4 regions in Europe, together with Cataluña, Baden-Württemberg e Île de France, Lombardy counts €500 millions spent in R&D (1/3 of the national total), 303 experimentations conducted (32.9% of the national amount) 6,270 scientific papers published. Lombardy is home to around 430 lifescience companies, especially SMEs, but there is also a strong presence of major multinationals, like Novartis, Sanofi and Bayer. The area also host over 250 private and public hospitals and clinics. 33% of the Italian registered patents originates from here and the Region boasts the highest number of innovative startups (3,135).

Lombardy's territory boasts several innovation centers, in charge of coordinating the lifescience networks, and carry out relevant researches and development projects.

The sector is represented locally by Cluster Lombardo Scienze della Vita. Founded in 2015, it includes 106 members and brings together private and public players in different lifescience areas of activity, with the goal of promoting the progress of the sector, favor internationalization and encourage the creation of new business opportunities.

One of the main flagship initiatives located in the area is MIND - Milano Innovation District, one of the most advanced infrastructure at the European level. MIND is a 1 mln sqm district entirely dedicated to innovation and research, capable of attracting international excellences and promoting Italian technology and culture in an extraordinary location with a 60,000 daytime population at its full capacity. The site offers offices, co-working spaces, laboratories, university departments and commercial facilities for Life Sciences, Food, Energy and Tech companies willing to set up in an ecosystem rich of innovation and contamination opportunities. Furthermore, Milano Greater Area is home to other initiatives of excellence able to attract foreign investments and talents. The second largest project after MIND, Openzone is a scientific park dedicated to Health created by the pharma company Zambon geared towards open innovation and research. With its 23,500 sqm of office space and 10,500 sqm of laboratories, OpenZone is home to 29 organizations, including some of the world's foremost biotechnology, pharmaceutical, and advanced gene therapy companies, such as ACGBiologics, EryDel and Axxam. The site will expand to a total area of 37,000 sqm in 2021 providing spaces for up to 1,200 people.

INVESTMENT OPPORTUNITIES

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REGIONE PUGLIA

Puglia Sviluppo S.p.A. is a regional government agency which manages incentives for business investments and provides assistance to potential investors, guiding them step by step through the process of investing in Apulia. Apulia is a region in the South-east of Italy which presents itself as an ideal location for “smart” businesses and business investments.

Apulia is a welcoming, creative, sustainable and dynamic region, with an ever-increasing international standing, which offers significant advantages to potential investors: a strategic geographic location; an efficient transportation network; a young and skilled workforce; high level of investment in research and training; a great quality of life; an attractive range of business incentives which is managed directly by Puglia Sviluppo S.p.A.

Apulia plays a leading role in the pharmaceutical sector in Italy and is one of the main regions for exports, thanks to the presence of multinational companies which have located manufacturing plants and research facilities in the region.

Sinergy between private and public research institutes is advancing research and encouraging the creation of local hi-tech start-ups that can industrialize research results and bring patents to markets in areas such as biotechnology drugs, gene therapy, somatic cell therapy, tissue engineering, biomarkers, drug discovery and drug delivery, advanced diagnostic, bioinformatics.

The region has also gained recognition as a centre of excellence for precision medicine, with the recent creation of the national Hub for precision medicine, TecnoMED which carries out innovative research into cancer and neurodegenerative diseases, based on nanotechnologies.

Puglia Sviluppo works to identify and support potential investors who are looking for an attractive business location in Italy or investment opportunities in the healthcare sector.

In addition to opportunities for greenfield investments within the region, there are interesting opportunities for investing in or partnering with local companies developing new products and technologies for the healthcare sector.

INVESTMENT OPPORTUNITIES

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invest in tuscany

Tuscany is home to a vibrant Life Sciences and Med-Tech Cluster: 7 Universities, around 115,000 students and +20,000 graduates in STEMs, nearly 350 companies, 16,000 employees, 19 main manufacturing plants, 8,6€B turnover and 2€B of export. Focus areas are: immunology/vaccines, oncology, cardiovascular, neurology and biorobotics.

Tuscany has always been the land where tradition and innovation move forward, hand in hand, mutually strengthening each other. Culture and landscape have transformed this region into a cradle of beauty, excellence, creativity and know-how. All strengths that can be turned them into opportunities to foreign investors.

Invest in Tuscany is responsible for promoting Tuscany as a key investment destination, presenting itself as a "one-stop-shop" to potential investors, capable of listening to needs, providing information, seeking areas for new installations, coordinating internal and external administrative paths and creating contacts with local partners (suppliers, universities, public bodies).

In Tuscany, there are currently 785 companies belonging to 573 foreign-controlled groups (59% EU, 17% North America, 9% East Asia). At the sectorial level, 29% of them belong to the manufacturing sector and 20% to the wholesale sector. The foreign-controlled companies generate a total sales revenue of almost 28 billion euro and have approximately 62,000 employees. The top foreign investor is the United States of America (144), followed by France (130) and the United Kingdom (73). However, in terms of sales revenue, France is number one, with over 9 billion euro, followed by the United States (almost 4 billion). France is also in the lead with regard to workforce, with over 20,000 employees.

INVESTMENT OPPORTUNITIES

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