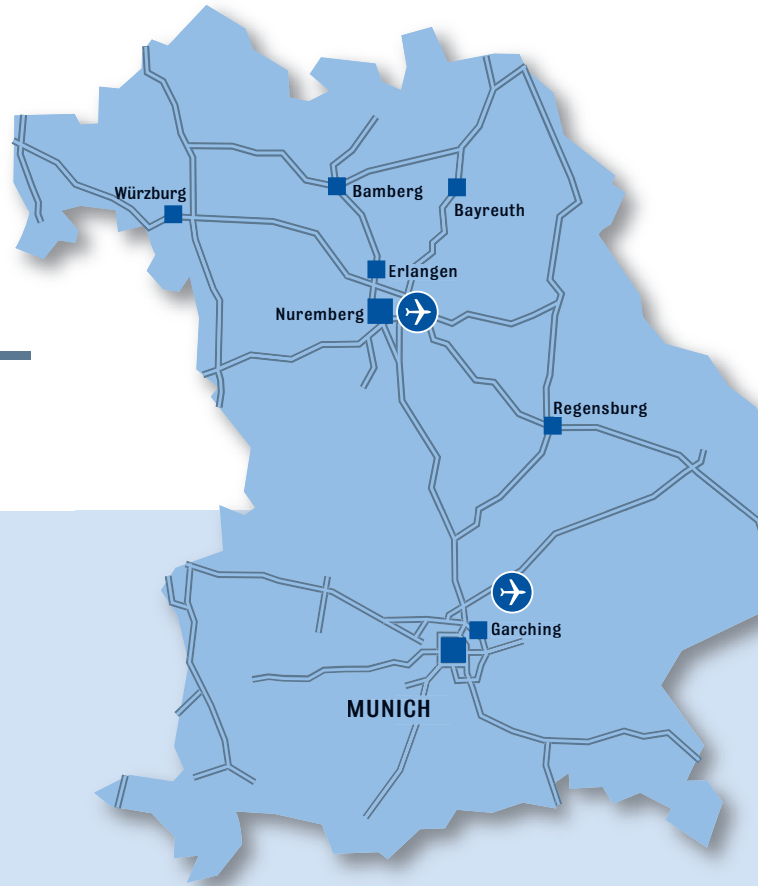


[www.invest-in-bavaria.com](http://www.invest-in-bavaria.com)

# *Invest* Growth through *in Bavaria* Medical Technologies



# Grow in Medical Technologies – Grow in Bavaria



**Ideally positioned**

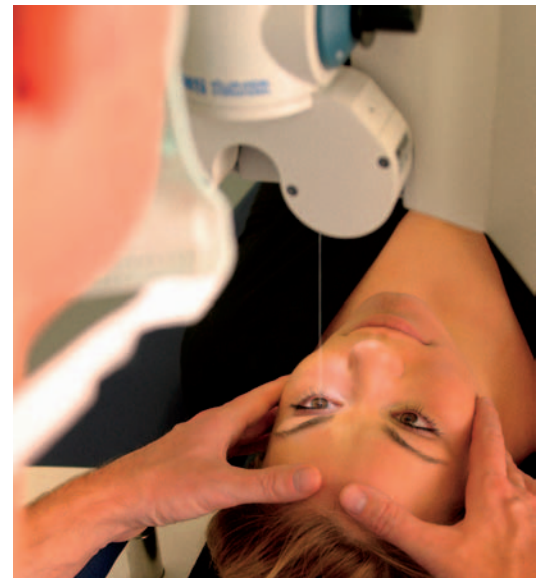
## **Traditionally innovative**

Medical technology: an integral part of the health care sector and a market of growing importance—in Germany and world wide. Bavaria provides an optimum location for a MedTech base:

Of the world leaders in medical technology and pharmaceutical sales, several maintain a base in Bavaria. They include such global players as Siemens Medical Solutions, Baxter, GlaxoSmithKline, Novartis Pharma and Roche, not to mention General Electric with its European research center in Garching. With over 250 predominantly medium-sized companies, Bavaria combines the corporate expertise in medical technology above and beyond most other regions in Europe.

Bavaria employs a highly qualified workforce of some 47,000 in the medical technology sector. Their achievements attest to their skill insofar as Bavaria accounts for over 60% of the electro-medical equipment production and 30% of the entire medical equipment output in Germany.

The export quota of the medical technology industry in Bavaria is approximately 70% (primarily medical instruments and orthopedic devices), with over 60% in medical and control technology collectively.



**Combined Knowledge**

Bavaria maintains several centers for the advancement of innovation. Not only does Europe's "Silicon Valley" lie in Bavaria, but also the "Medical Valley" has found settlement here.

- **Comprehensive:** internationally-renowned expertise in the fields of imaging technology, plus virus and pharmaceutical research—Erlangen/Nuremberg. [www.erlangen.de](http://www.erlangen.de), [www.wirtschaft.nuernberg.de](http://www.wirtschaft.nuernberg.de)
- **Clustered:** Clinics and institutes connected to the Munich universities, Max-Planck Institutes, GSF (National Research Center for Environment and Health conducting research in the area of life science), and the DLR German Aerospace Center (minimally invasive, computer aided processes, materials and process systems, telemedicine)—Munich [www.wirtschaft.muenchen.de](http://www.wirtschaft.muenchen.de)
- **Connected:** A telemedical network linking hospitals to university clinics; Center for Applied Biomedicine—Regensburg [www.regensburg.de/wirtschaft](http://www.regensburg.de/wirtschaft)
- **Combined:** Centers specializing in biomaterials, implants and MRI; joint research projects between the universities of Erlangen and Bayreuth—Wuerzburg [www.wuerzburg.de/wirtschaft](http://www.wuerzburg.de/wirtschaft)



**IP with IQ**

Bavaria is home to the German Patent & Trademark Office, the European Patent Office (EPO), the Fraunhofer Patent Center for German Research PST, the Max-Planck Institute for foreign and international patents, copyright and competition laws and the headquarters of Fraunhofer and the Max-Planck-Societies, among others.

Bavaria's centers for innovation offer new businesses the potential to combine creativity with state-of-the-art technology and existing know-how, tailored specifically for the needs of MedTech companies:

- **GATE** in Garching [www.gategarching.de](http://www.gategarching.de)
- **BioMed/ZmK** in Würzburg [www.wuerzburg.de/biomed](http://www.wuerzburg.de/biomed)
- **IZMP** in Erlangen [www.izmp-erlangen.de](http://www.izmp-erlangen.de)



### **Networks that work**

With the "Forum Medizintechnik und Pharma," Bavaria offers all players in the health care sector:

- a universal information platform within an interdisciplinary network
- comprehensive cooperation arrangements within technological and industrial sectors
- a current overview and transparency for R&D and services in Bavaria

Telemedicine, generation research, biological materials and minimally invasive technologies take priority.

[www.forum-medtech-pharma.de](http://www.forum-medtech-pharma.de)

The forum's information network of over 460 members facilitates the use of synergies beyond Bavaria's borders. Innovative ideas are analyzed by experts (developers, manufacturers, users, physicians and sponsors), brought together and immediately applied to new projects.

BioMedTec Franken, the Franconian network of cooperation among the Universities of Bayreuth, Erlangen-Nürnberg and Würzburg

- combines the resources of this internationally ranked region for biomedical and medical technologies
- supports the formation and settlement of innovative firms
- provides valuable contacts to academic and industry partners of the pharmaceutical, biotech and medical technology sectors. [www.biomedtec-franken.de](http://www.biomedtec-franken.de)

### **Combined research**

Bavaria's research associations represent unique networks of scientists from the most diverse fields of high technology research, working together with the industry to further innovation for current needs. These are among the topics within the health care market:

- FORPRION — Bavarian Research Association for Prions
- FORTEPRO — Bavarian Research Association for Tissue Engineering and Rapid Prototyping
- FORIMMUN — Bavarian Research Association for New Strategies of Immunotherapy
- FORNANO — Bavarian Research Association for Nanotechnology

[www.abayfor.de](http://www.abayfor.de)



### **Enticing incentives**

MedTech ventures can be funded by the State's technology support programs and the Bavarian Research Foundation. Investment projects are eligible to receive subsidies in certain regions. The LfA Development Bank of Bavaria provides low-cost financing with favorable interest rates. Bayern Kapital GmbH is instrumental in providing capital for the medical technology sector. Its contribution, plus that of tbg's (German acronym for Technology Participation Company) and other private investors, can triple the amount of investment assistance—up to 3 million euros. [www.forschungsstiftung.de](http://www.forschungsstiftung.de), [www.lfa.de](http://www.lfa.de), [www.bayernkapital.de](http://www.bayernkapital.de)





### **Premium Health Care**

Health care in Bavaria maintains a unique combination of hard and soft factors: a high level of patient care, high quality products and services of the medical technology and life sciences sectors; attractive offers for health care patients and tourists; ambiance and quality of life in one of the most delightful regions in the world:

- a leading biotech cluster in Europe—several innovative drug candidates in clinical development
- 400 hospitals of acute care—some 48,000 doctors and nearly 10,000 dentists—extensive inpatient and outpatient care (priority given to cancer, radiation, severe burns and high-risk newborns).
- 341 preventive medicine and rehabilitation centers—highly specialized and comprehensive with unique competitive advantages.
- 53 distinct health spas and resorts—every third German seeking wellness comes to Bavaria making us the market leader.

The achievement: Bavarian health care is highly reputed from Middle and Eastern Europe, to the Middle East and Arabic regions, to Russia and China.

The international airports of Munich and Nuremberg provide numerous direct flights to all these regions making business trips and patient visits more convenient.



## Beautiful Bavaria

### **Discover Bavaria's plethora of attractions:**

The Alps and their foothills, lakes and forests, castles, churches and historic towns make Bavaria uniquely attractive. Bavaria combines traditional Bavarian "Gemuetlichkeit" with urbane flair.

Hospitality comes natural to Bavarians. Experience the variety and artistry of its gastronomy, the camaraderie of traditional beer gardens and, of course, the world-famous "Oktoberfest."

Bavaria—where the pursuit of leisure knows no boundaries—be it skiing or sophisticated cultural museum, opera or gallery events.

**Live and work where others vacation—in Bavaria.**



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