



Federal Ministry
for Economic Affairs
and Climate Action



MITTELSTAND
GLOBAL
FOREIGN MARKET
ENTRY PROGRAMME



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Singapore-Malaysia-German Business Dialogue Pharmaceuticals & Biotechnology

German Delegation to Singapore-Malaysia
3th to 7th July 2023

Company Products and Services Catalogue

In collaboration with



Singaporean-German Chamber
of Industry and Commerce
Deutsch-Singapurische
Industrie- und Handelskammer

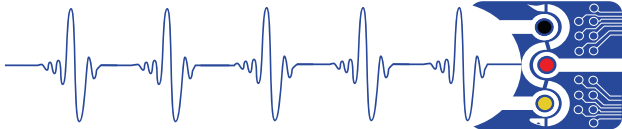



Malaysian-German Chamber
of Commerce and Industry
Deutsch-Malaysische
Industrie- und Handelskammer

Project of



German Business Delegation **Health Care Economics** Singapore Malaysia 3-7 July 2023



Medical-pharmaceutical biotechnology

German Companies

acCELLerate GmbH

anteris medical GmbH

Biofidus AG

BioVariance GmbH

CO.DON GmbH

curasan AG

Dr. Franz Köhler Chemie GmbH

Ethris GmbH

Finzelberg GmbH & Co.KG

Helixor Heilmittel GmbH

Synverdis GmbH

YUMAB GmbH

ZETA GmbH

As part of a bilateral business trip to Singapore-Malaysia under the auspices of the German Federal Ministry for Economic Affairs and Climate Action (BMWK), a delegation of 13 German suppliers of technologies, products and services in the pharmaceutical and biotechnology sector will travel to Singapore and Malaysia in July 2023.

The aim is to establish new collaborations and partnerships with interested counterparts, offering products and services in Pharmaceuticals & Biotechnology sector. This industry is increasingly looking for new business to build strong strategic partnerships that excel in the face of international competition.

We invite you to participate in individual B2B meetings with German companies in **Singapore on Monday 3rd and Tuesday 4th July 2023**. Singaporean companies and industry representatives, as well as government officials, are cordially invited to attend the presentation and networking conference on Tuesday July 4th in Singapore to gain insights into the German industry, get to know the German delegation and assess potential areas of cooperation.

The delegation is in **Kuala Lumpur from Wednesday 5th to Friday 7th July 2023**. We invite you to participate in individual B2B meetings with German companies in Kuala Lumpur in this time frame.

Malaysian companies and industry representatives, as well as government officials, are cordially invited to attend the presentation and networking conference on Wednesday July 5th in Kuala Lumpur to gain insights into the German industry, get to know the German delegation and assess potential areas of cooperation.

This is a great chance to explore new business opportunities and discover potential synergies and partnerships with German participants.

The German Delegation to Singapore and Malaysia is a funding project of the Federal Ministry for Economic Affairs and Climate Action (BMWK). The project is carried out by SBS systems for business

solutions in cooperation with the German-Singapore Chamber of Industry and Commerce (AHK Singapore) and with the German-Malaysia Chamber of Industry and Commerce (AHK Malaysia).

Please find on the following pages a short company profile with further information of each of the German participating companies and their business interest with partners.



Dear Ladies and Gentlemen,

I am pleased to welcome you to this delegation trip to Singapore and Malaysia.

I am convinced that the Singaporean-German and the Malaysian-German Chambers of Commerce and Industry, SBS systems for business solutions and their partners have set the right framework for a successful delegation trip.

The Foreign Market Entry Programme (MEP) of Germany's Federal Ministry for Economic Affairs and Climate Action (BMWK) offers all participants a well-established platform for exchange and the establishment of international business partnerships.

German manufacturers of pharmaceuticals and companies in the field of medical biotechnology play a decisive role in groundbreaking innovations in medicine. This has once again been impressively demonstrated in the context of the pandemic.

German companies in the health industry are not only particularly efficient, they are also characterised by high quality standards, reliability and sustainability.

Singapore and Malaysia are thriving healthcare hubs in a key region of the global economy. All the more reason to be pleased that in the coming days you will have the opportunity to show potential partners that you, dear German participants, are the right choice.

I wish you good luck, exciting meetings and, above all, valuable insights.

Sincerely yours

Mr. Axel Lohse

Deputy Director

HEALTH MADE IN GERMANY

Welcome dear delegation members!

We are very pleased that the German Federal Ministry for Economic Affairs and Climate Action supports this visit and thus gives innovative biotechnology companies from Germany, Singapore and Malaysia the opportunity to get to know each other and to establish business contacts.

Biotechnology is a key technology for many areas of our lives and as such is necessary to reach many of the UN Sustainable Development Goals. German biotechnology companies of various sectors from medicine to industrial production and bioeconomy are committed to make our lives better and more sustainable.

The biotechnology industry association BIO Deutschland e. V., based in Berlin, represents the interests of start-ups and mainly small and medium-sized biotechnology companies and is supported in these efforts by multi-nationals and other business partners. We support the German biotech community of more than 900 dedicated biotechnology companies by lobbying for improvements to the legal parameters for innovative small and medium-sized enterprises and by offering and initiating network opportunities such as this business match-making visit of the ministry.

We are pleased about the numerous participations of our companies and wish all participants good discussions from which many cooperation opportunities will arise.



BIO Deutschland e. V.

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Symposium Schedule - SINGAPORE

Tuesday, July 4th, 2023

Pharmaceuticals and Biotechnology

09:00	ARRIVAL & REGISTRATION OF PARTICIPANTS FROM SINGAPORE
09:30	OPENING OF SYMPOSIUM & WELCOME Dr Tim Philippi, Executive Director, Singaporean-German Chamber of Industry and Commerce
09:35	WELCOME ADDRESS Mrs. Yildiz Götze, Managing Director, Internationalization Promotional Programs, Germany Trade and Invest, Germany
09:40	GREETING MESSAGE Mr Christoph Hallier, Deputy Head of Mission, German Embassy Singapore
09:50	KEYNOTE SPEECH: Current developments and trends in the Pharma & Biotech sectors in Singapore SG-Innovate
10:05	SESSION I - COMPANY PRESENTATIONS: AcCellerate, Mr Oliver Wehmeier, Managing Director ZETA, Mr Sushaant Bkhru, CEO ZETA Singapore Yumab, Mr Alexander Ehm, Head of Global Business Development Curasan, Mr Ahmet Öyibay, International Sales Manager Biofidus, Mr Peter Spieth, Director of Business Development and Marketing
10:55	<i>Networking and Refreshment Break</i>
11:10	INSIGHT SPEECH: Germany's Pharma and Biotechnology Landscape, Axel Lohse, Deputy Director Head Medical Biotechnology & Pharma, Germany Trade and Invest (GTAI)
11:30	SESSION II - COMPANY PRESENTATIONS: Dr. Franz Köhler Chemie GmbH, Dr med. Dipl. Biol. Thomas Breidenbach, Managing Director Finzelberg, Mr Alexander Lacheta, Area Manager APAC Helixor Heilmittel, Mr Sebastian Stockerl, Area Sales Manager Asia Synverdis, Dr Dirk Hüttenberger, Senior Manager, Director Research & Development CO.DON, Mr Sam Wintermans, International Sales & Business Development OR, Dr. Xing Zhao, Managing director BioVariance, Dr Josef Schreiber, Managing Director Anteris Medical, Dr Dirk Kreder, Managing Director
12:40	CLOSING REMARKS
12:45	<i>Lunch and Networking Session</i>
14:00	END OF SYMPOSIUM
14:30 - 18:00	INDIVIDUAL B2B MEETINGS – ACCOMPANIED BY SGC <i>Please refer to your individual business matching schedule</i>

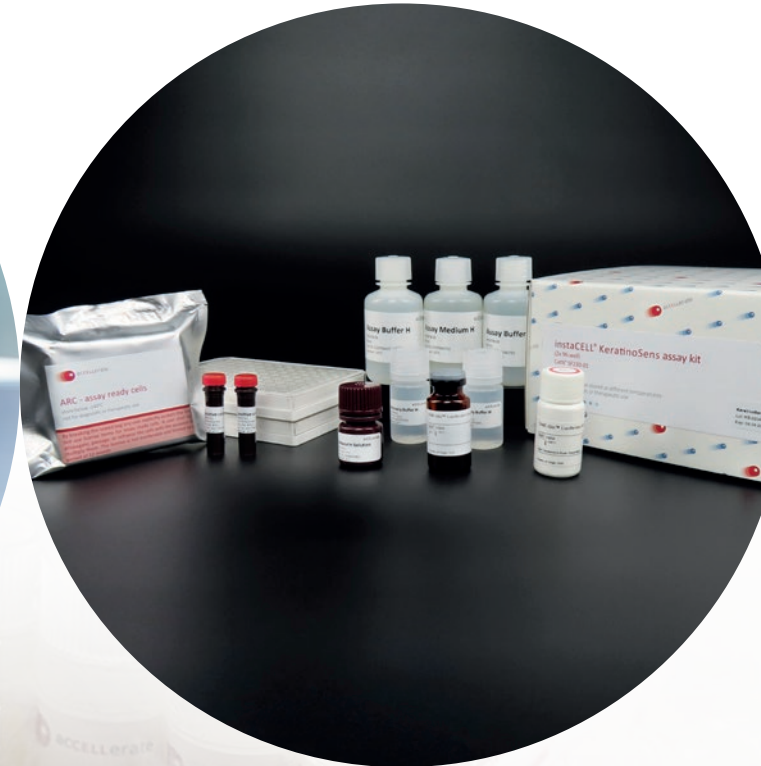
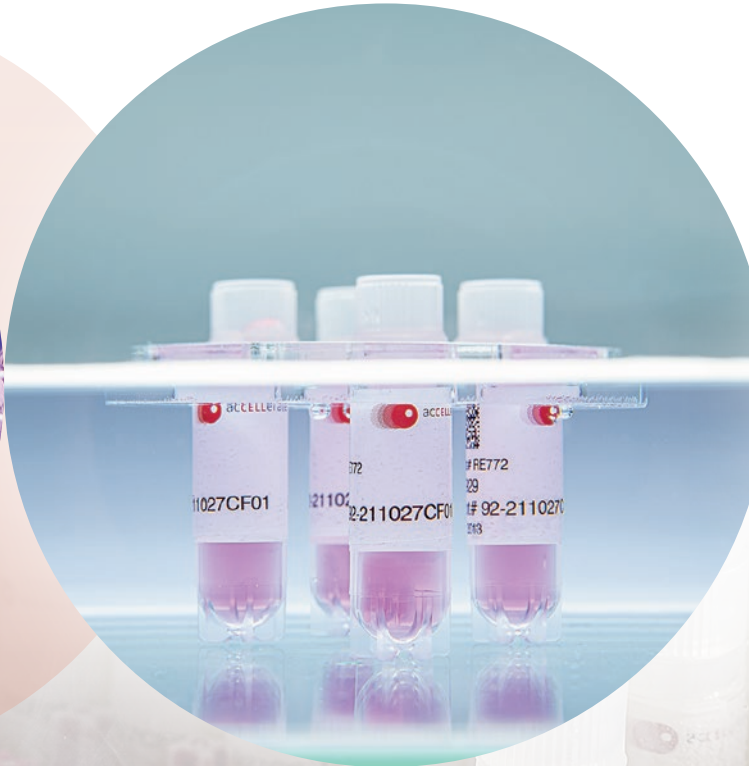
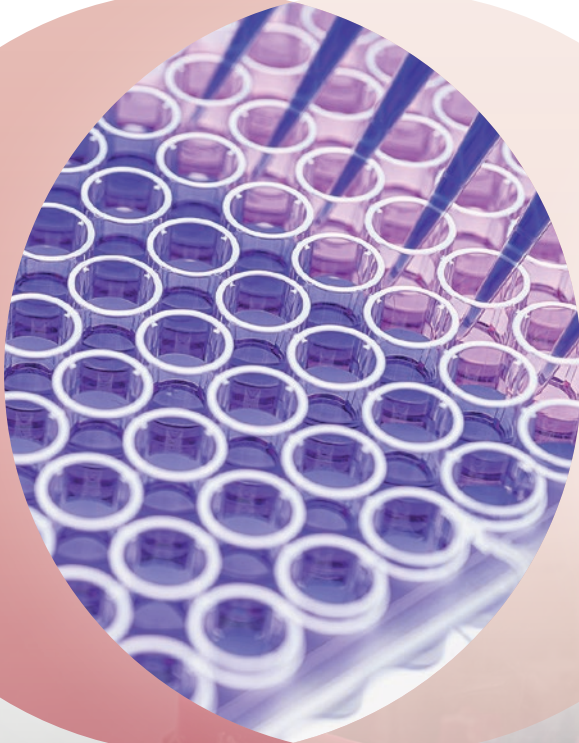
Wednesday, July 5th, 2023

Conference Schedule - MALAYSIA

Pharmaceuticals and Biotechnology

10:30	REGISTRATION OF MALAYSIAN ATTENDEES AND WELCOME COFFEE Venue: Hilton Kuala Lumpur, KL Sentral, Ballroom C
11:00	OPENING ADDRESS Dr. Eva Langerbeck, Deputy Executive Director, Malaysian-German Chamber of Commerce and Industry
11:05	WELCOME ADDRESS Yildiz Götze, Managing Director, Internationalization Promotional Programs, Germany Trade and Invest, Germany
11:15	SESSION I - INNOVATIVE PHARMACEUTICALS AND NATURAL PRODUCTS Moderator: Billy Urudra, President of Malaysian Organisation of Pharmaceutical Industries (MOPI) Company Presentations: anteris medical GmbH, Dr. Dirk Kreder, CEO Dr. Franz Köhler Chemie GmbH, Dr. Thomas Breidenbach, Managing Director Finzelberg GmbH & Co.KG, Alexander Lacheta, Area Manager APAC ZETA GmbH, Sushaant Bakhru, CEO ZETA Singapore
12:30	<i>Lunch & Networking</i>
	SESSION II: STATE-OF-THE-ART REGENERATIVE TREATMENTS : Moderator: Dr. Lau Wai Kwan, Acting Director of iPharm, National Institutes of Biotechnology Malaysia (NIBM) Company Presentations: acCELLerate GmbH, Dr. Oliver Wehmeier, Managing Director CO.DON GmbH, Tilmann Bur, General Manager curasan AG, Ahmet Öyibay, International Sales Manager
13:30	SESSION III - ADVANCED DIAGNOSTICS AND TREATMENTS : Moderator: Prof. Dr. Lee Choy Sin, Associate Dean (Research & Consultancy, School of Pharmacy, International Medical University, Malaysia) Company Presentations: Biofidus AG, Peter Spieth, Business Development and Marketing Director BioVariance GmbH, Dr. Josef Scheiber, CEO & Founder Helixor Heilmittel GmbH, Dr. Sebastian Stockerl, Area Sales Manager EU&Asia Synverdis GmbH, Dr. Dirk Hüttenberger, Director Research & Development YUMAB GmbH, Dr. Thomas Schirrmann, CEO & Founder
14:30	CONFERENCE CLOSING & NETWORKING (Individual B2B meetings)

*more than 15 years of experience
in Custom Cell Production*



Summary

**Supplier of cell-based assay kits with
prequalified assay-ready cells.**




made in
Germany

www.accelerate.me

Company Profile

acCELLerate is an expert in cell banking and functional cryopreservation of cells. The instant use of cells from a frozen stock became a widely accepted approach in drug discovery screening, animal free safety testing, and potency testing of biologics. Compared to the use of cells from continuous culture, Assay Ready Cells significantly increases assay precision, robustness, and flexibility of any cell-based project. Based on 20 years of experience acCELLerate has developed freezing protocols and established well-controlled processes to prepare Assay Ready Cell Banks of high quality and functional performance.

Products / Services

acCELLerate provides the custom production of cryopreserved assay-ready cell banks for drug discovery and biologics potency testing.

Besides the custom cell banking acCELLerate manufactures and supplies validated cell-based assay kits for in vitro safety testing of chemicals and medical devices. The instaCELL® assay kits contain all components which are required to perform the assay including prequalified aliquots of frozen Assay Ready Cells.

instaCELL KeratinoSens® assay kit (skin sensitization), instaCELL cytotoxicity assay kit, instaCELL micronucleus assay kit, instaCELL pyrogen detection assay (MAT), instaCELL TNFalpha bioactivity assay.

References and export activities

acCELLerate is directly serving the European and USA from its manufacturing site in Hamburg, Germany and the warehouse in New Jersey, USA. South America and Asia are mainly addressed by distributors.

Target group

With its custom cell banking services acCELLerate targets pharmaceutical and biotechnology companies as well as CROs and CMOs.

The instaCELL assay kits are mainly supplied to testing laboratories for invitro safety assessment (chemicals & medical devices) and bioactivity testing.

Competitive advantages

The use of prequalified Assay Ready Cells increases the robustness and precision of any cell based assay. In-house cell cultivation can become completely obsolete with the use of Assay Ready Cells and instaCELL assay kits.

Ideal Business Partners

We would like to partner with local biopharmaceutical companies, CROs and CMO's who want to implement Assay Ready Cells for their established cell-based assays. We are also looking for distributors to sell our instaCELL assay kit to local testing laboratories.



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Languages: English, German

Project



Supported by:



Project of:





Summary

Developer of medical devices or vitro diagnostic products for pharmaceutical, biotech and medical device industries.



Company Profile

anteris medical, together with the sister company anteris helvetia and the strategic partner Kymanox, is a globally renowned professional services provider, supporting their clients from the biopharmaceutical, biotech, and medtech industries in the selection of technologies, product development, and registration in regulated markets. anteris project support ranges from support and remediation of development projects, compilation of technical documentation, support in the setup of quality management systems and manufacturing, regulatory strategy and implementation, all the way to support of clients who wish to introduce their biopharmaceutical product to additional regulated markets. An area of particularly deep expertise is the market for biosimilars, where anteris helped develop and introduce more than a dozen products to various markets.

Products / Services

Development Services:

Support with drug substance and drug product development • Definition of target product profile • Specific support of biosimilar product development • Establishment of technical documentation (DHF) for audits and registration • Establishment of quality management systems (ISO 13485, 21 CFR 820) • Conduct of human factors studies • Product specifications, design verification and validation

Regulatory and Quality Services:

Development of regulatory strategy for most regulated markets • Gap analysis and remediation depending on target market • Preparation of regulatory documentation, dossiers, and interaction with relevant Health Authorities • Notified body opinions (NBOps)

Manufacturing Services:

Support and conduct of tech transfer • Support in planning, implementation, and commissioning of manufacturing facilities • Process validation • Audit preparation and mock audits

Focus Areas and Expertise:

Biosimilars and complex generics • Novel combination products

References and export activities

Anteris medical GmbH has always focused its activities on regulated markets outside of its home market to reach customers who intend to introduce their products in the EU or USA. For the past years, The company export rate has been around 90%, with customers in India, China, Japan, and other Asian markets.

Target group

The company medical seeks additional customers worldwide who desire to introduce their products for global regulated markets, with a focus on the European and US markets. Through its processes of development and registration, anteris realizes medical devices, in vitro diagnostic products and drug/device combination products (especially biosimilar).

Competitive advantages

The company medical is uniquely positioned for the support of combination product market introduction, and draws experts from both, the life sciences and engineering. A recently concluded strategic partnership with Kymanox, NC, USA, makes the combined organization one of the largest consultancies worldwide in the field of combination products (300 experts), with arguably the broadest support offered.

Ideal Business Partners

Pharmaceutical developer/manufacturer, medical device developer/manufacturer, CDMO (contract development and manufacturing organization), biosimilar developer.



anteris medical GmbH

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Project



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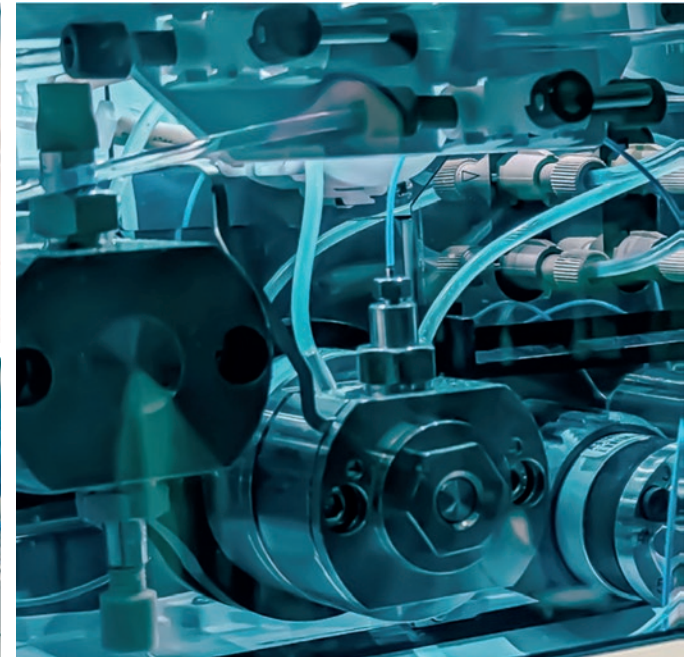
Project of:





biofidus

Analytical Services



WE ACCELERATE YOUR DEVELOPMENT.
HOLISTIC BIOANALYSIS

Summary

CRO focused on structural and functional characterization of biologics and gene therapies.



made in
Germany

www.biofidus.de

Company Profile

Contract research organization (CRO) founded to provide fast and reliable solutions to the most complex bioanalytical challenges. The company is based in Bielefeld (Germany) and currently employs 22 experts. The portfolio includes a broad range of customized bioanalytical services that enable detailed structural and functional characterization of biologics as well as cell and gene therapeutics. The experts have over 40 years of bioanalytical experience in mass spectroscopy, chromatography, sequencing, and cell-based assays. The attention to detail and quality allows the company to find the solution for your bioanalytical project. Biofidus can help you solve your toughest challenges, from routine high-throughput analysis to comprehensive comparability studies.

Products / Services

The main goal of the company is to accelerate your development by providing you a fast and reliable in-depth characterization of your pharmaceutical product. The experts advise you on the right questions that need to be answered to ensure a rapid and targeted achievement of your milestones. As much as necessary, as little as possible.

Most popular analytical services:

- Comparability studies
- Developability studies
- Primary structure characterization
- Impurity analysis
- Amino acid modification analysis
- Glycosylation analysis
- Aggregation analysis
- Charge heterogeneity analysis
- mRNA analysis
- Vector characterization
- SPR analysis
- Bioactivity studies
- Higher order structure determination
- Nucleotide analysis
- Spent media analysis

References and export activities

As a reliable partner for international companies, from start-ups to big pharma-industries, the company achieved 1000+ successful research projects and served more than 200 clients from over 22 different countries.

Target group

- Contract manufacturing organizations (CMOs)
- Biosimilar developer
- New biological entity (NBE) developer
- Pharma and biotechnology corporates and start-ups
- Research organizations

Competitive advantages

We always provide 1:1 support directly from scientist to scientist to accelerate the development of our customers and advise them on the right analysis to perform in compliance with guidelines and regulations required by FDA or EMA. We offer a holistic analytical portfolio and 40+ years of experience to act as a One-Stop-Shop even for the toughest analytical challenges and to provide minimal lead times for analytical projects.

Ideal Business Partners

In general, the company is interested in learning more about the development landscape for biologics and gene therapies, especially in the field of biosimilars, NBEs and CMOs.

Biofidus is always looking for cooperation partners from scientific research to industrial manufacturing.



Biofidus AG

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Languages: English, German

Project



Supported by:



Project of:





Summary

Developer of innovative solutions
for precision medicine and
diagnostics.



Company Profile

BioVariance GmbH stands for modern diagnostics in precision medicine. We cover the complete processing from sending the samples to our laboratory to the final, easy-to-understand result report. With our broad expertise in the fields of medical and life sciences, data science and software development, we deliver analyses that enable our customers to make targeted decisions. We combine structured knowledge from the literature, state-of-the-art algorithms with consistently digitized processes in the laboratory to deliver the highest quality quickly. The goal here is to enable personalized treatment options or the optimal medication for the patient and thus to be able to treat or even cure complex cancer, infectious, neurodegenerative or mental diseases in a more targeted and efficient manner.

Products / Services

- Diagnostics of biomarkers for personalized depression treatment
- Data analysis and laboratory support for providers of self-tests in the field of human medicine as well as veterinary medicine (compilation of test kits, packaging and shipping, analysis and reporting)
- Various laboratory analyses (mass spectrometer, sequencer, PCR)
- Participation in clinical studies for rapid tests with successful approval

Currently, the company is involved in the project "Personalized, predictive, precise and preventive medicine to improve early detection, diagnosis, therapy and prevention of depressive disorders" (P4D). The project aims to tailor the treatment of depression to each individual patient, using biomarkers, but also magnetic resonance imaging, brain wave measurements and sleep diagnostics.

References and export activities

Partners:

Frankfurter Innovationszentrum Biotechnologie, Medical Valley – Europäische Metropolregion Nürnberg, Techboost Startup – Ein Programm der Telekom, Bio Deutschland – Biotechnologie-Industrie-Organisation Deutschland e.V., Julius-Maximilians-Universität Würzburg, German healthcare Partnership, GWQ+ Service Plus AG, Onkomedeo – Onkologische Zentren, Medizinische Hochschule Hannover, BAG Diagnostics, TH Deggendorf.

Target group

Our target group are customers and partners worldwide in the Pharma, Biotech and Life Science sector as well as global academical institutes which act in the area of R&D, preclinical/clinical trials, Diagnostics or Precision Medicine. Furthermore, we see ourselves as a partner for providers of rapid medical tests for the private sector.

Competitive advantages

We offer the complete package, from the test kit including shipping packaging to the transport of the sample to be analyzed to our laboratory in Tirschenreuth (Germany), the data-based diagnostics using customized software solutions in collaboration with our data science team, as well as the fast digital shipping of the reports.

Ideal Business Partners

Diagnostic companies, Clinics, Laboratories, Pharmaceutical companies, Health insurances, Patient organizations, Universities.

biovariance
DATA-DRIVEN DIAGNOSTICS

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Project

German Business Delegation Singapore Malaysia
3.-7. July 2023
Health Care Economics
Medical-pharmaceutical biotechnology

Supported by:



Project of:



Personalised cell therapies

CO.DON GmbH
Human Cell Experts

Summary

Developer, manufacturer and distributor of autologous cell therapies.



Company Profile

CO.DON GmbH develops, produces and distributes autologous cell therapies. The products being marketed are cell therapy products for the minimally invasive treatment of cartilage damage in the knee and other joints using only the patient's own cartilage cells ("autologous chondrocytes"). CO.DON's method is currently used in Germany and Europe. Licence agreements with companies outside Europe are in place. More than 18,000 patients have already been treated. In July 2017 CO.DON received central EU marketing authorization for the product Spherox, followed by the marketing authorization for Switzerland in March 2019 and UK in 2021. At the Leipzig site, CO.DON has built one of the largest facilities for the production and cultivation of human cells on an industrial scale for in-house and contract manufacturing.

Products / Services

Spherox as Advanced Therapy Medicinal Product is a personalised, autologous cell therapy product for the minimally invasive treatment of cartilage defects in the knee joint, using only the patient's own cartilage cells, by means of autologous matrix-associated chondrocyte transplantation. The key feature of the Spherox technology is that cartilage defects of the knee of up to 10 cm² can be treated using the patient's own cells. This helps to relieve pain in the joint as well as improving other symptoms, the functionality/mobility of the knee and the patient's quality of life. Spherox has been successfully evaluated in two multi-centre clinical trials, each with a 5-year follow-up, that showed the safety and efficacy of this innovative medicinal product. The company received EU marketing authorisation for Spherox 2017, approval in Switzerland (2019) and UK (2021). The production of Spherox is fully autologous and does not involve the use of pool plasma or animal carrier substances.

References and export activities

CO.DON has subsidiaries in Switzerland, the Netherlands and distribution partnerships for Austria and the United Kingdom. The company is preparing to enter the market with distribution partners for Italy and Belgium. In addition to the further development of the European market, future focus is on markets such as Asia, the USA and South America.

Target group

Product customers are orthopaedic and trauma surgeons who perform in-patient and out-patient articular surgery.

Competitive advantages

Currently the only available EMA-approved cell therapy product in the market segment. The production is fully autologous (no use of pool plasma or animal carrier substances). The product is minimally invasive applicable and adheres to the defect (no gluing, suturing, covering). The technology platform comprises a patent portfolio of several patent families with filed or issued national/international patents and applications.

Ideal Business Partners

CO.DON is searching for partners in the healthcare system including potential licencees with knowledge and interest in Advanced Medicinal Therapies and Cell cultivation, GMP-compliant production of such products or corporate partners in the field of tissue engineering and regeneration for various ongoing and planned projects.



CO.DON GmbH

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Project

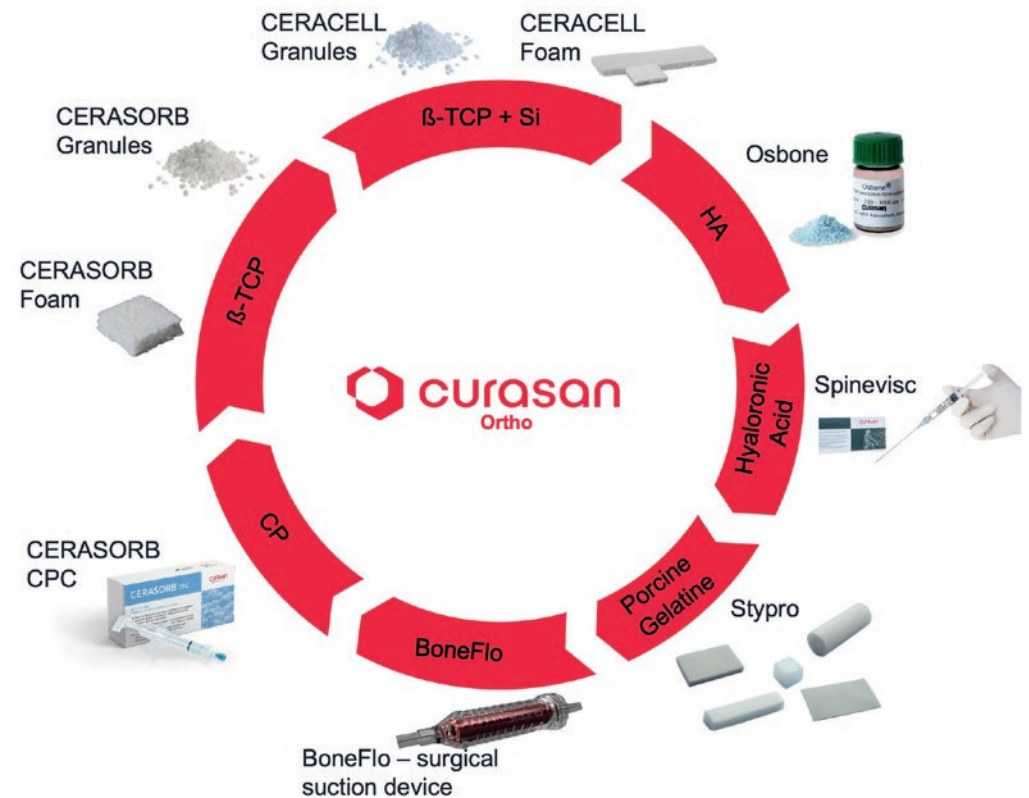
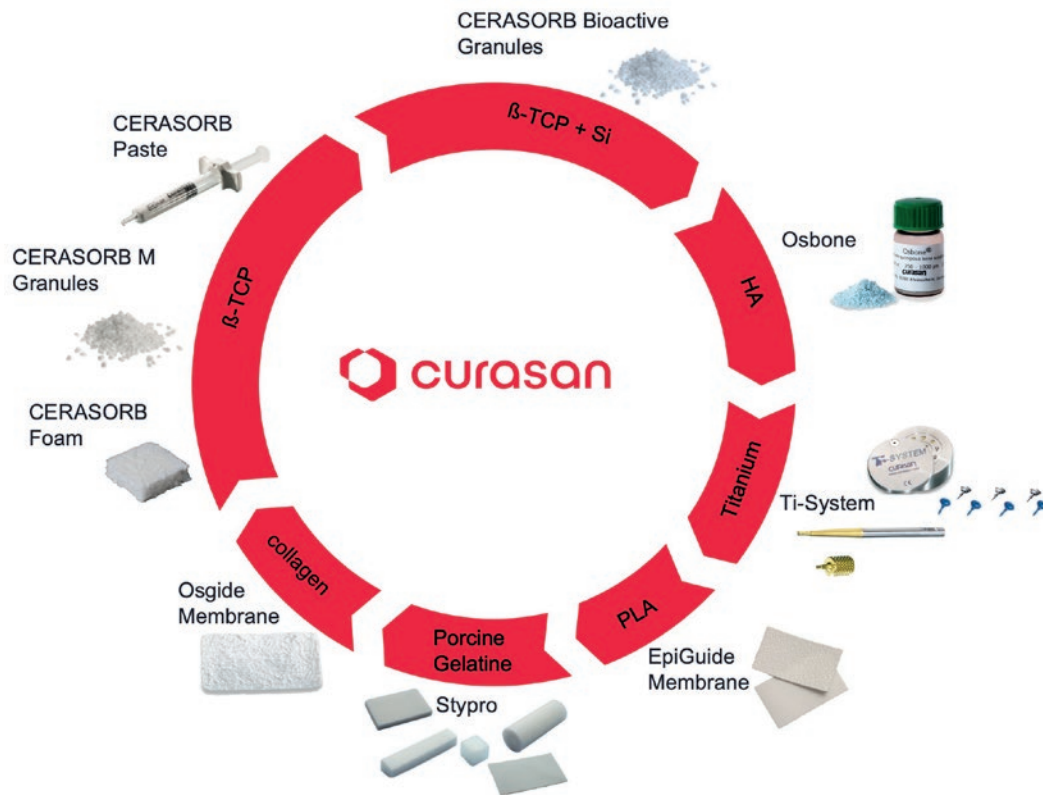


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Summary

Developer, producer and distributor of biomaterials and medical devices for bone and tissue regeneration.



made in Germany

Company Profile

Founded in 1988, curasan has established itself as an innovator and specialist for regenerative medicine in the dental as well as orthopedic market. Our proven technologies have set standards of care in dental as well as in orthopedic, trauma and spinal surgery around the globe.

Products / Services

The company represents a strong portfolio for dental and orthopedic surgery based on clinical evidence and great brands like CERASORB® or CERACELL®. Under the CERASORB® umbrella brand, the experts from the company have established an innovative product line for bone and tissue regeneration. The phase purity of the β -tricalcium phosphate we produce and use in CERASORB® is considered the reference standard* in the market worldwide. Our innovative products are certified by many international authorities and are available in around 50 countries worldwide. *International Center of Diffraction Data, USA, ICDD 55-898.

References and export activities

This global presence, with a major part of the business in Europe, the USA, China and Japan, is continuously strengthened and expanded to more than 30 employees at the company headquarters in Frankfurt am Main and our subsidiary curasan, Inc. in Wake Forest, North Carolina USA.

Target group

- Distribution partner in the dental sector
- Distribution partner in the fields of orthopedics, trauma and spine

Competitive advantages

More than 30 years of experience in the field of non-organic biomaterials | Headquarter with R&D and production in Frankfurt am Main and US subsidiary | Global presence.

Ideal Business Partners

The ideal distribution partner for the company is a manufacturer or distributor of implants in the dental or orthopedic field.



curasan AG

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Languages: English, German

Project



Supported by:



Project of:



Innovative for more than 60 years



Summary

Company specialized in organ-protecting solutions, therapeutics, x-ray contrast agents, antidotes and medical devices.



Company Profile

The Dr. Franz Köhler Chemie GmbH, a German pharmaceutical company established in 1959, is specialized in providing organ-protecting solutions, therapeutics, x-ray contrast agents, in-vitro diagnostics and antidotes. The globally acting company is based in Bensheim, Germany. The company delivers the organ protecting solution in more than 100 countries across the world. The products for organ protection and preservation are mainly used in cardiac surgery, as well as in organ transplantation. The drugs and medicinal devices are produced exclusively in Hesse (Germany).

Dr. Gernot Köhler, son of the founder Dr. Franz Köhler, has expanded the company into an innovative, research-intensive, and high-performance pharmaceutical company.

Products / Services

Our product portfolio includes organ-protecting solutions: Custodiol, therapeutics: Sedalam, Somsanit, Anticholium, x-ray contrast agents: Peritrast, antidotes: 4-DMAP, Anticholium, Atropinsulfat, Kohle-Pulvis, Natriumthiosulfat, THAM-Köhler 3M & medical devices. An interesting new product is the detection kit for nerve agents M.A.I.K.

Based on our ample knowledge gained over many years of experience, a high sense of responsibility, we develop highly specialized niche products.

The organ-protecting solutions are predominantly applied in open heart surgery & organ transplantations. In our own R&D center, we develop new ideas, test active agents. As a result, research & pharmaceutical production benefit equally from an effective & demand-oriented organization, to the advantage of patients & physicians alike. The products are manufactured with state-of-the-art technology, according to highest national and international quality standards under GMP conditions.

References and export activities

Dr. Franz Köhler Chemie GmbH is a research-focused and innovative pharmaceutical company. It is noted for its consistently growing product portfolio and its ongoing establishment on the international markets. Via international distributors, the products are promoted and shipped to more than 100 countries worldwide.

Target group

Physicians, hospitals, pharmacies, research institutions, civil protection and military (M.A.I.K).

Competitive advantages

In the field of organ preservation, Custodiol® represents one of the world's leading preparations.

In our own research and development center, we develop new ideas, test active agents pharmacologically and formulate therapeutic approaches – in close contact with renowned medical experts, university clinics and research institutes.

Ideal Business Partners

Distributors / Partners for the distribution, registration and licensing of our products (Antidotes, Sedatives and M.A.I.K) in the Malaysian and Singaporean market.



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Languages: English, German

Project



Supported by:



Project of:





Summary

The Company is redefining mRNA medicine through its proprietary and best-in-industry stability, delivery and nebulization technology.



Company Profile

Ethris has created a new path from genes to therapeutic proteins using its proprietary, non-immunogenic messenger RNA (mRNA) and lipidoid nanoparticle (LNP) technology platforms to discover, design and develop innovative therapies and vaccines.

As an mRNA pioneer for more than a decade, our technologies enable the delivery of highly potent mRNA-based drug products directly to the upper and lower respiratory tract and via intra-muscular injection. Ethris' differentiated platforms produce drug candidates with superior thermostability, resistance to mechanical manipulation and are nebulizable at high throughput, without change in biophysical properties or potency.

We are developing our first-in-class, virus-agnostic, anti-viral treatment for COVID-19, influenza, and viral asthma exacerbations while advancing our pipeline of immunomodulation and mRNA-based protein replacement therapies and vaccines with the ultimate goal of improving patients' lives.

Products / Services

Ethris pipeline focuses on respiratory rare diseases:

- Primary Ciliary Dyskinesia (ETH42) CTA Q4/2023
- Pulmonary Alveolar Proteinosis (ETH45)
- Viral asthma exacerbations (ETH47) CTA Q2/2023
- Vaccines (intramuscular and nasal)

Ethris is interested in collaborations for licensing of its technology platform, co-development of new mRNA vaccines and therapeutics, and licensing partners for future commercialization of existing pipeline programs.

Ethris is also interested in strategic and financial investors for further development of the company pipeline.

References and export activities

Collaborations with high profile industry and academic partners:

- Cepi grant in collaboration with DioSynVax
- Strategic investment by Cipla
- Partner in various national research consortia funded by the German and Bavarian government
- Partner in various international research consortia funded by the European Union

Target group

- Pharma & Biotech companies interested in licensing mRNA technology
- Partners for development of clinical assets in the mRNA space
- CDMOs interested in mRNA manufacturing technology
- Pharma, Biotech and academic partners for leveraging Ethris delivery platform in other areas e.g., gene therapy
- Pharma & Biotech investors

Competitive advantages

- Fully proprietary technology for mRNA and LNPs
- Stabilizing formulation
- Proprietary manufacturing process
- Nebulization of mRNA without LNP aggregation

Ideal Business Partners

Pharma and Biotech companies which want to enter the mRNA space for therapeutics and vaccines.



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Languages: English, German

Project



Supported by:



Project of:





Finzelberg

DELIVERING BOTANICAL EFFICACY.



Summary

Leading manufacturer of active botanical extracts and service provider for finished product solutions.




made in
Germany

DELIVERING BOTANICAL EFFICACY.

www.finzelberg.com

Company Profile

Finzelberg has been extracting the efficacy from botanicals and making it available since 1875. Together with our customers in the pharmaceutical and dietary supplement industries, we develop, optimize, and offer safe and efficacious botanical products.

Products / Services

Finzelberg offers a broad portfolio of premium botanical extracts for herbal medicinal products and dietary supplements – from classic extracts for tablets and capsules to a spectrum of modern dosage forms. Each one of our offerings is of proven quality, bolstered by independent certifications. What sets us further apart is our entire network's dedication to our customers' needs and the quality of our extracts.

References and export activities

As global supplier of active botanical extracts for pharmaceuticals and dietary supplements, we take responsibility in contributing to a climate neutral world. To achieve this, we set ourselves ambitious climate protection goals to fulfil our long-term sustainability strategy.

Target group

Finzelberg manufactures bioactive botanical extracts for the pharmaceutical and dietary supplements industry worldwide.

Competitive advantages

At Finzelberg, we uphold the highest standards, from procurement to final extract – from product development through the entire value chain. To start, we ensure consistently safe supply of raw materials by maintaining close, long-standing relationships with our suppliers in their country of origin. Our responsibility to our customers, and their customers, is paramount.

Finzelberg – DELIVERING BOTANICAL EFFICACY.

Ideal Business Partners

With scientific methods, the power of plants and a long-term mindset, we deliver what our customers need to be successful in the marketplace. Our customers are large scale, scientific research driven and quality oriented companies in the pharmaceutical and dietary supplements industry worldwide.



Finzelberg

DELIVERING BOTANICAL EFFICACY.

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Project

German Business Delegation
Singapore Malaysia

3.-7. July 2023

Health Care Economics

Medical-pharmaceutical biotechnology

Supported by:



Federal Ministry
for Economic Affairs
and Climate Action



MITTELSTAND
GLOBAL
FOREIGN MARKET
ENTRY PROGRAMME

Project of:



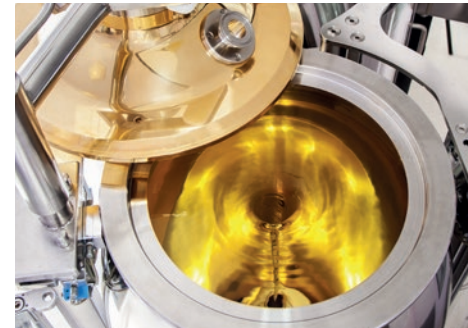
SBCS

systems for business solutions

germantech
.org



YOUR PARTNER FOR INTEGRATIVE ONCOLOGY.



Summary

Leading pharmaceutical company in the field of integrative oncology manufacturing medicinal products from Mistletoe and Christmas rose.




made in
Germany



2,000
RESEARCH
PAPERS



150
CLINICAL
TRIALS



> 40
RCTS

The science behind mistletoe therapy: proven efficacy and good tolerability | manufacturer-independent

Company Profile

Working with nature and preserving it – Since 1975, Helixor has been a leading pharmaceutical company in the field of integrative oncology. Physicians, patients, and our partners in over 30 countries trust in our long-term therapy concepts. Being part of integrative oncology, our therapy concepts expand conventional oncology into a more relationship-oriented, holistic treatment with better therapeutic results. Our herbal therapies using Mistletoe and Christmas rose are assigned special significance for improving cancer patients' vitality and quality of life. We are part of a non-profit foundation. Thus, for us, doing business sustainably means contributing to the common good at the same time. Continuous research, mindfulness towards people and nature, dedicated personal counseling, the highest quality standards – that is how we deliver on our key goal: Bringing life to life.

Products / Services

Helixor herbal therapies are produced by using natural extracts of Mistletoe and Christmas Rose.

The majority of cancer patients today take advantage of the effects of Mistletoe Therapy to tolerate cancer treatment better and improve their quality of life. The therapy reduces fatigue syndrome (long-term exhaustion), stabilizes mood, improves sleep and thermoregulation (sensation of warmth), and strengthens the immune system. This way, patients can do more for themselves at any stage of the disease. Cancer treatment is often accompanied by fear and anxiety. The Christmas rose (*Helleborus niger*) is traditionally used for emotional instability, but also for inflammatory processes that cancer can cause. *Helleborus niger* helps patients find peace and stability in palliative tumor therapy.

References and export activities

Helixor® products are currently registered in 17 countries and sold in more than 70 countries worldwide. With our core markets in German-speaking countries, Canada, and Korea, plus partners in more than 30 countries, international sales now account for nearly 50 percent of our business. We manage the global availability of our therapies from our company site in Rosenfeld.

Target group

We are partner for integrative oncology. Thus, doctors, oncologists and natural practitioners as well as cancer patients and their relatives are not only clients but partners. Because together we serve one mission: improving the quality of life of cancer patients during and after their stressful disease and treatment.

Competitive advantages

We choose in-house manufacturing with a 100% control over the results. We harvest regional plants in each season of the year from the wild because they develop a quality in their natural habitat that cannot be replicated. Our extracts contain all seasonal development stages and ingredient ratios. Together with our unique swirling process and the absence of artificial additives, these are key elements for our superior quality.

Ideal Business Partners

A partnership with Helixor is more than a business relationship. We offer sales expertise, training sessions, launch event support, medical knowledge, marketing excellence and regulatory affairs competence. As our partner, you join us in improving the quality of life of cancer patients. Together, we serve one mission – helping cancer patients around the world.



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Project

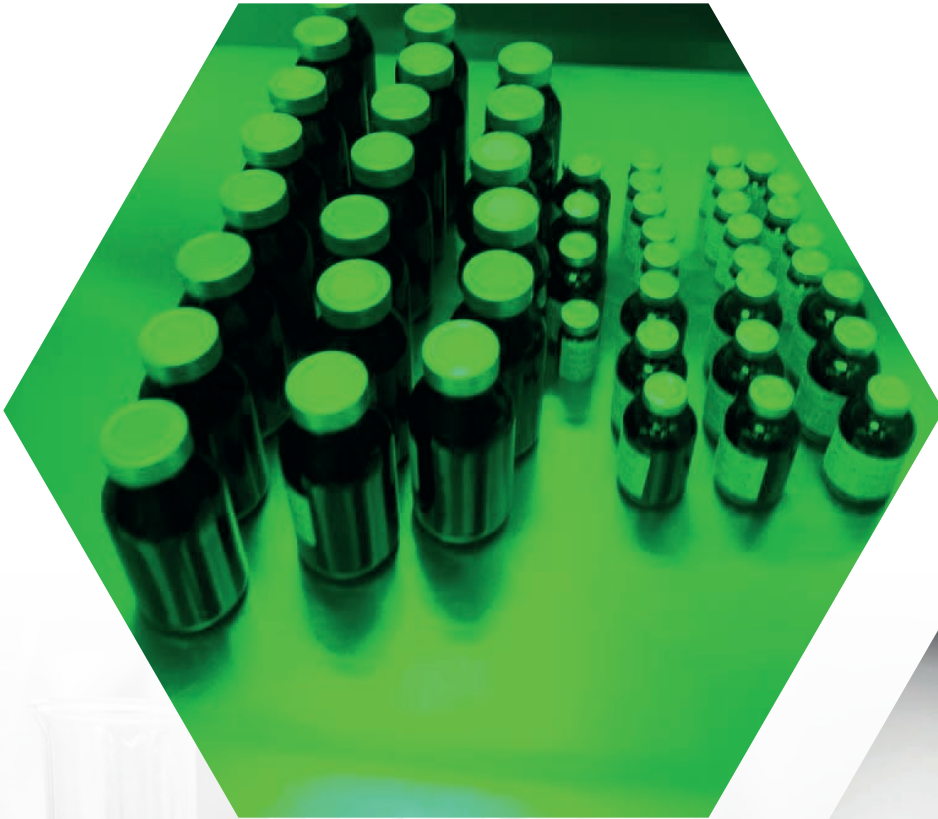


Supported by:



Project of:





Summary

Medium-sized company in the field of pharmaceutical development, manufacturing (GMP) of drug substances for Oncology.




made in
Germany

Company Profile

Synverdis is a family-owned, medium-sized pharmaceutical company engaged in the research, development and production of new active ingredients for use in oncology. With its premises in Heidelberg, the company is GMP-certified and holds a manufacturing license.

In addition to the development of manufacturing processes and their validation, the company has also developed in-house analytics over time, which are also offered for external orders.

- Innovative in-house development and expertise
- Extensive preclinical studies and the first clinical trials for an in-house product of Synverdis showed a high potential for applications in tumor therapy
- Fotolon® is a so-called photosensitizer, which selectively accumulates in tumor tissue.

The "green" porphyrin is produced from plant material (chlorophyll) and thus from an inexhaustible source of raw materials according to the guidelines of the pharmaceutical industry under GMP conditions. When exposed to light, a cell-toxic effect is triggered upon application, in which - due to intermolecular processes of the active ingredient with oxygen - highly reactive species are formed from the latter, which leads to the destruction of cell components and thus of cells. This property can be used for the selective destruction of tumor cells in human and veterinary medicine.

In addition, a potential in the therapy of poorly healing wounds contaminated with so-called hospital germs (as in diabetic foot, etc.) was also shown.

Products / Services

- GMP Drug Substance Production
- Research and Development
- Pharmaceutical Analytics
- Custom manufacturing
- Products for Photodynamic Therapy
- Natural drug substances

References and export activities

Hospitals and Pharmacies all over the world.

Target group

- Pharmaceutical companies
- Pharmacies
- Hospitals

Competitive advantages

- Flexible Development of drug substances
- Combinations with natural drugs like boswellia and curcumin
- New techniques for Cancer treatment

Ideal Business Partners

- Investors for marketing authorisation of the products
- Pharmaceutical companies with interests in outsourcing pharmaceutical development and/or analytics
- Wholesalers with interest in natural products for intravenous application



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Project



Supported by:



Project of:





Summary

The Company is a provider of technologies, contract research, and R&D services for the development of therapeutic, fully human antibodies.



Company Profile

YUMAB develops therapeutic antibodies for clients and partners using one of world's largest human antibody libraries (>10e11), patient derived libraries or immune libraries. YUMAB's integrated discovery and engineering platform offers highest success-rates to all types of antigens including "difficult" targets such as GPCRs, transporters or ion channels. YUMAB provides all technologies from target to optimized lead in one hand. Technologies include fast track in vitro antibody selection and screening (including on cell selection), antibody engineering (including superhumanization) and bioinformatic lead optimization. Newest achievement is the fast track COVID-19 program of YUMAB's spin-off CORAT Therapeutics from target to patient in 11 months.

Products / Services

- Fast track discovery of fully human antibodies
- Immune or patient derived libraries (also from transgenic animals)
- Antibody lead development (IgG, Fab, scFv, bispecifics, CAR, ADC, ...)
- Antibody engineering (affinity, stability, manufacturability)
- In silico lead optimization
- Hybridoma sequencing
- Humanization, Superhumanization
- Contract research and development
- Partnered development

References and export activities

- 3+ Mio funding for technology development and internal projects.
- US subsidiary YUMAB Inc.,
- Spin-Out CORAT Therapeutics: COR-101 phase 1b finished

Target group

From biotech startup to large biopharma.

Competitive advantages

- One of world's largest human antibody libraries (>10e11).
- Tailormade Antibodies.
- Collaborative approach.
- Modular Business Model/Terms.

Ideal Business Partners

Potent partners from academia, clinics and industry allowing to access a broader expertise and technology portfolio for the mutual benefit of all partners.

Focal points are novel technologies or novel indications and immunotherapeutic strategies. Our concept is to bring the best technologies and ideas together and to push the boundaries of current drug development to a new level.



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Project



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Project of:



The background of the slide is a high-angle, wide shot of a large, modern industrial facility, likely a biopharmaceutical manufacturing plant. The building has a complex, multi-level structure with numerous pipes, walkways, and large storage tanks. The lighting is bright, suggesting a sunny day, and the overall color palette is dominated by the metallic greys of the building and the blue of the sky.

Summary

Your end-to-end solution provider for the biopharma and biotechnological industry.



Company Profile

The company, with 1200 highly qualified employees and 27 subsidiaries worldwide, specializes in planning, automation, digitalization and qualification of customized biopharmaceutical facilities for aseptic process solutions. ZETA acts as an end-to-end solution provider, combining plant engineering with HVAC and cleanroom design.

Biopharmaceutical active ingredients are produced in these “tailor-made” facilities. The experts offer support along the entire drug development and manufacturing pathway with sophisticated solutions from laboratory to industrial production scale. Through its Smart Engineering Services, the company creates digital twins of process plants and has thus established itself as a market leader for digital solutions in the pharmaceutical and biotech industry.

They're taking actively steps towards a more sustainable future for the industry as a whole: through decarbonization strategies emissions are specifically reduced during the biopharmaceutical manufacturing process.

Products / Services

Automation and Automation Systems, Customized Systems, Process Engineering, Engineering Services (from Basic, Concept to Detail Design), EPCM Contractor, Turn Key Solutions, Digitalization Services, Magnetic Mixing Technologies, Consultancy for the Biopharma and Biotechnological industry.

References and export activities

Projects ranging from supply of magnetic mixers, to automation of single use bioreactors to fully GMP compliant sites in the (bio)pharmaceutical and food industry.

Target group

Biopharmaceutical Companies, Pharma Companies, CDMOs, CDOs, Food Industry with liquid (aseptic) processes and applications.

Competitive advantages

The company can handle complex ultra-fast track projects and specializes in planning, automation and qualification of customized biopharmaceutical facilities for aseptic process solutions. The experts act as an end-to-end solution provider, combining plant engineering with HVAC and cleanroom design and expertise in building equipment.

Ideal Business Partners

As competent solution providers for the pharmaceutical and biotech industries, the company identifies its ideal potential partners in the following fields:

- EPCM contractor
- Plant engineering
- HVAC-, cleanroom and BMS/EMS design
- Decarbonization
- Automation
- Digitalisation
- Qualification
- Maintenance & Upgrades
- Research & Development



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Languages: English, German

Project



Supported by:



Project of:





Singaporean-German Chamber
of Industry and Commerce
Deutsch-Singapurische
Industrie- und Handelskammer

Singaporean-German Chamber of Industry and Commerce (SGC)

The Singaporean-German Chamber of Industry and Commerce (SGC) was established in 2004 with the tasks of promoting bilateral Germany-Singapore trade, advising German and Singaporean companies on investment and market opportunities in Singapore and Germany respectively, and assisting these companies in developing international business contacts. The focus for the SGC are small and medium-sized enterprises. On behalf of the German Federal Ministry for Economic Affairs and Climate Action as well as the German government, the German Chambers carry out important tasks, in close cooperation with state institutions such as the embassies.

SGC is part of a network of more than 150 offices of German bilateral Chambers of Industry and Commerce abroad in 93 countries and today, it is one of the largest national Business Chambers in Singapore with a membership of more than 600 representatives from a variety of industries from Germany and Singapore.

Being well-connected, SGC offers a wide range of services to support German businesses with their market entry into Singapore. These include the search for business partners, organizing physical and virtual business missions and business trips, HR services and providing market analysis in many areas such as energy efficiency, education, Industry 4.0, research, pharma and biotech and many more.



Malaysian-German Chamber
of Commerce and Industry
Deutsch-Malaysische
Industrie- und Handelskammer

Malaysian-German Chamber of Commerce and Industry

The Malaysian-German Chamber of Commerce and Industry (MGCC) is Germany's official representative for industry and trade in Malaysia, and has been active in Malaysia since 1991, successfully fulfilling our role as service provider, membership organization and voice of the German industry in the country. MGCC currently has ca. 400 member companies. MGCC is part of the German Chambers network under the umbrella organization of the Association of the German Chambers of Industry and Commerce (DIHK). The network of the German Chambers is the most important partner for the promotion of foreign trade. Together with German diplomatic representations (embassies and consulates), they represent the interests of the German economy in the host country. This function commits the German Chambers to neutrality and objectivity.

MGCC is a reliable partner, providing a wide range of services to assist companies in the establishment and development of business activities in Malaysia. Market entry services such as market research, market studies, company representation solutions, and business partner search activities are tailor-made specifically for small and medium-size German companies for the initial market entry phase.

After the decision for market entry is made, various further services in Malaysia will be guiding the client towards sustainable and successful market entry. In the forefront, the HR recruitment service, the German Business Centre, payroll and accounting services as well as a comprehensive list of corporate services make up a complete package of MGCC's support for German companies preparing their move to Malaysia.

SBS systems for business solutions is a 1999 established private consulting agency, with two decades of experience in the planning, development and implementation of international projects. Moreover, the company offers services such as workshops, events and individually organized B2B-meetings, as well as individual strategies for market entries and assistance for the coordination of international teams for the German-speaking and Italian market.

Since 2006, SBS has been organizing hundreds of internationalization projects from delegation trips abroad to big virtual conferences on behalf of several German ministries and other foreign governmental

institutions. In addition, SBS has been honored by the Italian Ministry of Economic Development with the title of “Temporary Export Manager”. A highly-skilled team of project managers with multinational backgrounds, based in Berlin and Rome, is sensitized for the topic of cultural differences and therefore knows how to approach difficult cultural issues. In fact, SBS applies cross-cultural thinking and designs custom-made solutions that overcome intercultural borders to find the right partners for their clients. Thanks to a strong partner network and more than 600 German and international clients, SBS is able to facilitate a successful market entry in the most emerging and attractive markets worldwide.

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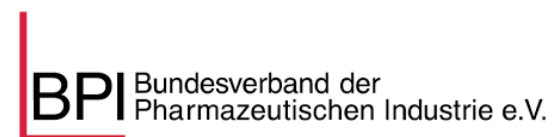
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In collaboration with



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