

ITALIA

AT

Bio International Convention

booth #3623



SAN DIEGO, CA JUNE 3-6, 2024



MESSAGE FROM THE ITALIAN TRADE COMMISSIONER

Dear BIO Attendees,

It is my pleasure to welcome you at the Italian Pavilion during the Bio International Convention 2024, one of the most significant events for the biotechnology industry in the global market.

We are proud to have our Italian biotech industry represented at the event, highlighting our country's excellence in the sector and our latest advancements in the field.

The life sciences sector in Italy is very strategic, accounting for 11% of the national GDP, and is confirmed as one of the most competitive hubs in Europe, ranking 1st by pharma CDMO manufacturing value and by number of scientific citations, and 2nd by number of pharma companies involved in the manufacture of pharma products and preparations. The Italian life sciences industry comprises 823 biotech firms and 747 pharma firms, offering consistent quality, global market knowledge, advanced experience, and high technological know-how and culture.




In the US market, Italy is one of the top suppliers of biotech products, with an export of 2 billion dollars in 2023, and an exponential growth of 87% compared to 2022. The biotech sector confirms its position as the leading component of high-tech product exports to the US, with a 31% market share.

This year, the Italian Pavilion will feature 23 leading biotech companies, startups, and clusters (<https://www.italyatbio.com/>) active in every sector of the life sciences space, including pharmaceuticals, medical devices, digital health, and biotechnology.

To learn more about the Italian delegation at BIO, also please join us for the following events:

- Tuesday 4th, 11:00 am: Presentation "The Italian life sciences industry: unveiling a dynamic ecosystem" (@Global Innovation Hub, Room 5A)
- Tuesday 4th, 12:00 pm: Panel discussion "Italian Biotech for a Better Future", followed by a networking "Aperitivo Italiano" (@Italian Pavilion #3623)

Our companies look forward to connecting with U.S. partners and investors during this four-day event and establishing new business, along with commercial and financial relationships.

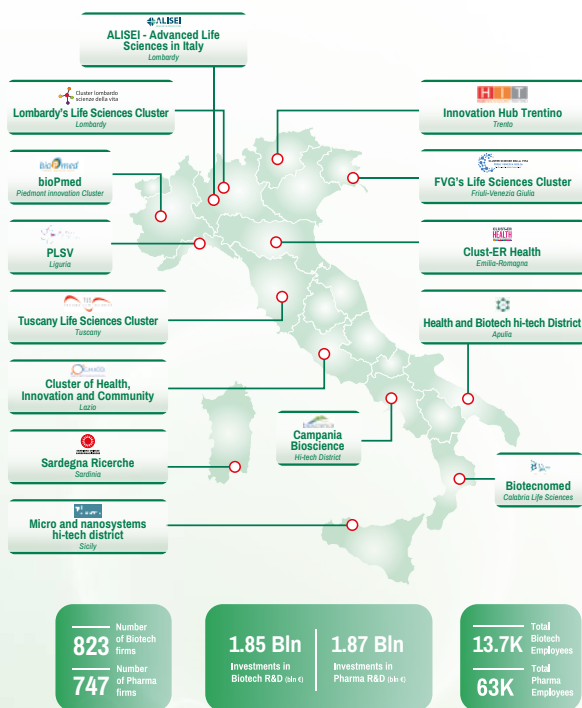
The ITA staff will be there to assist you in finding the right partner and to answer any questions before, during, and after the show. For more information about our services, please visit our official website at <https://www.ice.it/en/markets/usa/los-angeles>, and follow our social media accounts.   

We look forward to meeting you at our Italian Pavilion booth #3623.

Best regards,

Alessandra Rainaldi
Italian Trade Commissioner
ITA Los Angeles office.

THE ITALIAN BIOTECH SECTOR



Italy is one of the most competitive and vibrant hubs in Europe when it comes to Pharma & Biotech, accounting several achievements:

- 1st by pharma CDMO manufacturing value, with a share of 23% over the EU total
- 1st by number of scientific citations
- 2nd for number of companies involved in the manufacture of pharma products and preparations
- 3rd in Europe for number of employees in the manufacture of pharma products and preparations
- 4th worldwide by patent productivity, showing an extremely high quality of R&D activities, that reached a total investment of € 1.87 bln in 2022.

Because of the strategic significance of the life sciences sector in Italy, accounting 11% of the national GDP, there is a strong government commitment to enhance strategic national industries via the National Recovery Plan and the "Working Group on the Internationalization of the Biotechnology Sector", established by the Ministry of Foreign Affairs, aimed at fostering the international advancement of innovative supply chains and emerging technologies within the field.

The Italian Pharma & Biotech sector is highly export-oriented, with the highest export growth among Top EU economies: between 2019 and 2023, our medical and pharma export value grew by +52%, the highest increase in the EU, with a total value of over € 48 bln.

The Italian innovation ecosystem is populated by a significant number of territorial clusters, which act as true regional points of reference for universities, research hospitals, R&D centers, and innovation hubs, creating dynamic synergies among all players of the life sciences sector.

ITA - Italian Trade Agency is the Governmental agency that supports the business development of our companies abroad and promotes the attraction of foreign investment in Italy, through "Invest in Italy", a project operated with Invitalia.

With a motivated and modern organization and a global network of 79 offices in 65 countries, ITA provides information, assistance, consulting, promotion and training to Italian small and medium-sized businesses in the industrial, consumer goods and services sectors. Using the most modern multi-channel promotion and communication tools, it acts to assert the excellence of Made in Italy in the world.

Every year, ITA worldwide offices carry out hundreds of promotional projects and provide personalized services and assistance to thousands of Italian companies. The Italian Trade Agency also assists and supports foreign companies that want to establish or expand business and trade relations with Italian companies or to invest in Italy.





The Italian Trade Agency collaborates with Italian Regions, Chambers of Commerce, Industry and Trade Associations and other public and private organizations.




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MAP OF THE ITALIAN PAVILION



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PARTNERS



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Assobiotec, the Italian Association for the Development of Biotechnology, represents more than 120 businesses and science and technology parks, which operate in Italy in various fields where biotechnology is used: health, agriculture, the environment and industrial processes. The Association brings together various entities in differing size and activity sector, which have found a strong rallying point in their propensity to innovate and in the use of biotechnology. Established in 1986, within Federchimica, Assobiotec is a founding member of EuropaBio and the International Council of Biotechnology Associations.

PARTNERS

Invest In Italy 
THE ITALIAN HOUSE OF BUSINESS

INVEST IN ITALY

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Invest in Italy is the National Unit for Investment Attraction acting as a One-stop shop facilitating foreign investments in Italy. From initial planning to successful execution, our range of free-of-charge services ensures that companies receive all the support at every stage of the investment cycle. Thanks to a team of dedicated specialists, we provide complete assistance tailored around the needs of every investment project. Our activities are coordinated by the Italian Ministry of Enterprises and Made in Italy, by also leveraging the expertise on industrial sectors and financial incentives of Invitalia, the National Governmental Agency for Inward Investment and Economic Development.



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Alia Therapeutics, the first Italian gene editing company, has a vision to revolutionize medicine by curing genetic diseases at their roots. Alia's curated portfolio of novel CRISPR nucleases expands the range of targetable genomics sites and increases the precision of genetic modifications, bringing gene editing to the next level of specificity and safety. At Alia we prioritize patients. Alia is pioneering a mutation-independent editing strategy for Autosomal Dominant Retinitis Pigmentosa, a challenging highly heterogeneous genetic disease. Alia extends an invitation to biotech and industry leaders to join forces as partners accelerating cutting-edge technology and capabilities through co-development or licensing.

Expanding the reach of genome editing



Letizia Goretti, CEO

BIO USA 2024

ANEMOCYTE

Manufacturing Biotech Innovation

ANEMOCYTE

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Anemocyte is an Italian Biotech Manufacturing Organization with a strong focus on the development, manufacturing and analytical services to address needs in the field of:

- pDNA - Plasmids manufacturing (R&D, High-Quality, and GMP) for Viral Vector and mRNA;

- mRNA - mRNA manufacturing (R&D) for vaccines and therapeutic treatments.

Our experience: >20 years of development and manufacturing experience (from R&D to GMP) in the field of Cell and Gene Therapies and Nucleic Acids.





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AB ANALITICA with more than 30 years of experience produces a vast range of CE-IVD diagnostic tests for transplantation, sexually transmitted infections, HPV, antibiotic resistance, respiratory and gastrointestinal diseases, oncohematology and others. our experience in biotechnology has allowed the development of branded fully automated Real Time PCR platforms such as GENEQUALITY X120 and GENEQUALITY 2050 which offer an innovative molecular diagnostic solution, sample to result, for the labs.





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Ri.MED is an international private-public partnership founded by the Italian Government, UPMC, University of Pittsburgh, Italian National Research Council and Sicily Region. Its mission is to develop biotech and biomedical products on tissue engineering/bioengineering, drug discovery and regenerative medicine. Its focus is on oncology, aging, infectious and organ failure diseases and has developed translational research programs yielding the filing of 30 patents and fostering 40 R&D collaborations.





Your boutique for hi-tech APIs

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ICROM is an API CDMO specialized in development and GMP manufacturing of Active Ingredients; with over 50 years of experience, ICROM is the partner of choice for pharmaceutical outsourcing, able to provide a wide range of tailored services, custom development and custom manufacturing of NCEs, generic APIs, "high-tech" and difficult to make molecules for complex formulations.



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Headquartered in Italy, Indena is a reliable CDMO/CMO partner for pharma & biotech companies worldwide. With a century-long legacy in natural chemistry, Indena specialized in challenging chemistry and Highly Potent molecules (OEL down to 20 ng/m³) GMP manufacturing.

The company successfully completed 20+ HPAPI projects, including payload-linker intermediate leveraging its extensive expertise and access to complementary technologies such as synthesis, microbial fermentation and spray-drying capabilities.

Would you like to learn more? Meet our team Target Audience: Companies looking for HPAPI & payload-linker intermediate manufacturing partners.



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InSilicoTrials aims to become the most important problem solver in drug development by leveraging computational modeling and simulation (in silico) techniques. Using AI and advanced predictive technologies, we support emerging biotech companies by generating robust digital evidence that enhances funding prospects and clinical outcomes. Our in silico methods reduce R&D time and costs, offering:

- Virtual Patients and AI-enhanced trial accuracy.
- Cloud-based simulations for comprehensive virtual assessments.
- Regulatory-compliant data to support clinical programs.



Revolutionize
drug development
by harnessing
the power of *in silico*
technology

 InSilicoTrials

Lundbeck CDM

LUNDBECK CDM

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Lundbeck CDM has more than 80 years of experience in API manufacturing, with a strong expertise in Contract Manufacturing. With two European facilities based in Italy and Denmark, both inspected by USFDA, we have the know-how to support your esteemed company from pre-clinical phases to the commercialization of your small molecules. Lundbeck CDM, your partner of choice for small molecules.





**MENARINI
BIOTECH**

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Menarini Biotech is a Custom Manufacturing Organization (CMO) specialized in Process Development and GMP manufacturing of biopharmaceuticals. Development Services From Sequence to Preclinical Studies in 6-9 months: - cell line development

- Process development (upstream & downstream)
- analytical development
- formulation development

GMP MANUFACTURING Menarini Biotech takes advantage of its single-use technologies to offer platforms with high quality standards. GMP and ICH guidelines are applied in all our activities. Our processes are reproducible with the aim of maintaining the product quality. Our core skills include: Customer processes technology transfer Process scale-up Bioconjugation Structural characterization, manufacturing and release of Biotherapeutics and ADCs Formulation/Aseptic filling Core capabilities: Fill & finish for small volume liquid drug products using disposable assemblies



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NEOMatrix creates patient-specific DNA-based Neoantigen Cancer Vaccine built on sequencing the genetic map of the tumor and identification of specific mutations present only on cancer cells. NEOMatrix is based on synthetic DNA, the ideal platform for bringing individualized neoantigen vaccines to the market. The Company is planning to run a Phase 1/2 trial for Lung Cancer in 4Q24 and is currently looking for Pharma partners and investors to further develop this approach in the next future.





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PBL is an innovative Italian SME that deals with the design and development of customized industrial lines for the pharmaceutical industry. Founded in 2018, PBL has gained an increasing market share over the years, thanks to its ability to innovate and introduce groundbreaking technologies in the field such as Artificial Intelligence and Robotics. In addition, the transversal know-how of its engineering department makes of PBL the ideal partner for the development of ambitious production lines.



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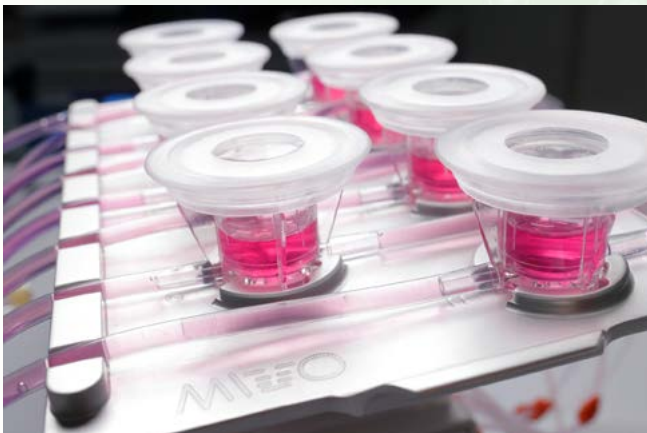
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React4Life is an Italian company that is revolutionizing preclinical research worldwide. With 2 decades of academic research, we're pioneering the development of MIVO®-based organ-on-chip, a breakthrough microphysiological technology that faithfully mimics human biology in the lab. Our platform overcomes the limits of traditional in vitro assays and animal models, improving reliability and predictivity in drug testing, personalized medicine, immuno-oncology, dermocosmetics, and nutraceuticals.



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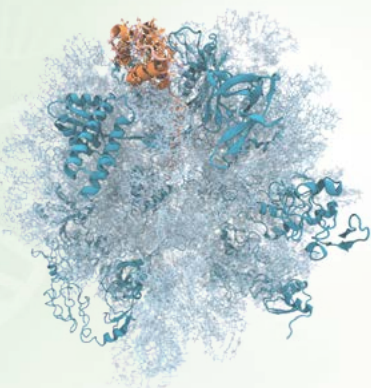
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Sibylla is a preclinical stage company focused on developing small molecule degraders that interfere with protein folding process. Such unique MoA is used to find new therapeutics for unmet medical needs and it is powered by a proprietary platform which leverages computer simulations and AI methods. Sibylla's technology is a unique enabler of a new class of all-atom molecular simulations that consider the vectorial nature of protein folding and the interactions of the nascent chain with the ribosome. This approach allows Sibylla to rationally design small molecules capable of inducing target degradation by interfering with its folding process. With collaborations in place with Takeda Pharmaceutical and Ono Pharmaceutical in the CNS space, and an internal pipeline mainly focused in oncology, Sibylla is currently developing this new type of degraders towards the clinical phase.





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SIB is a top-tier, internationally recognised intellectual property firm specialising in the protection and enforcement of patents, trademarks, models, designs and copyrights. Our services cover all areas of intellectual property. Our clients include enterprises of all sizes as well as universities/research centres and foreign associates. Our professional staff includes qualified patent attorneys with specialisations in all main technical areas, qualified trademark attorneys and IP law experts.





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For over a decade, our labs have pioneered disinfection systems utilizing eco-friendly, cutting-edge light-based technologies. We integrate expertise from microbiology, physics, chemistry, engineering, mechatronics, and medicine to develop experimental prototypes. Our research spans controlled lab experiments to real-world applications, with a focus on pragmatic outcomes. We blend academic rigor with entrepreneurial vision, aiming to translate research into viable products.



VALPHARMA INTERNATIONAL

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Valpharma Group SpA (www.valpharma.com) is an European pharmaceutical company leader in pharmaceutical development and of control released oral solid dosage medicines and nutraceuticals, with more than 40 years expertise in commercial supply in more than 70 markets. Valpharma is actively looking for licensing out of proprietary products.

- Melatonine ER (2mg)
- Esomeprazole GR (20 – 40 mg)
- Gliclazide SR (30mg)
- Diltiazem SR (200-300 mg)
- Apixaban IR (2,5 – 5 mg)
- Mirabegron ER (25-50mg)
- Semaglutide IR (3-7-14 mg)

(looking for Co-Development)





REGIONE AUTONOMA
FRIULI VENEZIA GIULIA



Agenzia Lavoro
& SviluppoImpresa
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Investment
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Agenzia Lavoro & SviluppoImpresa is the Investment Development Agency of Friuli Venezia Giulia, an Italian region located at the crossroad of the Mediterranean and Baltic-Adriatic Corridors. Life Science is one of the priority business areas of the region, having 11 international research institutes and a wide range of companies, with a focus on biotechnology. Trieste, the capital, has the European record for the density of international researchers and has a high density of innovative startups.



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Clust-ER Health Emilia-Romagna is a key player in the regional innovation ecosystem, supporting companies, research centers, hospitals and institutions in networking, sharing skills, ideas and resources to boost competitiveness. This fosters Emilia-Romagna's leadership in developing solutions with transformative potential in health and life science's sectors, such as pharma, regenerative medicine and digital health.

CLUST-ER HEALTH
SALUTE E BENESSERE

Regione Emilia Romagna

BOOSTING THE COMPETITIVENESS OF THE HEALTH & WELLNESS INDUSTRIES IN EMILIA-ROMAGNA

1ST REGION FOR...

INNOVATION
(European Scoreboard 2021 and to the Transatlantic Subnational Innovation Competitiveness Index 2022)

EFFICIENCY OF THE HEALTHCARE SYSTEM
(Demoskopika, 2020)

PHARMA & ATMPs **BIOMEDICAL TECHNOLOGIES** **BIG DATA & DIGITAL HEALTH** **ORTHOPAEDICS** **NEUROSCIENCES** **NUTRACEUTICALS** **ANIMAL HEALTH**

health.clust-er.it

GOVERNAMENTO ITALIANO COLLABORAZIONE CON L'UNIONE EUROPEA REPUBBLICA ITALIANA REGIONE EMILIA ROMAGNA



Cluster lombardo
scienze della vita

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Cluster lombardo scienze della vita is the community dedicated to life science in the Lombardy Region. As a non-profit association, it brings together all public and private entities - research, industry and clinics - active in every sector of the life science space. It works to foster connections and synergies, also at the international level, to generate innovation in the life science sector. Representing the sector to the Regional Government, it contributes to define the strategic trends at local level.





invest in tuscany

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Invest in Tuscany promotes the region as an investment destination, assisting investors in setting up and expanding their activities in Tuscany, home to a vibrant Life Sciences cluster: +400 companies, +16,000 employees, €6 billion turnover, €2 billion exports and 30,000 science graduates. Vaccines, immunology, oncology, cardiovascular and neurology are the focus areas of life sciences. This is why some of the major Multinationals have chosen Tuscany to set up and develop their businesses.

FDI Intelligence


EUROPEAN
CITIES AND REGIONS
OF THE FUTURE 2024
BEST FDI STRATEGY
MID-SIZED REGIONS
TOP 10
TUSCANY





CLUSTER SCIENZE DELLA VITA
FRIULI VENEZIA GIULIA
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The Life Science Cluster of Friuli Venezia Giulia is an organization established by regional Law and managed by the Upper Adriatic Technologic Park that aims to foster the development of the Life Sciences ecosystem in Friuli Venezia Giulia. The Cluster plays a leading role in building relationships between the regional Life Sciences industry and research sectors, promoting innovation, entrepreneurship and business opportunities. The Cluster contributes to developing a virtuous ecosystem and making Friuli Venezia Giulia a centre of excellence for research and innovation but also an attractive territory for researchers and enterprises.





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www.regione.lombardia.it

www.investinlombardy.com

Invest in Lombardy is the dedicated service of the Lombardy Region aimed at attracting FDIs and supporting foreign companies into a crossroads region for Europe. We offer a comprehensive. We offer a comprehensive support system, guiding you through the investment process with expert advice and tailored assistance. We bridge the gap, connecting you with the right partners and resources to propel your business forward. Unlock your full potential by leveraging Lombardy's unique advantages and watch your business thrive in the most developed Italian region for Life Sciences.



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YesMilano is Milano's international promotion agency, founded in 2019 by the Municipality and the Chamber of Commerce. Our Foreign Direct Investment team supports the soft landing of foreign companies with a broad offer of free of charge services. From the first assessment of the local opportunities to location scouting, access to talents, fiscal incentives, and institutional networking, we aim at making your investment smooth and successful, with dedicated sectoral teams and a tailor-made approach based on your needs.

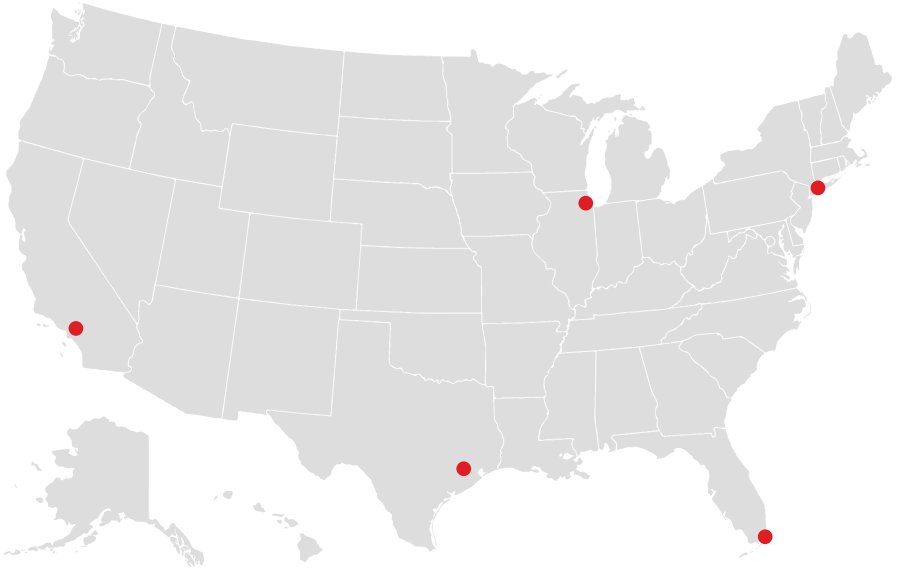




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