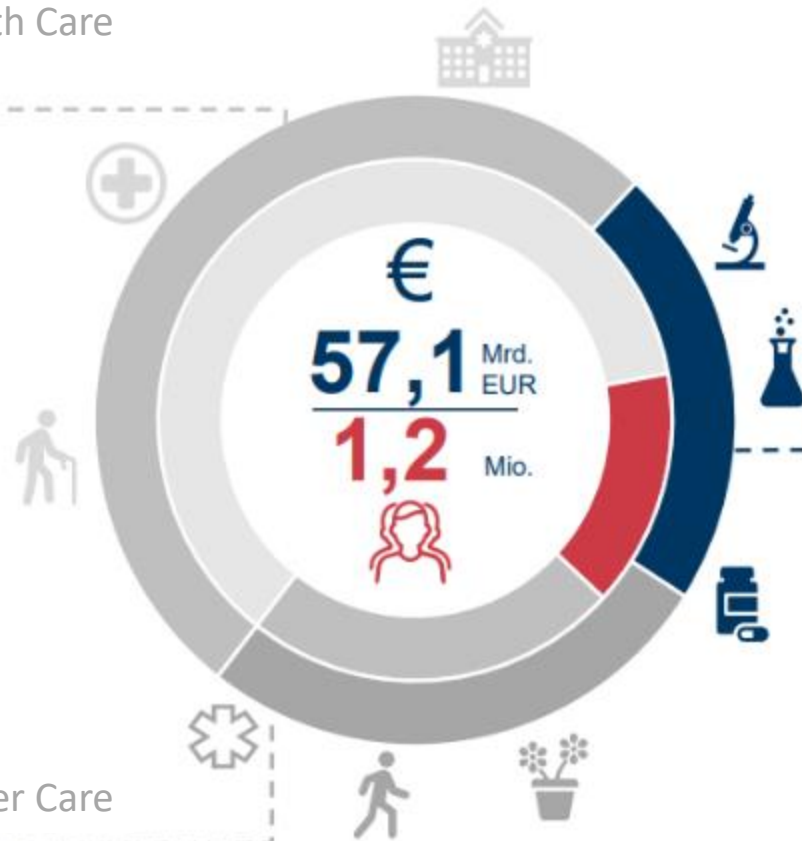




bayern  innovativ
Innovation leben.

Health Care Economy Fact Sheet Bavaria

Health Care



Further Care

Healthcare Industry

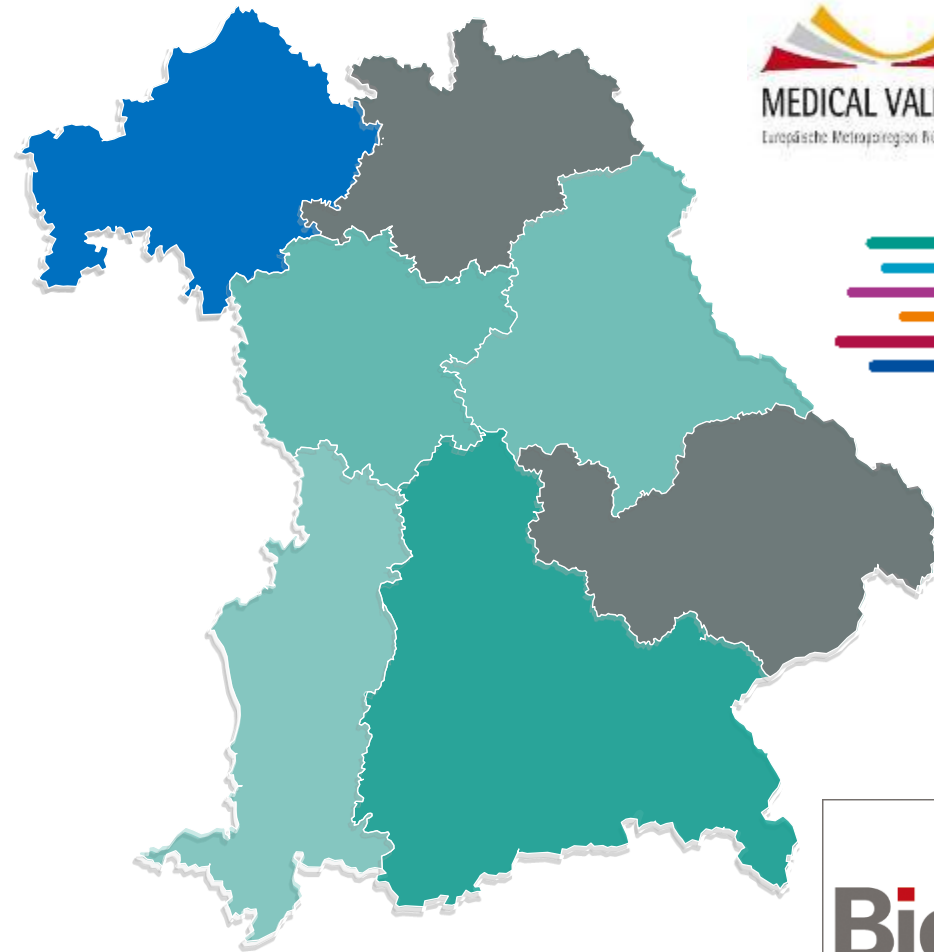
€ **12,6** Mrd. EUR
gross value
22,2%
of overall economy

5,9 %
average annual growth
2009-2018

173.000
employment
14,8 %
of overall economy

2,5 %
average annual growth
2009-2018

Network and Clusters for Health Tech in Bavaria



The Network for Innovation in the Healthcare Industry



Our network with 500 members

Our mission: to promote innovation through networking and knowledge transfer



Worldwide from 12 countries

Our fields of action: National strategy processes, events and cooperation



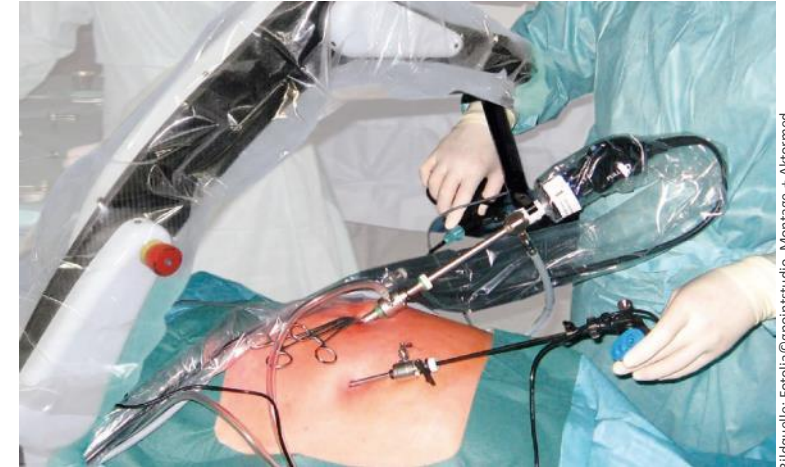
Our topics according to the individual needs of our members

Business areas: manufacturers, suppliers, service providers, hospitals, research, health insurance companies and others



How can we provide the surgeon a 3rd arm? From an idea to an innovation!

BEST PRACTICE :: AKTORMED GMBH :: SOLOASSIST



Bildquelle: Fotolia@gpointstudio_Montage + Aktormed



Innovation Think Tank Bayern Innovativ & Forum MedTech Pharma e.V.

Cooperation between Saitama (SBSC/SFBC) and Bavaria (BI/FMP)

A short history

- **Initiated by JETRO's RIT programm in 2011**
 - RIT is a program, which has been conducted since 2007, to promote industrial exchange and business match between local industrial complexes / clusters in Japan and overseas ones
 - Forum Medtech Pharma and Bavarian Cluster Mechatronics were selected by Saitama as partners
- **First activities:**
 - Participation of a Japanese Delegation in an One-on-One Forum (June 2011)
 - Delegation from Saitama to Bavaria in autumn 2011

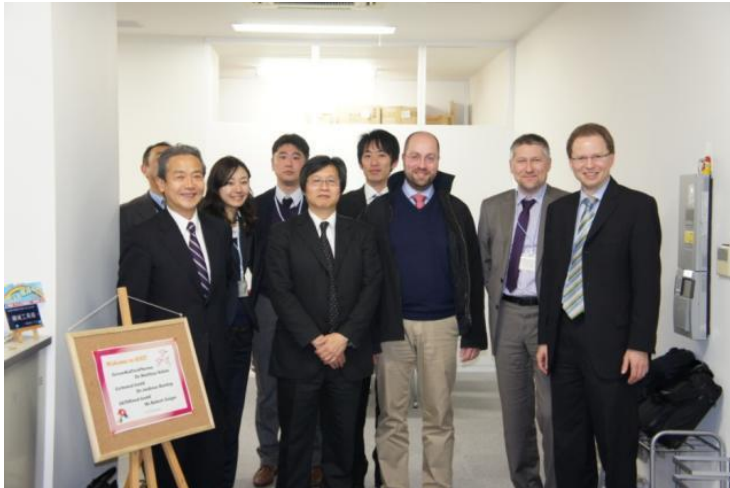
Cooperation between Saitama (SBSC/SFBC) and Bavaria (BI/FMP)

A short history

- Since then:
 - Annual delegation to Saitama with SMEs and scientific institutes
 - visits to interesting companies and institutes from the Saitama region, exchange of ideas and business contacts
 - participation and presentations at the annual Medical Monozukuri in Saitama or other events
 - Meetings with representatives of Saitama and Bavaria
 - Annual delegation from Saitama to either One-on-One Forums or Medical Conferences (MedTech Summit/MedtecLIVE)
 - Participation of Saitama companies on the FMP common booth at Medica
- In July 2014: Signing of a Memorandum of Understanding (MoU)

Cooperation between Saitama (SBSC/SFBC) and Bavaria (BI/FMP)

Impressions:



Delegation to Saitama, January 2012

with SMEs Cerbomed and Aktormed



Signing the MoU, Nürnberg, July 2014

Prof. Dr. Werner Klaffke, CEO, Bayern Innovativ GmbH
Dr. Thomas Feigl, CEO, Forum MedTech Pharma e.V.
Mr. Tatsunori Kinoshita, Deputy Mayor of Saitama City
Mr. Shuji Yamagata, Chairperson, SFBC



Delegation to Saitama, February 2017

Christian Geltinger, Bavarian Representative to Japan
Hayato Shimizu, Mayor of Saitama City
Dr. Frank Miermeister, Forum MedTech Pharma e.V.
Shuji Yamagata, Chairperson, SFBC

Cooperation between Saitama (SBSC/SFBC) and Bavaria (BI/FMP)

Learnings

- Good basis for cooperation between Japan and Bavaria
 - Quality, reliability, open-mindedness
- It takes time, so take your time!
 - Culture, Language, Regulation, Innovation Approach
- Know, what you have and what you seek!
 - Network Support (SFBC and FMP) is essential for success

Into the Future

- Regulations evolve (MDR/IVDR) and will become even more challenging
- Companies are less looking for delivery of parts but for delivery of solutions
→ Manufactureres are searching for development partners instead of suppliers
- Agencies and networks like SFBC and FMP will be an important factor in the future to give support and orientation in a worldwide growing market!
- We are looking forward to working together in the future and further deepen our cooperation and friendship.

