



European Business and Technology Centre

| Invitation |

## EBTC Biotechnology Business & Research Delegation to India

YOU ARE CORDIALLY INVITED TO PARTICIPATE IN EBTC'S BIOTECH BUSINESS & RESEARCH DELEGATION TO INDIA, AN OPPORTUNITY TO ENTER ONE OF THE WORLD'S FASTEST GROWING BIOTECH MARKET.

Event - where & when?

BANGALORE, INDIA

2 – 6 MAY 2011



[www.ebtc.eu](http://www.ebtc.eu)

EBTC is a programme co-funded by the European Union



and coordinated by



EUROCHAMBRES

## About EBTC

The European Business and Technology Centre (EBTC) supports EU cleantech companies and researchers on their market entry to India and offers hands-on support in the early stages of expansion. Through its offices in New Delhi, Mumbai, Bangalore and Kolkata, EBTC is offering complete end-to-end solutions to clean technology companies who want to enter and be successful in the Indian market. EBTC's efforts focus on 4 key sectors – Biotech, Energy, Environment and Transport – all offering enormous scope for closer EU-India collaboration – be it in business, science or technology. As the connecting platform between business and government, EBTC ensures that European players are able to compete fairly in the fast growing Indian market by feeding through potential market access issues into the political EU-India dialogue.

## Market Drivers

Opportunities for EU-India collaboration in biotechnology are multifold.

- The Indian biotech industry grew threefold in just five years to report revenues of US\$ 3 billion in 2009-10, a rise of 17 per cent over the previous year. The Indian biotechnology sector is expected to touch US\$ 25 billion by 2015.
- There is a strong Biotechnology Regulatory system in India that is encouraging development of Intellectual Property.
- India is among the world's leading vaccine producers with more than half a dozen of the world's top vaccine manufacturers present.
- The BioPharma industry, with more than 40% of the total 325 biotechnology companies, offers a wide scope for business and technology transfer.
- The Bioagriculture sector is vital for India to meet the increasing food demands of its growing population, with limited arable land and depleting water resources.
- Bioinformatics and Bioservices, with a well developed R&D capability, are ideal for outsourcing.

## Mission benefits

- Podium presentations and a customized schedule of one-on-one business meetings with pre-screened Indian potential partners, agents, distributors, licensees, and retailers.
- Updated information on Intellectual Property Management as well as the Indian regulation and policies applied to the Indian biotech sector.
- Attendance of Bangalore India Bio, 4-5 May 2011, promoted by the Department of IT and Biotechnology, Government of Karnataka and supported by ABLE, India's leading Biotech Association.
- Present your technology solutions at the 'European Pavilion' in the exhibition area of Bangalore India BIO 2011.
- Participate in a networking reception with government officials and top players of the Indian biotech sector.
- Visit Bangalore Biocluster.



## Should you participate?

Participation in this mission is open to all EU companies, research organizations, individual researchers, cluster representatives and Universities operating in the area of red, white and green biotech and bioinformatics. The purpose of the delegation is to understand the Indian biotech market and explore business opportunities in the aforementioned areas with specific emphasis on biotechnologies associated with climate change and sustainable development.

## Fee

Participation fee for the EBTC Biotechnology Business & Research Delegation to India is €200. Please note that delegates will be required to book and pay for their own costs for flights, airport transfers and hotels. EBTC delegates will be able to take advantage of discounted hotel rates.

## How to register

EU companies and researchers interested in joining the mission are invited to submit their 'Expression of Interest' and send it to [biotech@ebtc.eu](mailto:biotech@ebtc.eu) or fax to +91-(0)11-45172209. Final date of submission: 18 March 2011.

For more information and a detailed five-day preliminary programme please contact the following:

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