



HBio
HELLENIC BIO CLUSTER

Annual Report 2019



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This annual report provides a summary of activities for the financial year ended 31 December 2019 against the planned objectives detailed in the HBIO Corporate Plan.
Read the annual report online: hbio.gr

1. THE STRATEGY

Hellenic Biocluster is the largest Health & Life Sciences cluster in Greece, connecting partners ranging from major pharmaceutical companies to specialized SMEs to leading research groups.

By connecting partners with a different but complementary focus, both from industry and academia, HBIO has become a facilitator in the innovation process in Greece.

The HBIO strategy is guided by 3 main pillars:

Collaborative Networks: collaborating to integrate generated knowledge thus, creating a stronger, innovation ecosystem and enhancing Greece's innovation performance

Science Excellence Translated into Growth: fostering breakthrough technology and knowledge and supporting sector growth by capacity building

Global Engagement: deliver connectivity to the global science, technology and innovation frontier as well as accessing new markets for Greek innovation

AIM

To develop and foster a strong Life Sciences & Health cluster, in order to support innovative and impact science, industry transformation and increased global competitiveness leading to real solutions to the community, as well as an economy boost.

VISSION

To be an innovation catalyst, collaborating to boost Greece's innovation performance.

OBJECTIVES

- Create health and economic benefits from research discoveries and innovations
- Drive collaboration and innovation across the research pipeline and healthcare sectors
- Strengthen transdisciplinary research collaboration
- Maximise opportunities for research translation
- Facilitate the commercialization of great Greek research
- Demonstrate the value and impact of research investment

2. MESSAGE FROM THE CHAIR

Dear HBIO members, colleagues and friends,

2019 has been a productive year for HBIO, maybe even more than 2018. Together with our new BD manager, Stamatiki Kritas, and our Board we have continued to achieved some important goals:



1. A growing membership:

Adding 7 new members, HBio continues to grow, now welcoming more than 50 members from industry and academia. We are especially pleased to see that Greek companies are joining us. We believe this is important, as we shift some of our focus to the local ecosystem with a view to catalyzing member interactions and offering relevant services.

2. A diverse membership taking shape:

Following our plan to pursue this objective more vigorously in 2019, I am glad to report that this has been the case and that it will remain a goal for HBio in 2020 since we continue to believe that novel value chains are the best way to create new value and maintain HBio at the forefront of developments. We are excited to have new members such as the Athens Eye Hospital representing the hospital stakeholder groups, Ergobyte Informatics S.A and Vidavo S.A from the eHealth sector and BBS Pharmaceuticals from Australia.

3. International Collaborations:

We are pleased to have seen a Memorandum of Understanding signed in October between two cluster members - BBS Pharmaceuticals Australia and Assoc. Professor Konstantinos Poulas from the University of Patra, Dept of Pharmacy - focusing on medicinal cannabis research. Moreover, Greek Researchers from Johns Hopkins, USA together with scientists from the BiHELab, Ionian University, began a collaboration to address the “pandemic” of Alzheimer’s Disease and Related Disorders (ADRD) in Greece within the Hellenic Initiative Against Alzheimer’s (HIAAD).

4. Funding applications:

While we were quite active in 2019 with 3 applications submitted, unfortunately, none were successful. This effort will continue in 2020 as EU calls are considered an important source of funding for HBio.

5. Annual General Meeting:

Held in November 2019 our AGM was attended by over 50 members and helped shape our policy for 2020, where we agreed to arrange mentoring and training activities and continue to facilitate communication between all HBio members in order share ideas and develop projects.

6. Outreach activities:

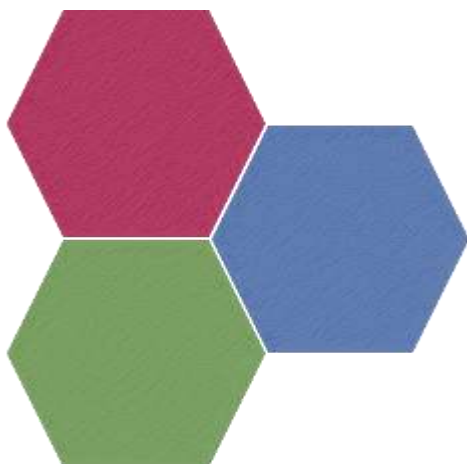
These are an important element of our dissemination and networking plan and in 2019 we have been quite active: in March, HBio organized the AGM of CEBR with great success. HBio attended for the 2 year in a row the Entrepreneurship Panorama, attended the 7th Hellenic Forum for Science, Technology and Innovation at NCSR DEMOKRITOS in July, presented at a 1-day meeting organized by the PRAXI NETWORK with delegates from the Zhejiang Provincial Science and Technology Exchange Center visiting Athens and also participated in the StartUpNowForum 2019 in October at Technopolis, Athens.

2019 has also been an election year for HBio. Following our elections, we now have a new board of directors as well as a new President: Dr. Ioanna Koukli, the founder and Managing Director of Pharmassist Ltd. A long-time member of the Board, Ioanna brings significant hands on experience of the CRO market as well as excellent knowledge of the Greek market itself. I am confident that with this new Board, HBio will continue its upward path and, importantly, strengthen its presence in the Greek market.

As we enter 2020, our success and our utility to our members continues to depend on our ability to mobilize our members, and to offer useful services to you, to the international healthcare industry and to Greek society. Once again, I invite you to read this 2019 Annual Report and to share your ideas on how to make HBio a better cluster for all.

Thank you all for having trusted me to be a President in HBio's formative years. It has been an honor and a great pleasure and I look forward to continue supporting our common vision in the years to come.

Andreas Persidis, PhD
President of Hellenic Biocluster



3. NEW MEMBERS

In 2019, the following organizations joined the HBIO cluster:

Athens Eye Hospital

In Athens Eye Hospital, healthcare provided by internationally renowned doctors in conjunction with continuous research efforts, build the foundation for evidence-based medicine in everyday practice. Joint efforts are made to successfully treat a number of pathologies, such as diabetic retinopathy, degenerative maculopathy, chronic glaucoma, and infantile cataract via partnership of twelve ophthalmology sub-specialties, basic science, and additional support by collaborative academic centers and colleagues from other specialties. In Athens Eye Hospital, the principles of translational research are applied to responsibly integrate key research findings with practice, with the ultimate aim of patient care optimization. In Athens Eye Hospital novel, customised Intraocular Lenses are developed which offer better vision to patients with severe optical problems, as well as to any patient undergoing cataract surgery. For this purpose, they have created specialized Research infrastructures and in parallel they collaborate with some of the most important academic institutions in the world.



For more information: www.athenseyehospital.gr/

BBS Pharmaceuticals

BBS Pharmaceuticals is an Australian company licensed to cultivate, produce and manufacture medicinal cannabis products for the Australian and Global medicinal cannabis market. BBS Pharmaceuticals aim to be the leading medicinal Cannabis cultivator and manufacturer in Australia, to have strong market connections at an international scale, as well as influence the Australian and South east Asian market as a leader in this industry.



For more information: www.bbspharmaceuticals.com/our-company/

Centaur Analytics

Centaur builds and leverages the latest technologies to transform a traditional supply chain into a trusted, end-to-end, post-harvest quality monitoring chain. Centaur is an Internet-of-Things solutions company developing wireless sensor electronics and cloud software for data monitoring and analytics. Centaur is focused on Stored Product Protection for the food industry and logistics chain. Its specialties include web and mobile software, wireless electronics, semiconductors, simulation and analytics techniques. Centaur Analytics is expanding into the Health sector i.e. medicinal cannabis.



For more information: <https://centaur.ag>

Ergobyte Informatics S.A

Ergobyte is a market-oriented eHealth SME operating since 2002 that produces high quality medical software solutions for



desktop, server and mobile devices. Ergobyte's portfolio of commercial products empowers health professionals by assisting them with clinical and pharmaceutical information at the point of care. Their growing customer base comprises healthcare providers, pharmaceutical industry and biomedical research.

The "Galen Platform" is Ergobyte's flagship product line, which offers:

1. Galen Medicines, the most popular pharmaceutical reference in Greece,
2. Galen Reasoner, an AI-powered medication recommendation system, and
3. Galen Office, a cloud-based management system and EHR.

For more information: www.ergobyte.gr/

ResQ Biotech

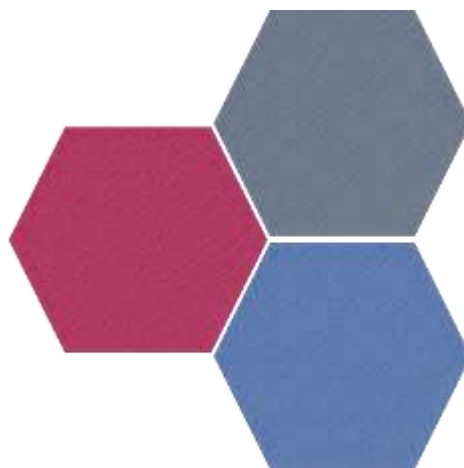
ResQ Biotech is a spin-off company of the National Hellenic Research Foundation (NHRF), which was founded in 2019 and is based in the Patra Science Park, Greece. The main activity of the company consists in the discovery, preclinical development and commercial exploitation of potential therapeutic molecules against diseases caused by problematic protein folding, such as



Alzheimer's disease, Parkinson's disease and amyotrophic lateral sclerosis.

The creation of ResQ Biotech has been based on the high level of expertise developed in the laboratory of Dr. Georgios Skretas at the Institute of Chemical Biology of the NHRF, which concerns the use of biotechnological methods for the discovery of these molecules by applying an innovative synthetic biotechnology methodology. Additionally, the company has extensive experience in the biosynthetic production of difficult proteins, such as human membrane proteins, for further study and characterization.

For more information: <https://resqbiotech.wixsite.com/website>



Uni Systems

Uni Systems is focused in the systems integration marketplace and has developed



a dynamic and comprehensive solutions portfolio based on its focused business strategy, in-depth business and technological know-how and its highly skilled and experienced workforce. By capitalizing on its experience and technical expertise and with highly specialized personnel and subsidiaries in Belgium, Luxembourg and Romania, Uni Systems prides itself in its exceptional reliability and success record, while continues substantial investment in its international perspective.

Uni Systems' workforce implements some of the largest and most complex ICT projects in the market, offering IT services to large enterprises in the Health, Financial, Telecommunications, Public and Private sector. Uni Systems employs more than 500 people and in 2015 posted a revenue of €69,7 million.

For more information: www.unisystems.gr/

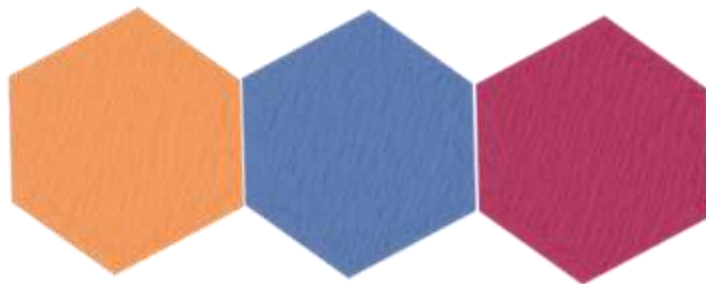
Vidavo S.A

Vidavo was established in 2005 by a team of scientists and engineers. It has over 18 years of experience of providing



innovative solutions in the e/mHealth sector from research to market. It has extensive experience in implementing multi-national R&D projects and scalable, tailored solutions. Vidavo brings forward experience in project management and most importantly in ICT-based service implementations, in terms of business potential and user satisfaction and acceptance, with particular expertise on developing Integrated care systems and specialized mobile health apps. The team has a vast expertise in ICT, e/mHealth, e-wellness and telemedicine sectors and is committed to provide highly quality services from implementation to technical support driven by an innovative spirit jointly to entrepreneurial skills. Vidavo is passionate about anything that relates to mobile health and high-end technology.

For more information: www.vidavo.eu/



4. OUTREACH EVENTS

Entrepreneurship Panorama 2019

For a second consecutive year, HBIO was invited to participate in the annual Entrepreneurship Panorama, organised by Prof. Ladopoulos, University of Athens. Addressing an audience of over 100 attendees, the panel presented the Greek health innovation ecosystem. Cluster members BIOEMTECH (George Loudos), AbbVie Pharmaceuticals S.A (Konstantinos Mefsout), BSRC Fleming (Niki Karagianni), Telematic Medical Applications Ltd (Philip Sotiriades), BIOMEDCODE (Maria Denis) and the HBIO President (Andreas Persidis) presented and participated in a later Q&A session.



HBIO attended the 7th Hellenic Forum for Science, Technology and Innovation at NCSR DEMOKRITOS (July) organised by the PRAXI NETWORK. B2B Meetings took place with potential new members.

The Cluster presented at a 1-day meeting organized by the PRAXI NETWORK with delegates from the **Zhejiang Provincial Science and Technology Exchange Center, China** visiting Athens. HBIO was invited to visit the Zhejiang Provincial Science and Technology Exchange Center.

HBIO was invited to present at the **3rd Annual Biomedical Innovation Development Conference** in October in Jinan, China, aiming to open communication channels and result in collaborative projects between the cluster and potential partners in Asia.



HBIO was also invited to participate at the **StartUpNowForum 2019** (October 23-24 at Technopolis, Athens). Apart from being a Community Partner, HBIO also organized a workshop on entrepreneurship & innovation in the Life Sciences. The workshop titled “Life Sciences Innovation:



From A Bright Idea to A Bright Future!” aimed to inspire and young entrepreneurs in the Health sector. Speakers included George Loudos from BIOEMTECH, Alexandre Tsoukalis from Micrel Medical Devices & Costa Karamanis from the PRAXI Network.

5. FUNDING APPLICATIONS

1. Continues improvement through Lean processes and simple supporting tools for IP Management in healthcare SMEs

HBIO Budget allocation: 15,000€

Project duration: 12 months

Principal Investigator: University of Ankara

Outcome: Not successful

2. SMART INVESTment advisory HUB for IPR driven innovative start-ups and SMEs

HBIO Budget allocation: 65,000€

Project duration: 24 months

Principal Investigator: University of Ankara

Outcome: Not successful

3. IMI Call 18 Topic 3 - MyHealthPortal: Integrated Portal and Intelligent Digital Tools for Improved Patient Access, Understanding, Health Literacy, Adherence and Overall Health Outcomes

HBIO Budget allocation: 320,000€

Project duration: 5yrs

Principal Investigator: CERTH - ITI

Outcome: Not successful

6. INTERNATIONAL COLLABORATIONS

Council of European Bioregions

HBIO is an active Council of European BioRegions (CEBR) member in order to increase visibility and influence throughout Europe. In April, HBIO hosted the annual CEBR meeting, where the new Board of Directors, was elected. Dr. Stephanie Wehnelt of BioM was elected President for a further three years. At the CEBR annual meeting, the partners analysed the activities carried out in 2018 and discussed the strategy for the coming years.



BBS Pharmaceuticals Australia & University of Patra

A Memorandum of Understanding was signed in October between two cluster members - BBS Pharmaceuticals Australia, a new member and Assoc Professor Konstantinos Poulas from the University of Patra, Dept of Pharmacy are now part of a developing consortium that HBIO is involved in, focusing on medicinal cannabis research, training and business expansion. The consortium will be expanded further between Greece, Australia and Malaysia.



Research Agreement with the Cyberjaya University College of Medical Science, Malaysia

BBS Pharmaceuticals and Assoc Prof Konstantinos Poulas from the University of Patra visited Malaysia in November and signed a research agreement with the Cyberjaya University College of Medical Science in Malaysia to start a preclinical research programme on CBD.

Hellenic Initiative Against Alzheimer's (HIAAD)

Greek Researchers from Johns Hopkins, USA combine their scientific expertise and research knowledge with scientists from the Bioinformatics and Human Electrophysiology Laboratory, (BiHELab), Ionian University, a cluster member to jointly cope with the "pandemic" of Alzheimer's Disease and Related Disorders (ADRD) in Greece.

7. ANNUAL GENERAL ASSEMBLY

In November 15th, the Annual General Assembly took place. HBIO achievements were presented and members were engaged in discussing ideas and planning the next strategic steps for the cluster. A new Board of Directors was elected, effective for the next 3yrs, as per HBIO constitution.

The members of the HBIO Board of Directors for 2020-2023 are:

1. **Leonidas Alexopoulos**, ProtATonce
2. **George Loudos**, BIOEMTECH
3. **John Dagas**, BBS Pharmaceuticals
4. **Ioanna Koukli**, Pharmassist Ltd
5. **Andreas Persidis**, Biovista
6. **Nikos Adamopoulos**, Galenica S.A
7. **Nikos Nicolettos**, International Greek Consultant
8. **Thodoris Zafiropoulos**, P Zafiropoulos S.A
9. **Panagiotis Karniouras**, PRAXI NETWORK

Ioanna Koukli (PhD), the founder and Managing Director of Pharmassist Ltd, was elected as the new HBIO President.

Prof Spyros Kintzios and Dr Aristotelis Chatziioannou, who served on the previous Board, were thanked for their incredible support and excellent cooperation and dedication to the mission of the cluster.



8. NEXT STEPS – ACTIONS FOR 2020

- 1) **Actions to develop synergies**
 - be present in meetings, forums, conferences
 - organize the 2nd HBIO Forum
- 2) **Global engagement actions**
 - nationally and internationally
 - business missions, delegations to innovation forums
 - invited speaker programme
- 3) **Publicity actions**
 - via media, outreach community actions
- 4) **Training actions for capacity building**
 - training, mentorship programmes
 - generate new knowledge for members
 - use the already existent member knowledge

Hellenic Biocluster

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