



Enabling Translational Innovation in Industry

Han Steutel – President of Verband Forschender Arzneimittelhersteller (vfa)

Science Meets Industry Day, Heidelberg; 19/20 October 2026

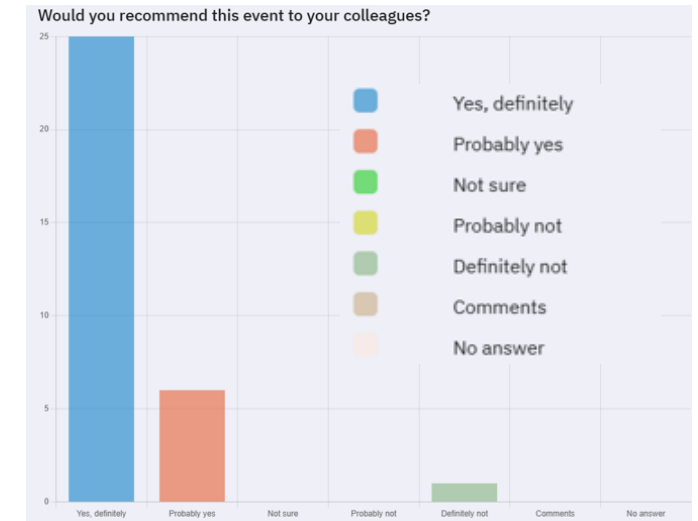
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Establishing our Science meets Industry Day as a „tradition“

Successful start last year as a platform to exchange on translational opportunities and bring innovations closer to patients.

Thanks to **positive feedback** and input, the format was finetuned and optimized as an interactive forum.

Our progress depends on strong partnerships: we are looking forward to continue this journey together.



Science Meets Industry Days are needed to synergize our efforts

Chances as well as **challenges** for R&D have increased with technological innovations, digitalization and medical/demographical trends over the past years.



Given the growing complexity in R&D, our resource constraints and budgetary limitations, we need to build trusted partnerships and **intensify the collaboration between science and industry** along the entire R&D value chain.



We are missing a coherent national strategy from **political stakeholders beyond isolated activities** to strengthen our the R&D framework in a growing global competition. Initiatives like the Hightech Agends needs to be complemented with dialogue formats and urgent implementations...



Recent *location-clause* might offer opportunities also for R&D

Expert-panel (led by Ministry of economy, BMWF) recently presented their report for a location-clause to strengthen pharma-investments in Germany.

Cumulative reduction of mandatory rebates, if following conditions are fulfilled:

➤ **Entry criterium:** a minimum of 2% study patients enrolled in Germany (to be increased up to 4%); if fulfilled, three additive „engagements for Germany“

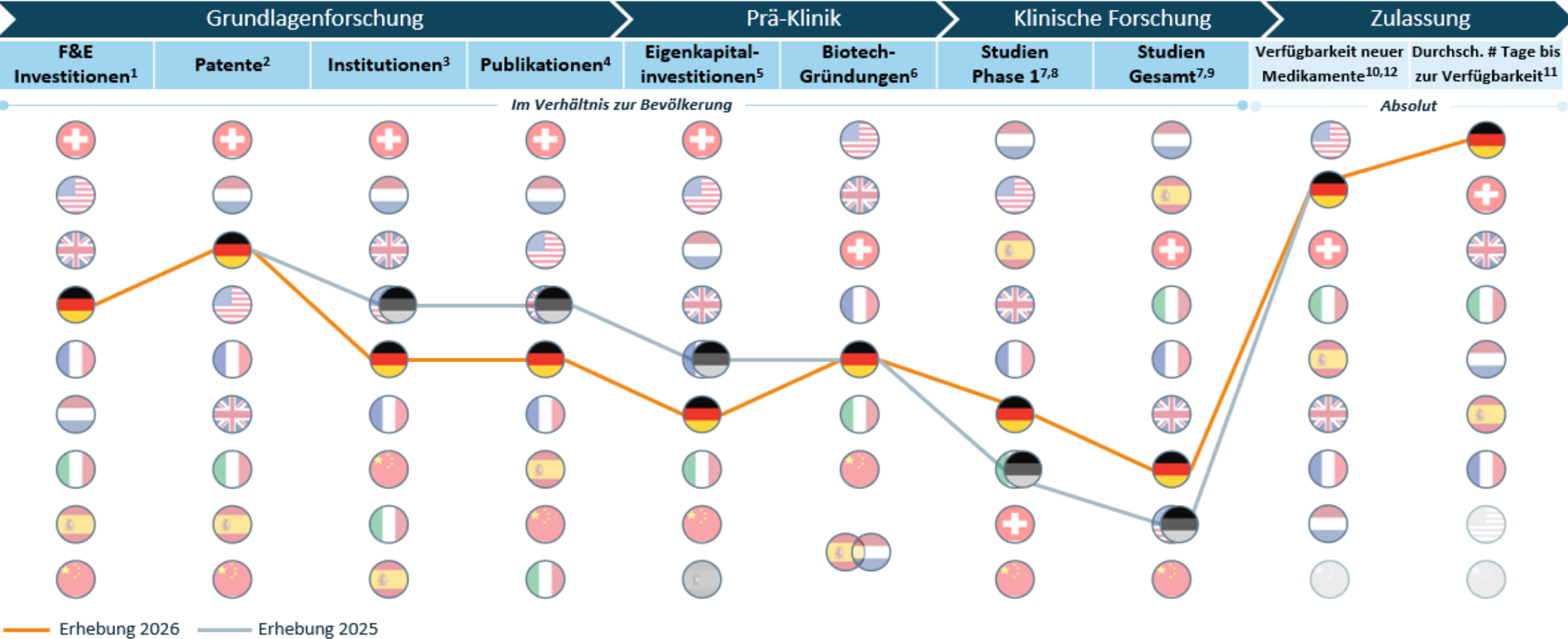
1. Tarif-bound minimum salaries for company personnel
2. R&D investments in Germany of $\geq 7\%$ of annual revenue
3. Investment in production facilities in Germany

Flexible, but clear incentives to increase industry-engagement in Germany ...



Untapped potential falls victim to a German “valley of death”

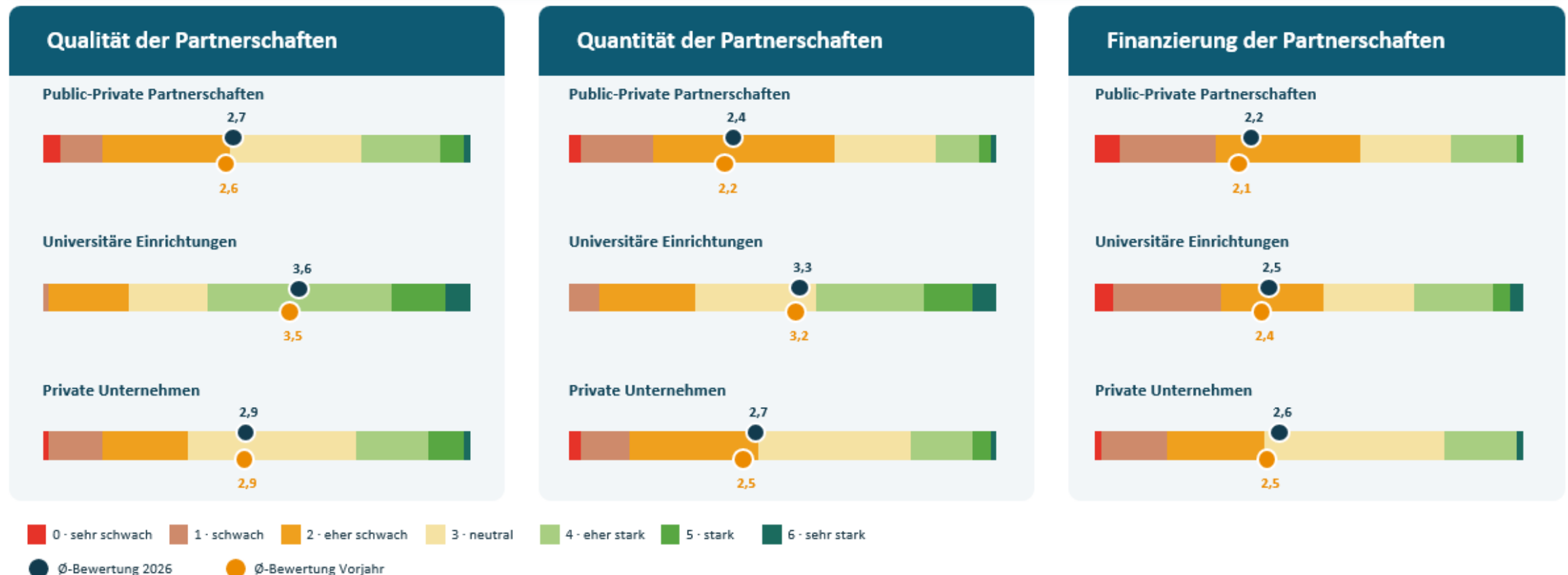
Basic research results are not translated into innovative treatments here (but developed elsewhere)



1: Investitionen der Industrie, EFPIA, 2022; 2: Patente im Bereich Biotechnology, Pharmaceuticals, Macromolecular Chemistry, Polymers, EPO, 2022; 3: Anzahl der Institutionen in den Top 100 für Biological Sciences/Chemistry, THE Ranking, 2024; 4: Nature Index Output Share, 2024; 5: Im Bereich Life Sciences, S&G Global, 2022; 6: Mindestens 1 Mio. \$ Funding, Crunchbase, 2023; 7: ClinicalTrials.gov, 2023 (Filter: Studienstart in Jahr x; interventionelle Arzneimittelstudien; Studien mit mehreren Standorten werden für jedes relevante Land gezählt); 8: Early Phase I + Phase I; 9: Phase I-IV; 10: Basierend auf dem Jahr, in dem das Produkt in Europa zugelassen wurde, EFPIA W.A.I.T. Indicator, 2023; 11: Durchschnittliche Anzahl an Tagen von der Marktzulassung von Arzneimitteln bis zur Verfügbarkeit für Patienten, EFPIA W.A.I.T. Indicator, 2023; Hinweis: Daten basieren immer auf der aktuellsten Erhebung; graue Flaggen bei nicht verfügbaren Daten

Experts see optimization-potential regarding quality, quantity and funding of partnerships in biotech R&D

How would you rate Germany compared to international peer-countries as an actual location for partnerships in terms of **quality**, **quantity** and **funding** in biotech R&D ?

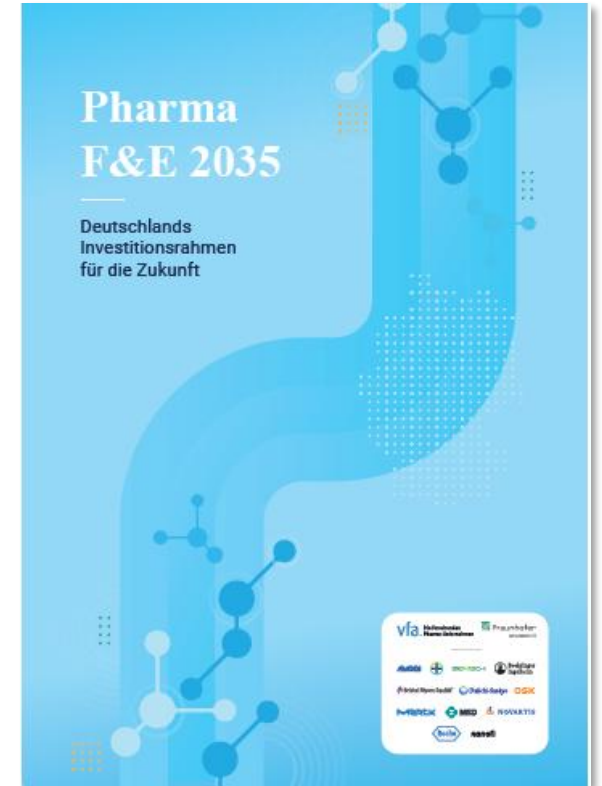


An innovation-frame for Germany's Biotech future: Priorities and offered R&D solutions



Goals of our Strategy paper („Pharma R&D 2035“)

- Turn Germany into an internationally pre-eminent **R&D location** and improve our R&D framework conditions
- Rapidly expand **digitization** and a **high-performance data ecosystem** as a driver of pharmaceutical innovation, as well as promote **future technologies** in health research
- Implement **measurability** and prioritization of actions for R&D progress





Wishing us enriching discussions. Thank you.

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