

# Building a Biotech ecosystem

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# Portugal as a new startup nation?

- high quality of talent at a competitive cost
- high level of English language proficiency
- global perspective from day one
- security, climate, friendliness, infrastructure

## Policies:

- Startup visa
- 200M – 50:50 matching fund initiative
- R&D tax breaks
- A variety of support infrastructures
- Overall a good investment environment

High ratio of good companies (e.g., nr of unicorns) per capita

## The Portuguese Ecosystem: An Overview

Source: [www.halbekoenraads.com/](http://www.halbekoenraads.com/)



Portugal ranks  
**9th out of 60**  
for Access to Talent (EDCi)



**>150**  
incubators and  
accelerators in  
Portugal



Global connectedness &  
access to international  
markets



Ranked **#31 out of  
127** countries on the  
Global Innovation  
Index

Lisbon in **the top 5**  
best performing startup  
communities in Europe

LISBON

**>67%**  
of founders  
spread within  
Europe



**Startup Visa** for foreign  
startup founders  
(first of its kind in the EU)

**20%**

of startups are in IT and  
Software Development  
(European Startup Moni-  
tor, 2016)

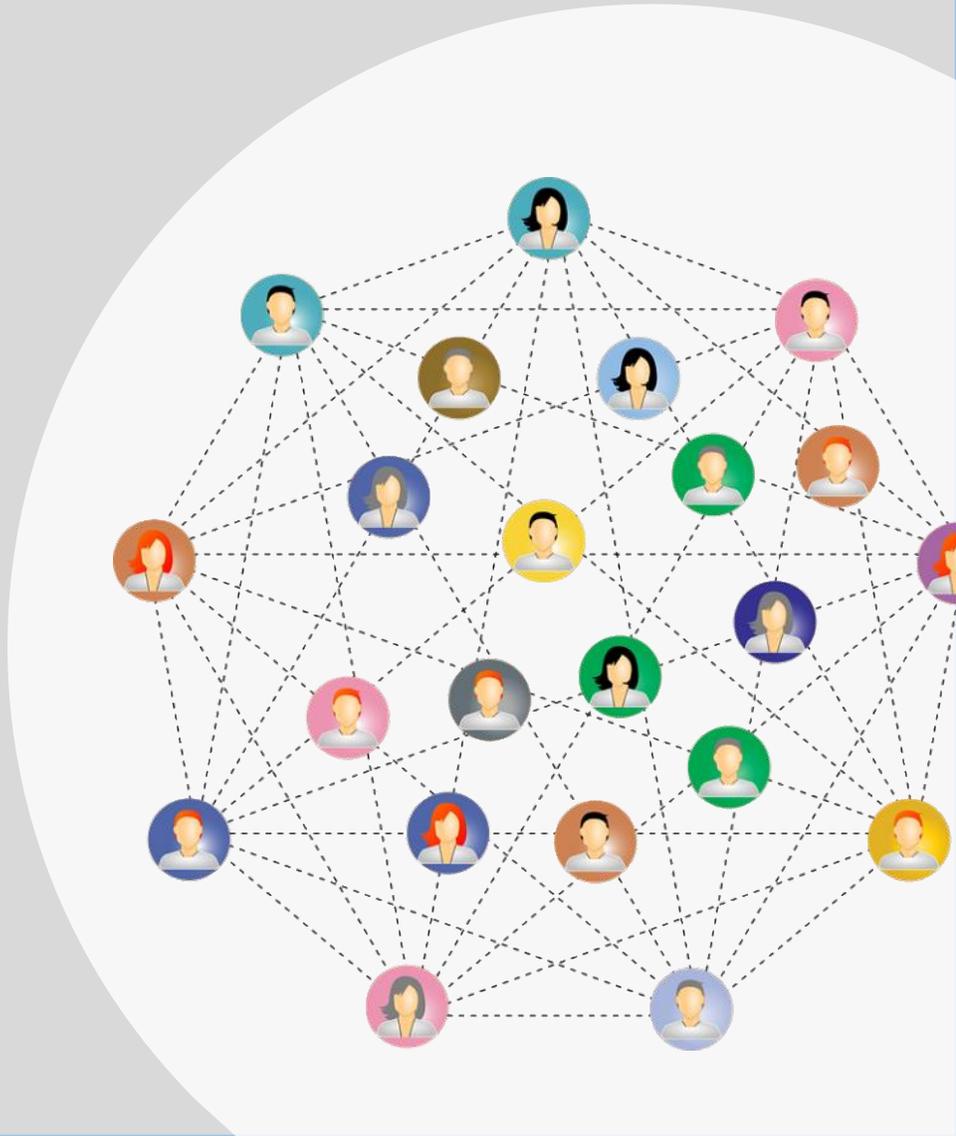
## In Biotech

- R&D has grown exponentially in the past decades, with over 500 new PhDs every year
- Life & Health Sciences represents 40-50% of all research outputs in Portugal
- Biotechnology ranks 4 in the 35 technological classifications regarding patent publication
- In Biotech startups, 85% of the sector workforce has at least a Bachelor's diploma. 14% of the workers have a PhD
- The average turnover by biotech firm is 28% of the European average
- The biotech startup ecosystem is still in an "early phase" with limited exits



## So what are we need to improve in the ecosystem?

- Lack of Big R&D intensive industries in Life Sciences
- Lack of Academic incentives and clear rules for TT in Academia
- Insufficient critical mass, low investment in TTOs
- Insufficient support for TT at European level (training, policies, networking)
- No pre-startup / proof of concept funding – many companies start too early
- Startup support system and infrastructures not specialized in Biotech (1 Biotech incubator in the country - BIOCANT)
- Lack of specialized funds and insufficient pre-seed funding



## Some interesting trends

- Medium-sized companies getting involved in Biotech projects
- Diversification: new projects in Agricultural and Industrial/food Biotech
- Promotion of Research closer to the market – CoLabs initiative
- New specialized funds
- New startup support project in the great Lisbon area, following international practices  
Venture\_A5

