



# **Bavarian Biotech Inside**

**Bio<sup>M</sup> Survey on the effects of  
COVID-19 Pandemic**

**May 2021**

This anonymized company survey on the impact of the COVID-19 pandemic represents a snapshot of the companies of the Biotechnology Cluster Bavaria in May 2021. A total of 62 questionnaires could be evaluated.

What challenges do Bavarian biotechnology and pharmaceutical companies have to master in the pandemic and do opportunities arise from the increased attention from politics and society? What support does the industry need and how many companies are actually dealing with the various pandemic issues?

To get answers to these and other questions, Bio<sup>M</sup> had already conducted a first survey among the companies of the Bavarian biotechnology cluster in May 2020 and repeated it in 2021.

**We would like to thank all participating companies for their support!**

The findings from this survey will help Bio<sup>M</sup> to create needs-based offerings and will also be made available to policymakers at the state and federal level as an important basis for decision-making.

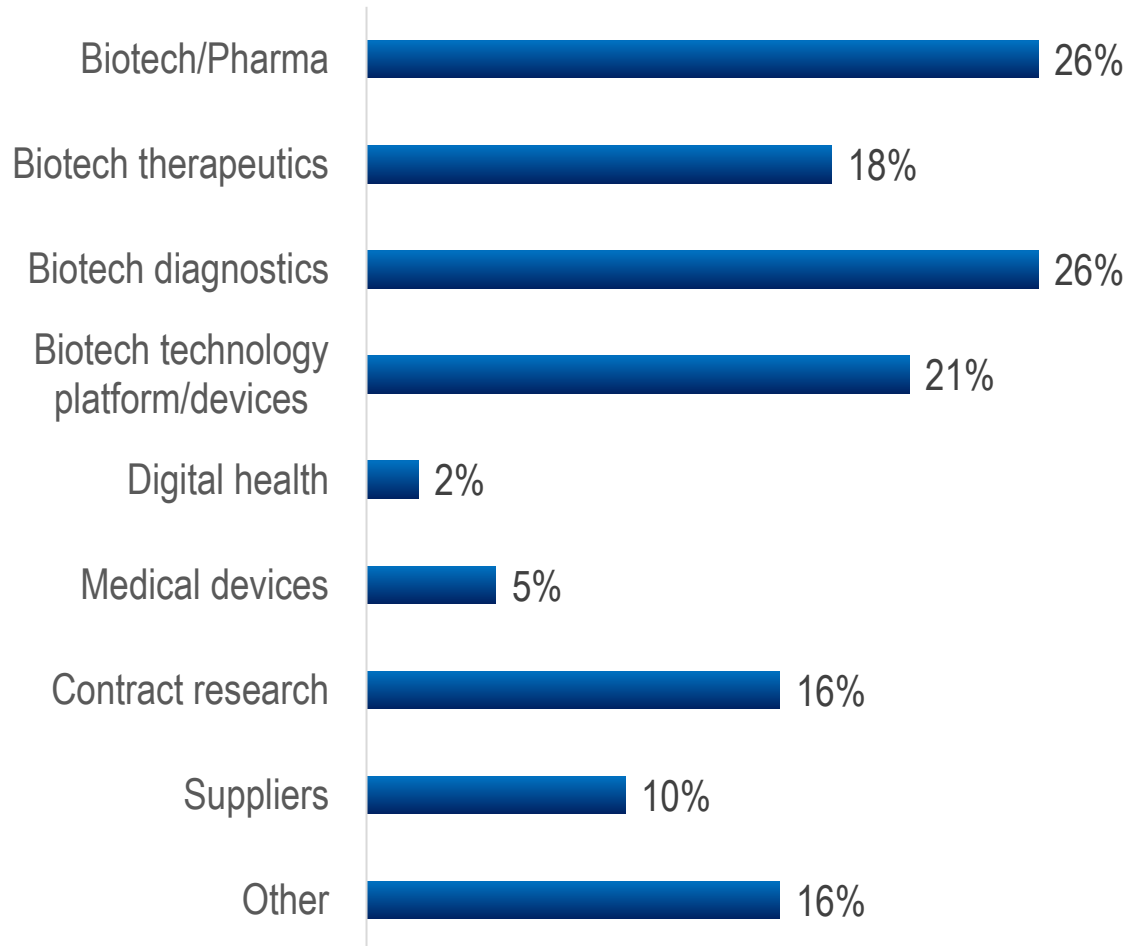
The Bio<sup>M</sup> team will continue to deal with individual questions on how to cope with the special challenges triggered by the pandemic in a direct exchange.

- **79%** of respondents are **not concerned**, **21%** of respondents are **concerned** (of which 5% are extremely or very concerned) about the consequences of the coronavirus pandemic for their company. A **decline in concern** is evident here; in 2020, 55% of respondents had still stated that they were concerned.
- **38%** of the companies surveyed reported an **increase in sales**, **33%** a **decline in sales**, and for 12% the decline in sales was very significant or threatened their existence.
- **15%** of the companies have applied for **financial support** from the **federal government** or the **Free State of Bavaria** or plan to do so; **all applications** have been **approved**.
- **67%** of companies offer products or services that can be used to **combat COVID-19**.
- **15%** of the respondents are looking for **cooperation partners** to develop COVID-19 relevant products/services. The more than **110 entries** on the **Bio<sup>M</sup> COVID-19 platform** impressively demonstrate the willingness of companies in the Bavarian biotechnology cluster to cooperate.
- Supply bottlenecks, organization of workflows and home office solutions, organization of childcare and hygiene measures in the company were perceived by the companies as the greatest challenges. The problems caused by supply bottlenecks have increased significantly compared with the 2020 survey; while 33% of respondents named this as a challenge in 2020, the figure had risen to 57% by 2021.

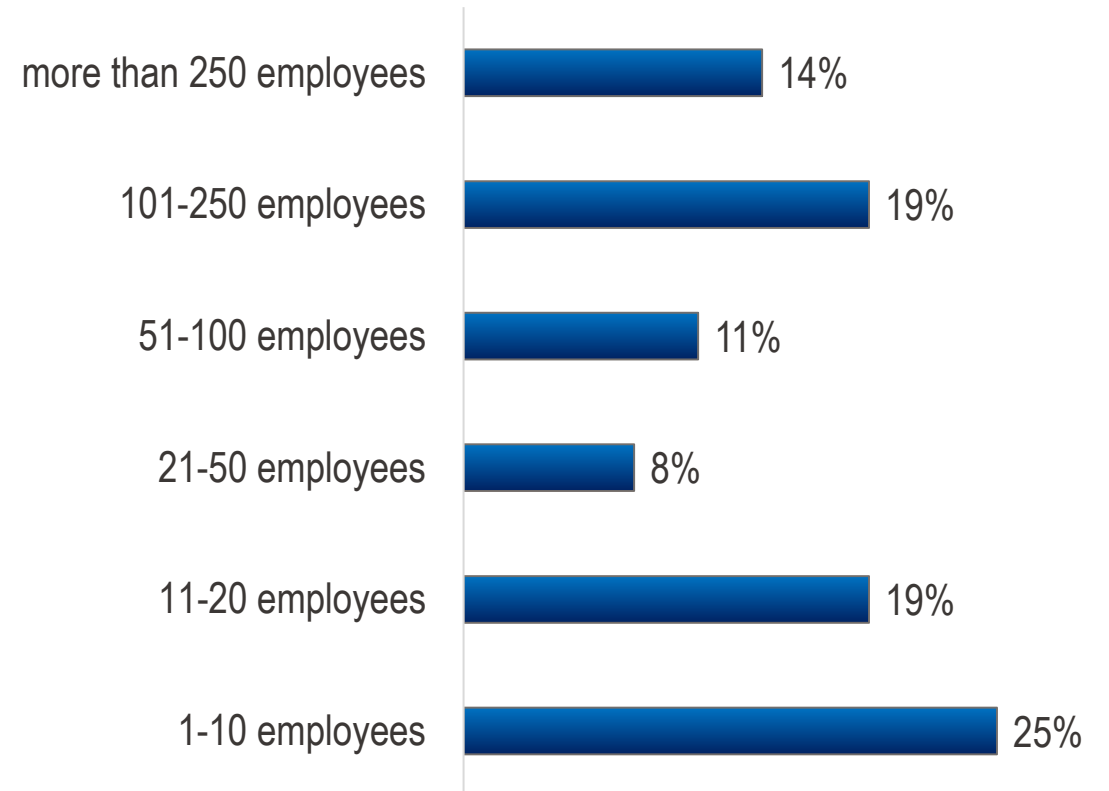
# Interviewed Companies



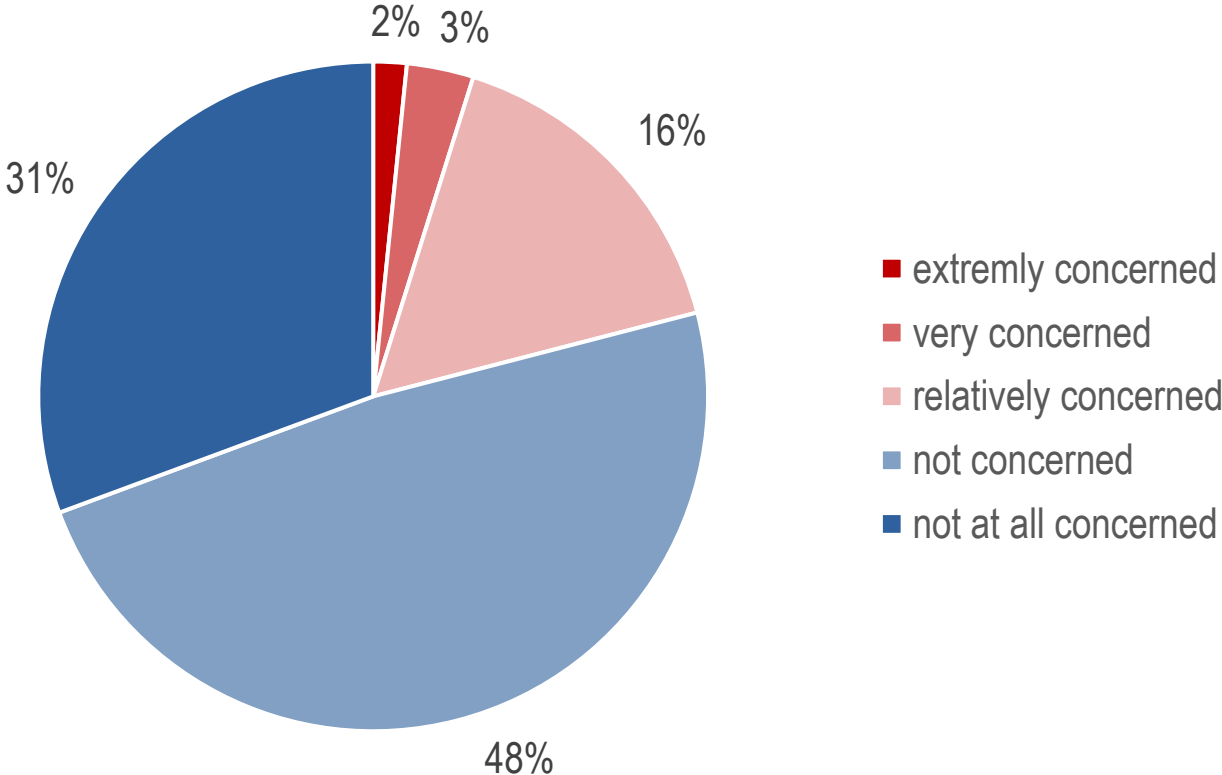
Field of activity of the responding companies  
(multiple choices possible, 86 answers)



Number of employees of the responding companies  
(61 answers)



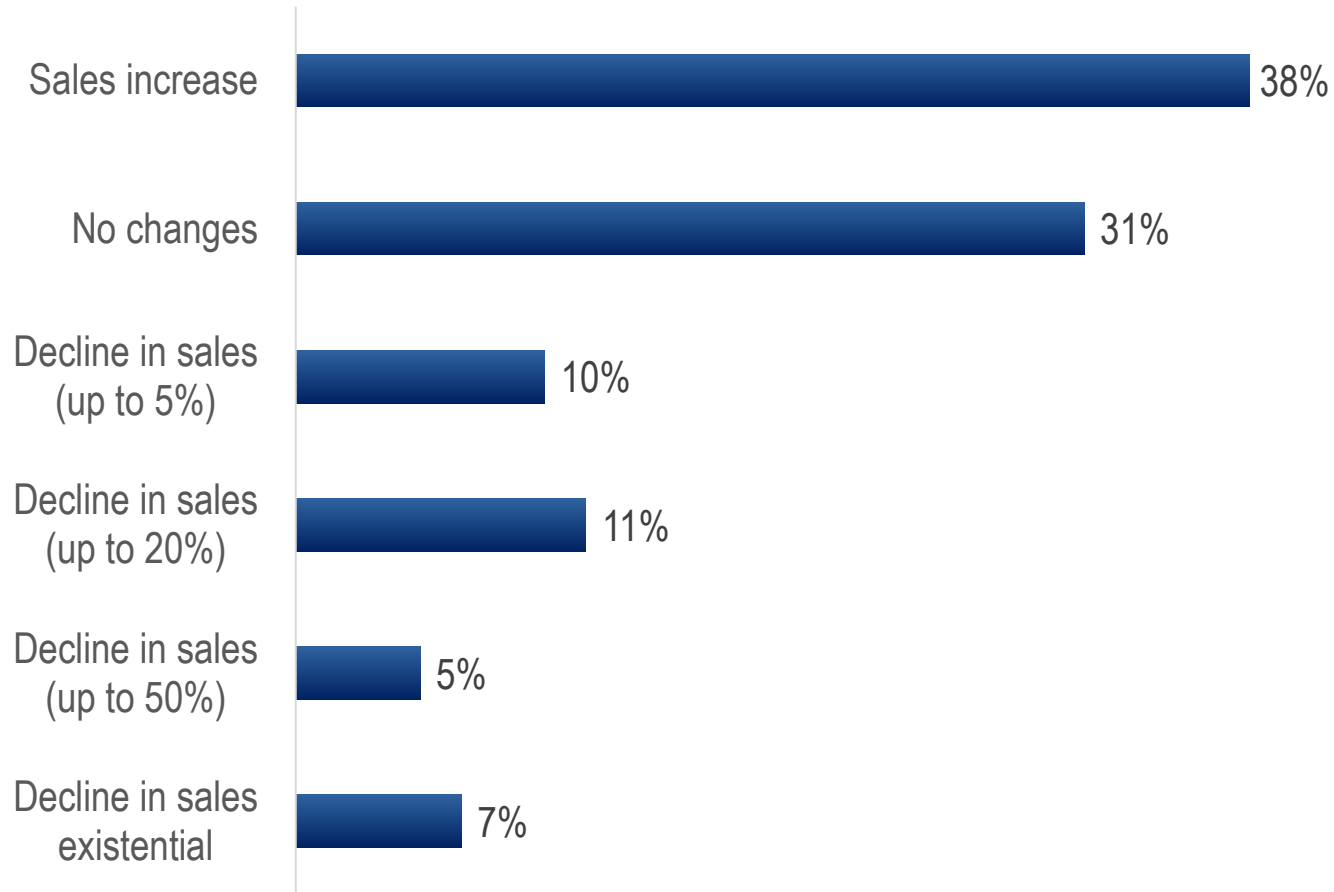
How concerned are you with the consequences of the coronavirus for your company? (61 answers)



**79%** of the responding companies are not concerned about the consequences of the coronavirus pandemic for their company.

**21%** of the responding companies are concerned.

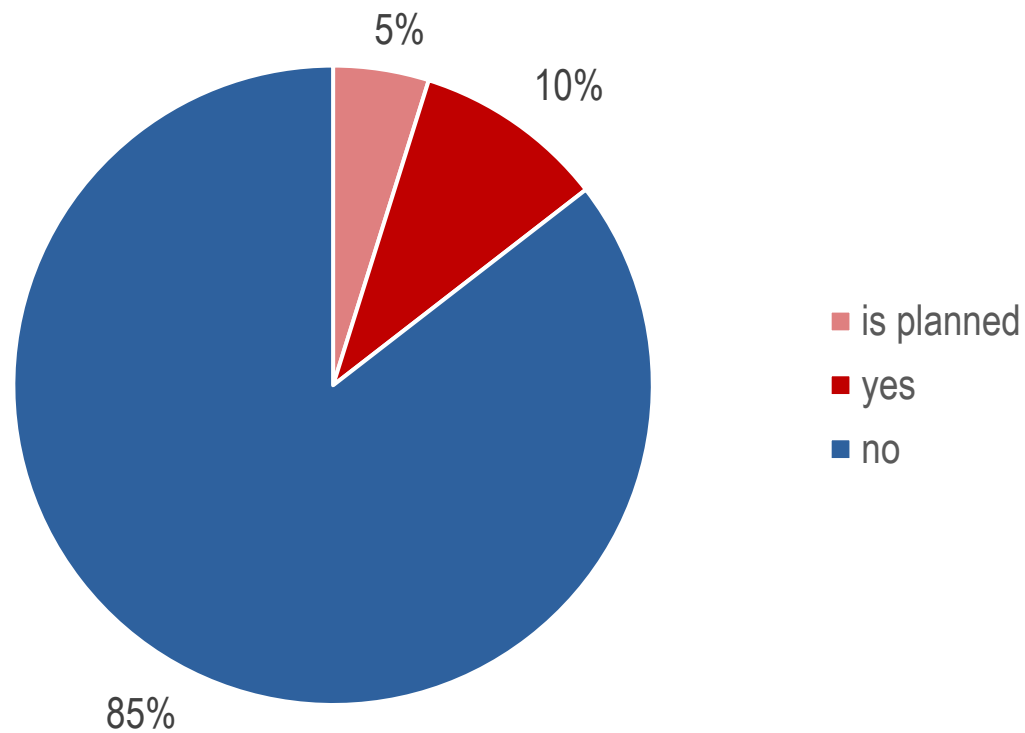
How has the order situation (measured by sales) in your company changed since the start of the corona pandemic? (61 answers)



**38%** of the responding companies had increasing sales.

**33%** of the responding companies had declining sales.

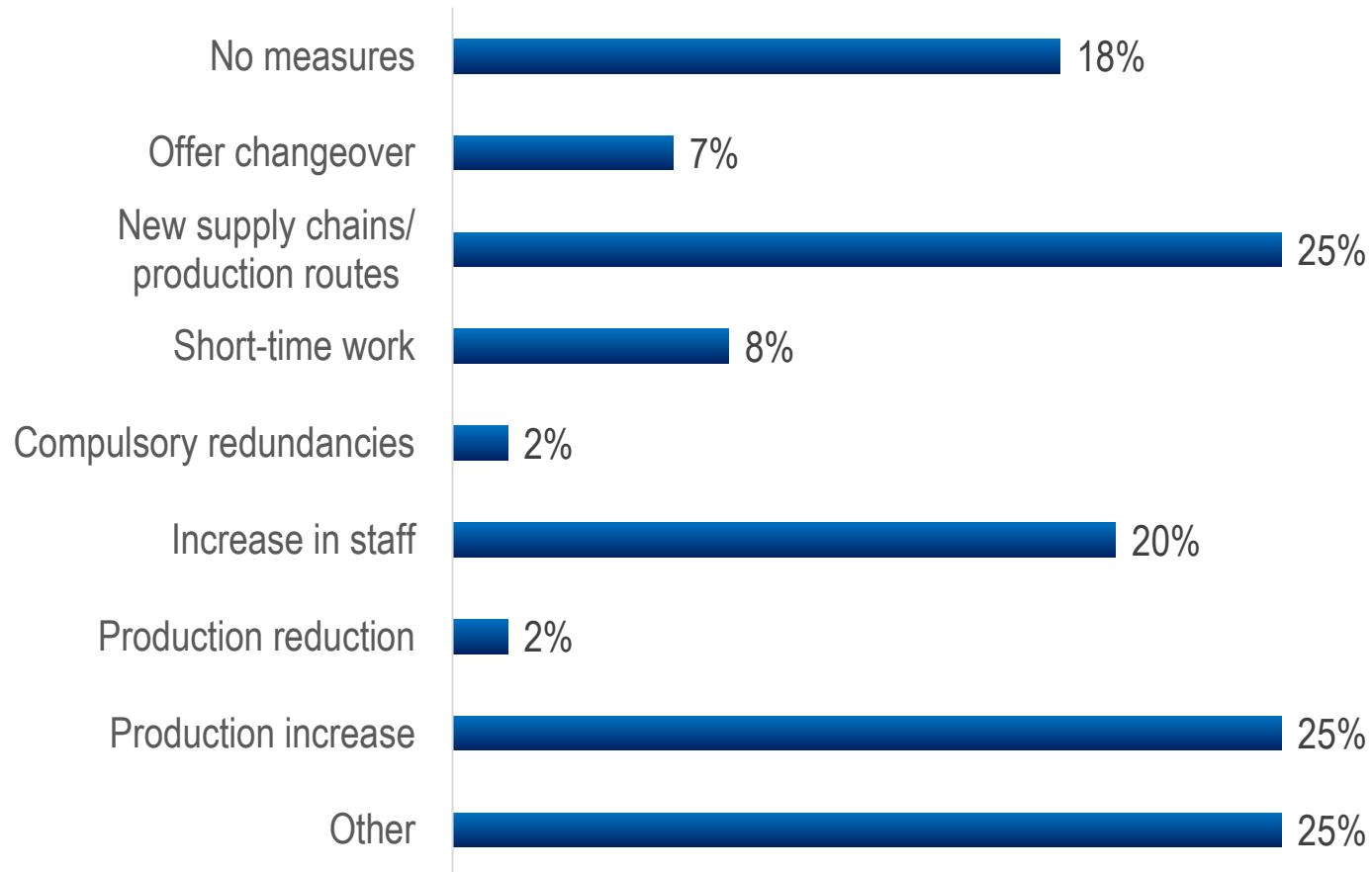
Has your company already applied for financial support from the Federal Government or the Free State of Bavaria or is it still planned? (61 answers)



**100%** of the applications for financial support were granted.

**2/3** of the applicants do not consider the support to be sufficient.

What measures have been taken due to the COVID-19 pandemic?  
(Multiple answers possible, 79 answers)



**20%** of the companies surveyed increased their staff.

**8%** of the respondents applied for short-time work for their company.

The following information was provided on **Other**:

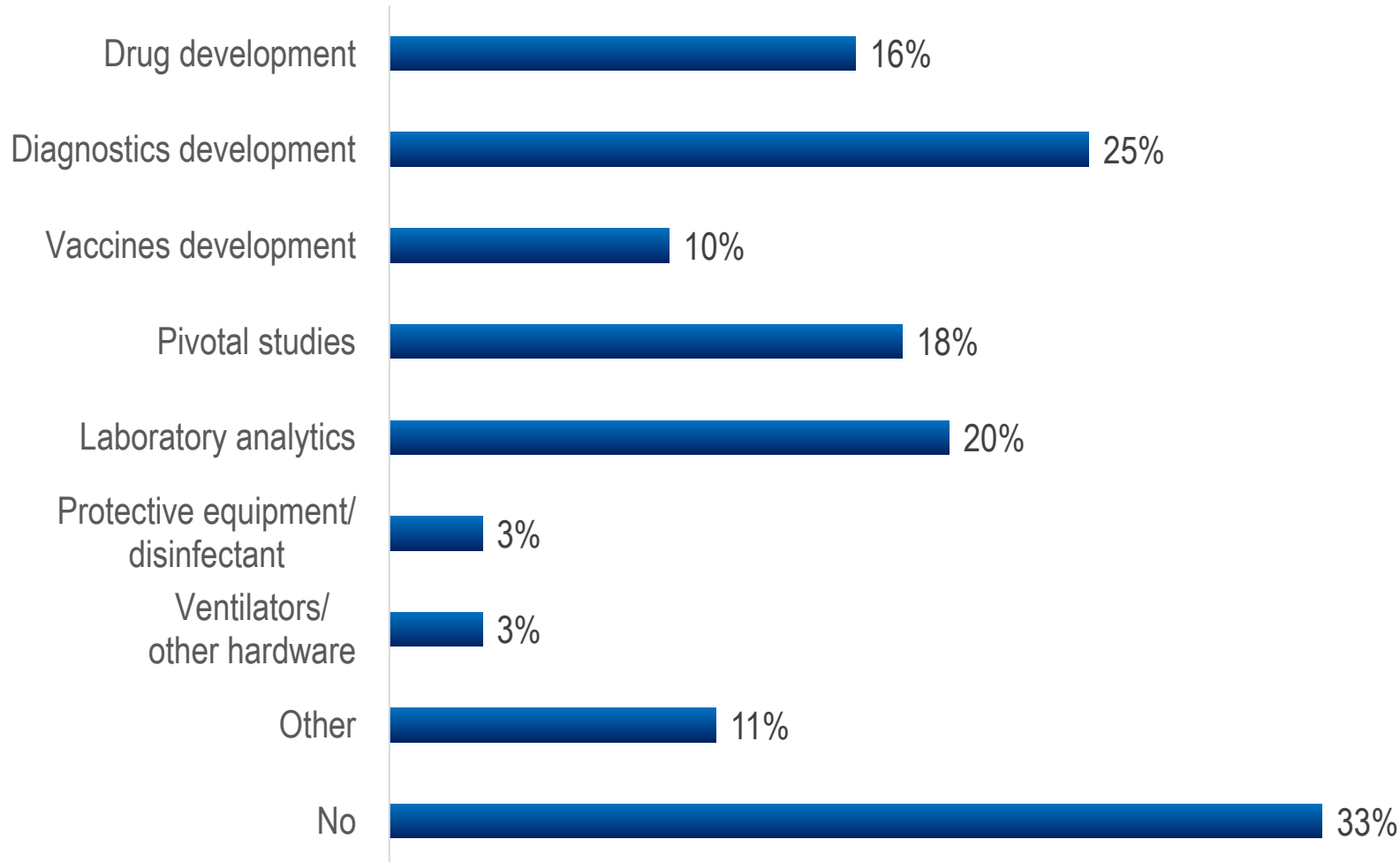
- Home office
- Hygiene concepts
- Shift operation (laboratory/office)
- Adaptation of production
- Digitalization of processes
- Stock replenishment
- No business trips
- Reduction of operating costs
- Company reserves touched



# COVID-19 relevant Products/Services

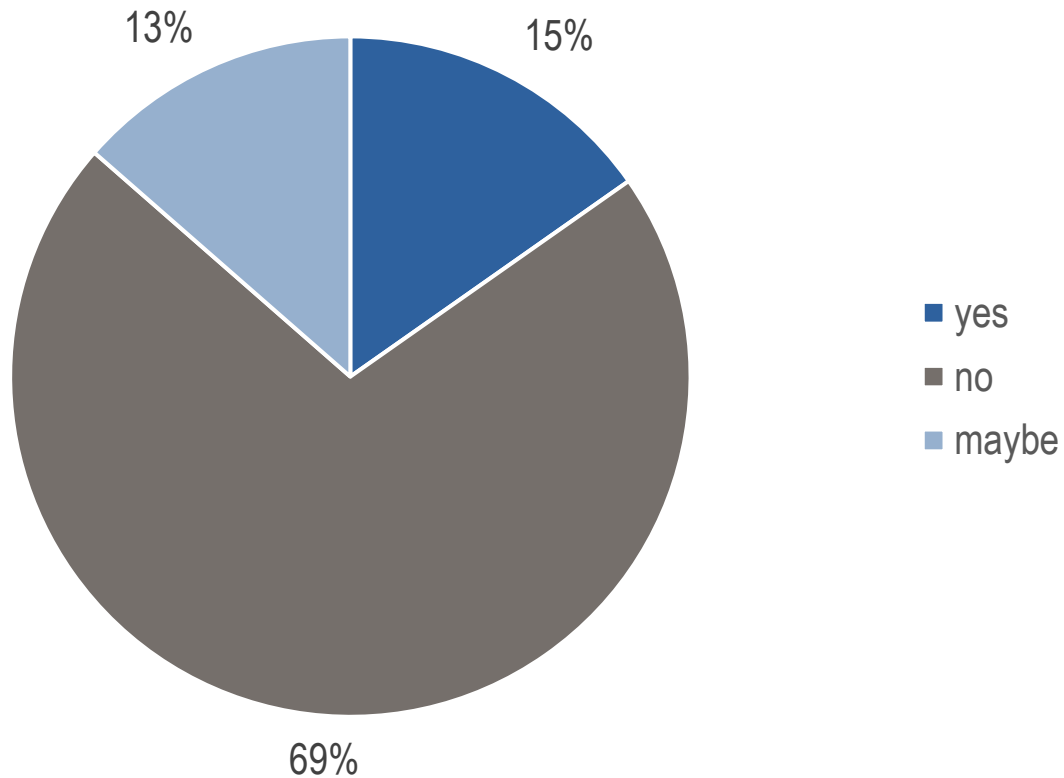


Is your company involved in the development, production, or distribution of products, supplies, or services that are (or may be) used in connection with COVID-19? (multiple choices possible, 85 answers)



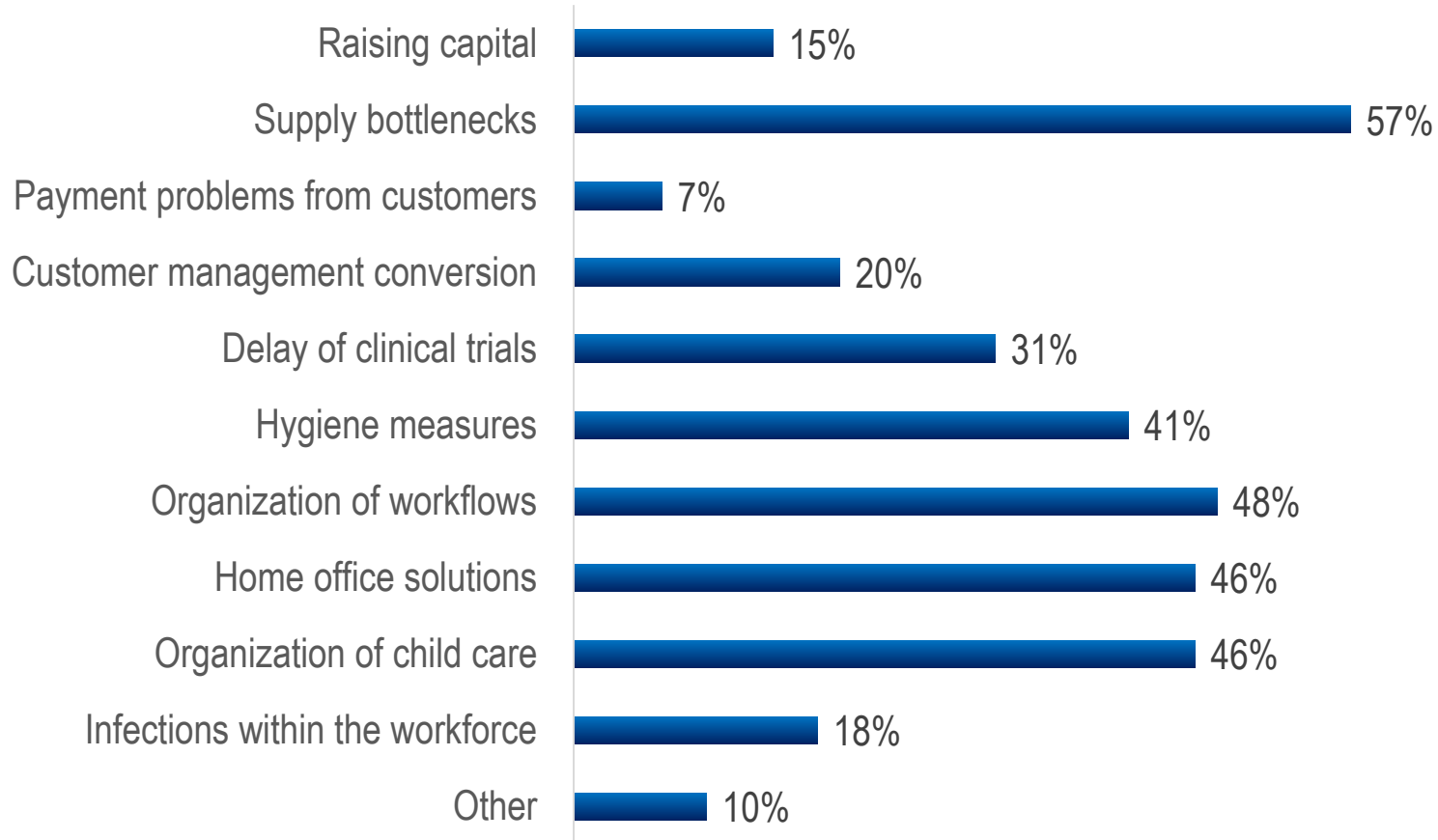
**67%** of the responding companies are involved in COVID-19 product development.

Are you looking for cooperation partners for the development of COVID-19 relevant products / services? (59 answers)



**15%** of the interviewees are looking for cooperation partners in connection with COVID-19.

What challenges does the COVID-19 pandemic pose for your company and your employees?  
(Multiple answers possible, 210 answers)



The following information was provided on **Other**:

- Travel restrictions
- Problems with recruiting new employees
- Order acceptance
- Lack of laboratory space
- Problems recruiting patients for studies


What aid measures / support would you like for your company in the current situation?

- **Financial support** for start-ups/SMEs
- Promotion of projects in **early development phases**
- Creation of **additional laboratory space**
- **Digital broadband expansion**
- Advance **vaccination campaign**
- Improving **childcare**

Use the network during the crisis for current information and the search for cooperation partners on our COVID-19 platform.

Bio<sup>M</sup> Biotech Cluster Development GmbH  
Am Klopferspitz 19a  
82152 Martinsried, Munich, Germany

 [www.bio-m.org](http://www.bio-m.org)

 +49 (0) 89 89 96 790

 [info@bio-m.org](mailto:info@bio-m.org)

Follow us on:



## Bio<sup>M</sup> COVID-19 platform

- use the network
- stay informed
- find partners

[www.bio-m.org/covid19](http://www.bio-m.org/covid19)

Currently more than 110  
offers & requests online