Bavarian Biotech Inside

BioM company survey on the effects of COVID-19 Pandemic

May 2020
BioM Company survey on the COVID-19 pandemic

This anonymized company survey on the effects of the COVID-19 pandemic represents a snapshot of the companies in the Biotechnology Cluster Bavaria in May 2020. 94 questionnaires were evaluated (corresponds to 27% of those surveyed).

Key messages:

- 55% of respondents are concerned about the corona virus pandemic for their company, 20% of them extremely or very much.
- 50% of the companies surveyed indicated a drop in sales, 17% said the drop in sales was existential or very significant; 13% of the companies stated an increase in sales.
- 26% of the companies have applied for or are planning to receive financial support from the Federal Government or the Free State of Bavaria; financial aid is urgently needed for 16%.
- Organizing childcare, home office and workflows as well as hygiene measures in the company, delaying clinical studies, delivery bottlenecks and raising capital were the biggest challenges for the companies.
- 64% of companies offer products or services that can be used to combat COVID-19.
- 20% of those questioned are looking for cooperation partners to develop Covid-19 relevant products / services. The more than 90 entries on the BioM COVID-19 platform impressively show the willingness of the companies in the Bavarian biotechnology cluster to cooperate.
Field of activity of the responding companies (multiple choice possible, 139 answers)

- Biotech/Pharma: 23%
- Biotech diagnostics: 23%
- Biotech therapeutics: 17%
- Biotech – technology platform/devices: 17%
- Contract research: 27%
- Medical devices: 12%
- Digital health: 5%
- Suppliers: 12%
- Other: 14%

80% specify biotechnology as area of activity

Number of employees of the responding companies (93 answers)

- more than 250 employees: 4%
- 101 – 250 employees: 10%
- 51 – 100 employees: 12%
- 21 – 50 employees: 9%
- 11 – 20 employees: 18%
- 1 – 10 employees: 47%

65% are small companies with up to 20 employees
Effects of the pandemic

How concerned are you with the consequences of the corona virus for your company? (93 answers)

55% of the responding companies are concerned about the coronavirus pandemic

- extremly concerned
- very concerned
- relatively concerned
- not so concerned
- not concerned at all
In which area does your company operate? (multiple choice possible, 132 answers)

- Ventilators/other hardware: 2%
- Protective equipment/disinfectants: 1%
- Digital tools: 2%
- Laboratory analytics: 20%
- Pivotal studies: 10%
- Vaccines development: 11%
- Diagnostics development: 19%
- Drug development: 23%
- No: 36%
- Other: 6%

64% of the responding companies are involved in COVID-19 product development.
Sales development

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

- **Decline in sales existential**: 5%
- **Decline in sales (up to 50%)**: 12%
- **Decline in sales (up to 20%)**: 15%
- **Decline in sales (up to 5%)**: 18%
- **Sales increase**: 13%
- **No changes**: 37%

50% of the responding companies had declining sales.

13% of the responding companies had increasing sales.
What challenges does the COVID-19 pandemic pose for your company and your employees? (multiple choice possible, 327 answers)

- Infections within the workforce: 14%
- Organization of child care: 53%
- Home office: 48%
- Organization of the work process: 45%
- Hygiene measures: 47%
- Delaying clinical trials: 36%
- Changes in customer management: 17%
- Payment problems from customers: 18%
- Delivery bottlenecks from suppliers: 33%
- Raising capital: 29%
- Other: 15%

Organizing childcare, home office and workflows as well as hygiene measures in the company, delaying clinical studies, delivery bottlenecks and raising capital were the **biggest challenges** for the companies.

Other:
- Problems recruiting new employees
- Travel restrictions
- Trade fair and seminar cancellations
- No personal customer contacts possible
What measures have been taken due to the Covid-19 pandemic? (multiple choice possible, 116 answers)

- Increase in production: 13%
- Reduction in production: 12%
- Increase in staff: 6%
- Forced redundancies: 2%
- Short-time work: 22%
- New supply chains/production routes: 10%
- Change of offers: 7%
- No measures: 29%
- Other: 22%

22% of the respondents applied for short-time work for their company.

6% of the companies surveyed increased their staff.

Other:
- Switch to home office
- Digital customer contacts
- Introduction of shift work
- Creation of pandemic plans / rules of conduct
- Virtual product presentations
Financial support

Has your company already applied for financial support from the Federal Government or the Free State of Bavaria or is it still planned? (94 answers)

- Yes: 69%
- Is planned shortly: 17%
- We are still undecided: 5%
- No: 9%

How urgently is the financial support needed? (88 answers)

- Very urgent: 5%
- Urgent: 11%
- In medium term: 18%
- Not urgent: 66%
- Is planned shortly: 9%
- We are still undecided: 5%
Cooperation partners

Are you looking for cooperation partners for the development of COVID-19 relevant products / services? (93 answers)

- Yes: 20%
- No: 24%
- Maybe: 56%

Which platforms for partner search are you already using?

- BioM COVID-19 Plattform
- EU Hackathon
- Own networks

20% of the interviewees are looking for cooperation partners in connection with COVID-19
Wishes and Suggestions

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

50 responses were given, the most common were:

- Improve childcare
- End travel restrictions / open borders
- Financial support
- Increasing the visibility of biotechnology
- Reliable framework

The insights gained from this survey help the BioM cluster management to tailor offers to demand; they have also been shared with political stakeholders at federal and state level as an important basis for decision-making. The BioM team continues to address individual questions directly concerning how to cope with the special challenges posed by the pandemic.
BioM – Network Organisation for Bavarian Biotechnology

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

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Follow us on: 

BioM COVID-19 platform
• use the network
• stay informed
• find partners

currently more than 90 offers & requests online

www.bio-m.org/covid19