



Bavarian Biotech Inside

**Bio^M company survey
on the effects of
COVID-19 Pandemic**

May 2020

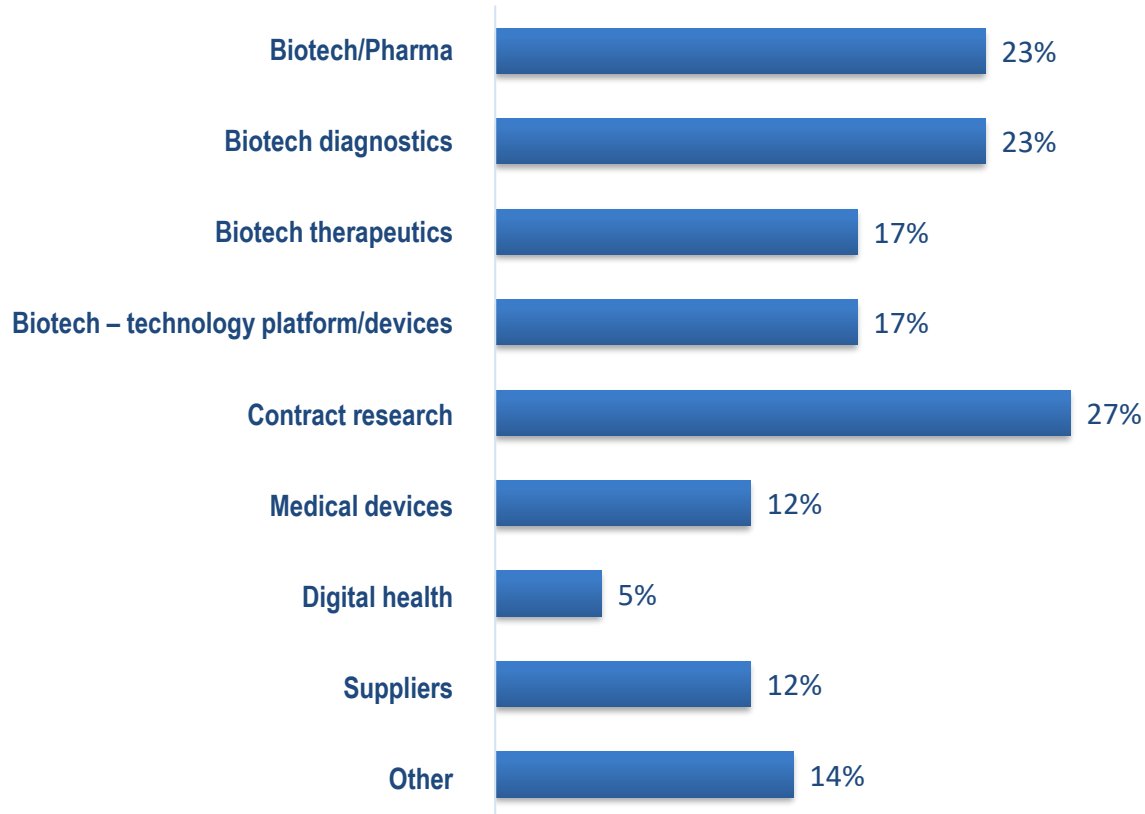
This anonymized company survey on the effects of the COVID-19 pandemic represents a snapshot of the companies in the Biotechnology Cluster Bavaria in May 2020. 94 questionnaires were evaluated (corresponds to 27% of those surveyed).

Key messages:

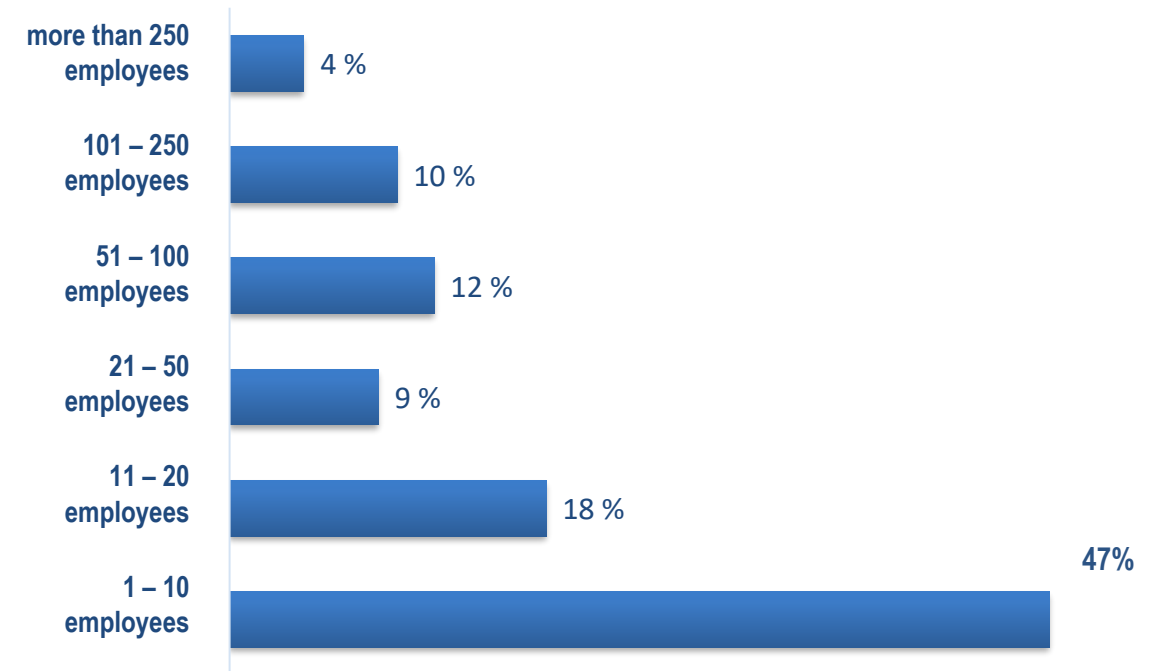
- 55% of respondents are concerned about the corona virus pandemic for their company, 20% of them extremely or very much.
- 50% of the companies surveyed indicated a drop in sales, 17% said the drop in sales was existential or very significant; 13% of the companies stated an increase in sales.
- 26% 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.

Interviewed Companies

Field of activity of the responding companies
(multiple choice possible, 139 answers)



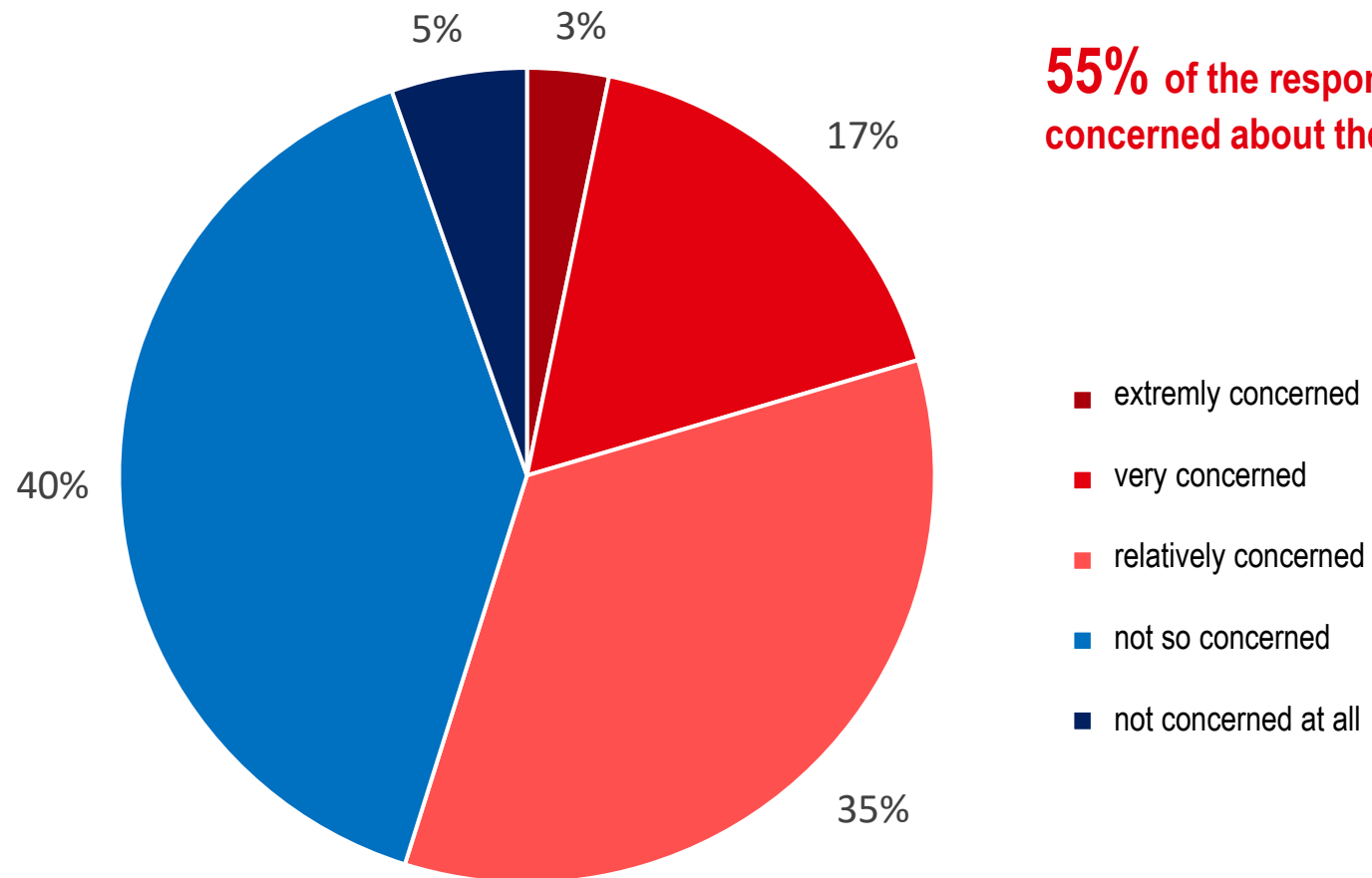
Number of employees of the responding companies
(93 answers)



80% specify biotechnology as area of activity

65% are small companies with up to 20 employees

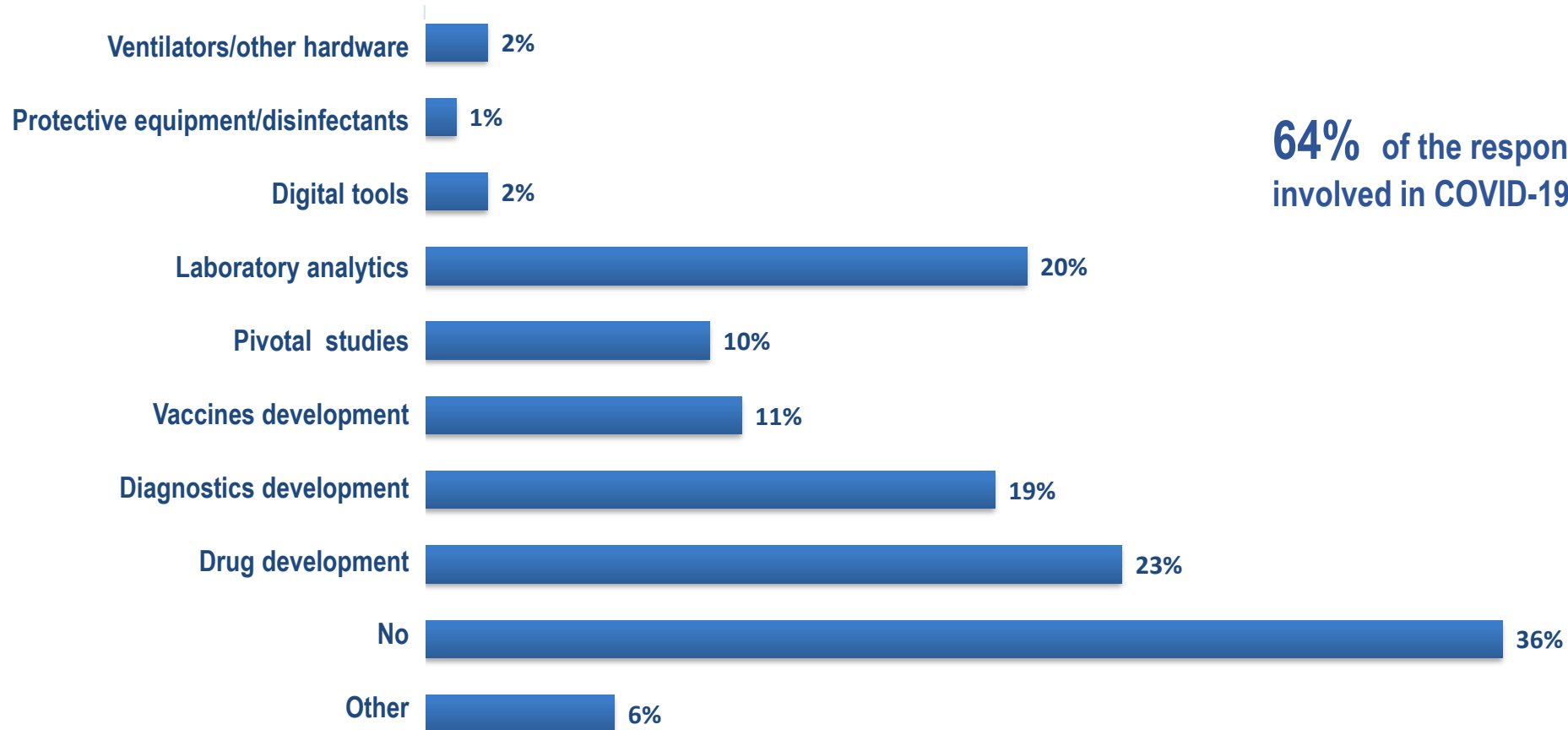
How concerned are you with the consequences of the corona virus for your company? (93 answers)



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

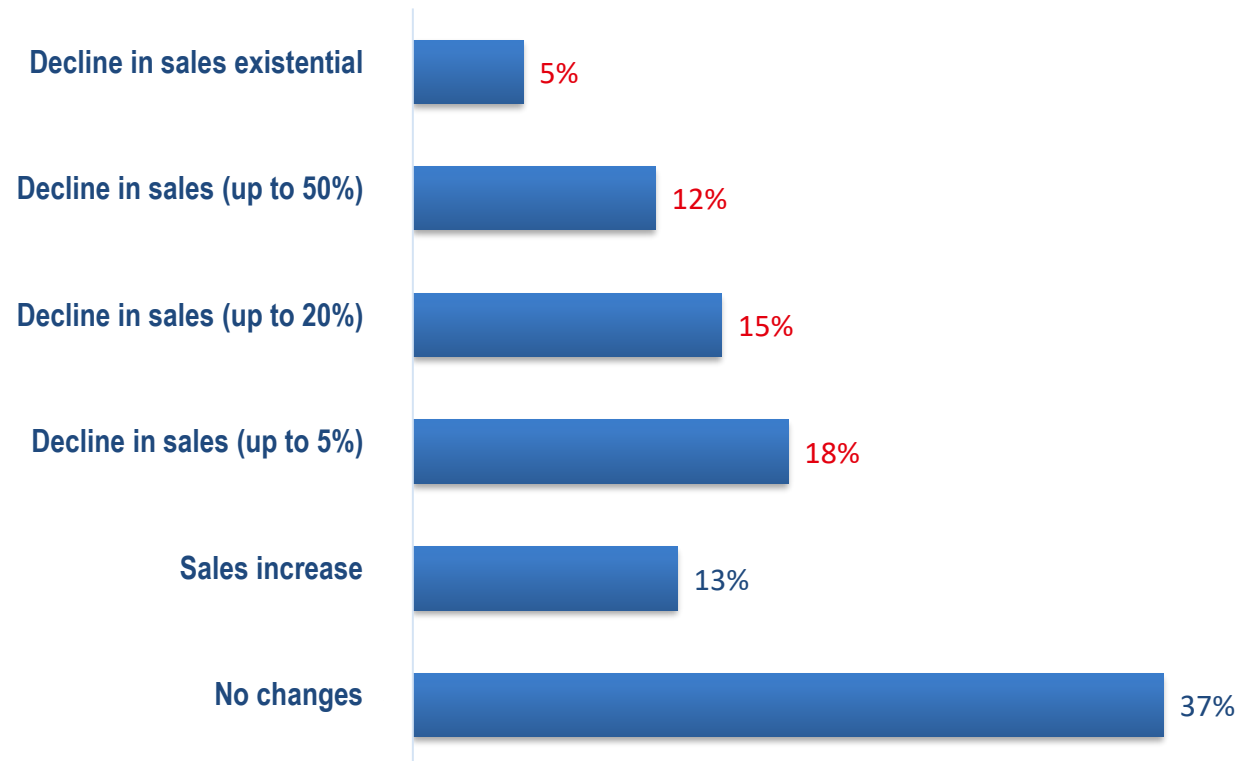
COVID-19 relevant Products/Services

In which area does your company operate? (multiple choice possible, 132 answers)



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

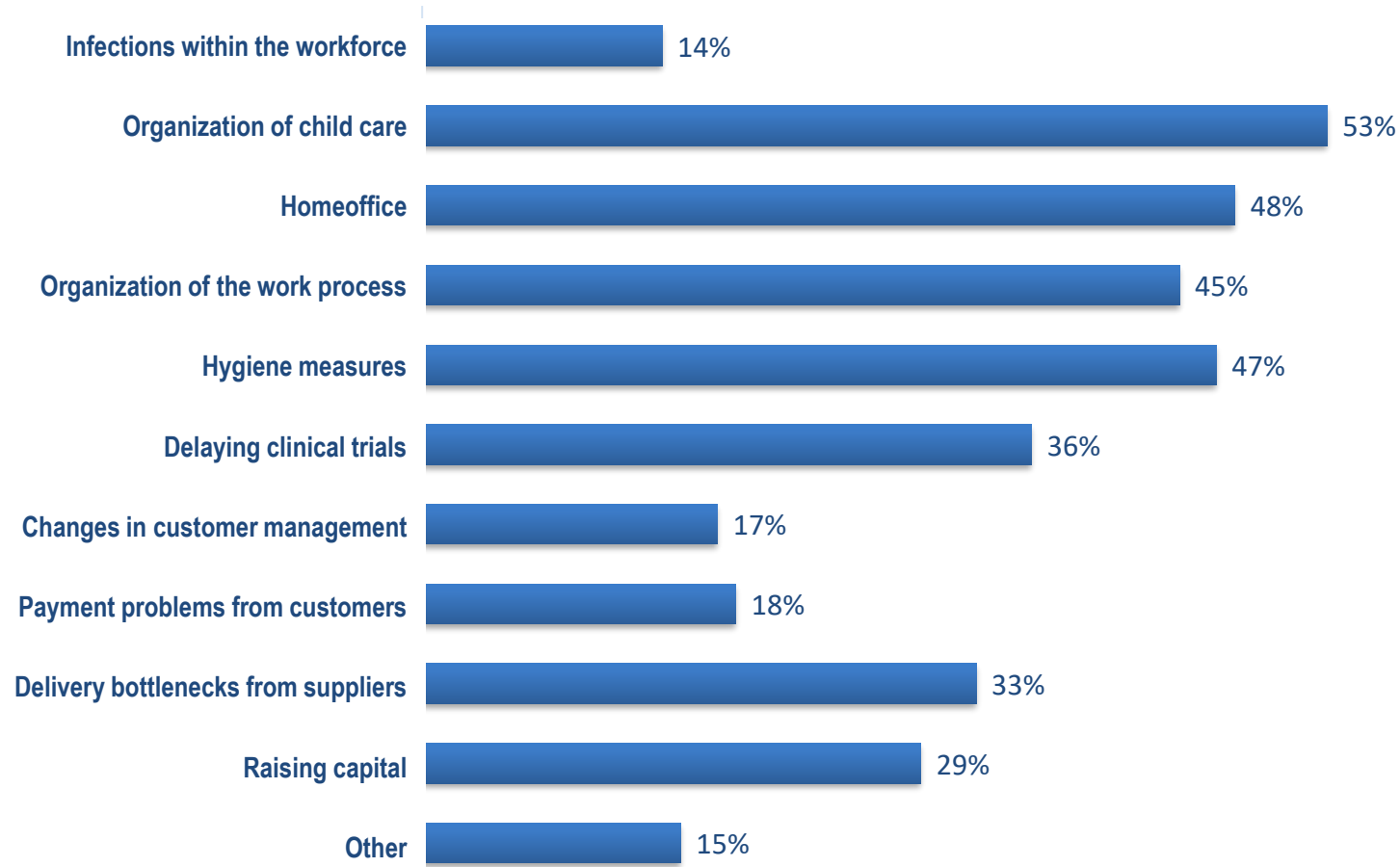
How has the order situation (measured by sales) in your company changed since the start of the corona pandemic?



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)

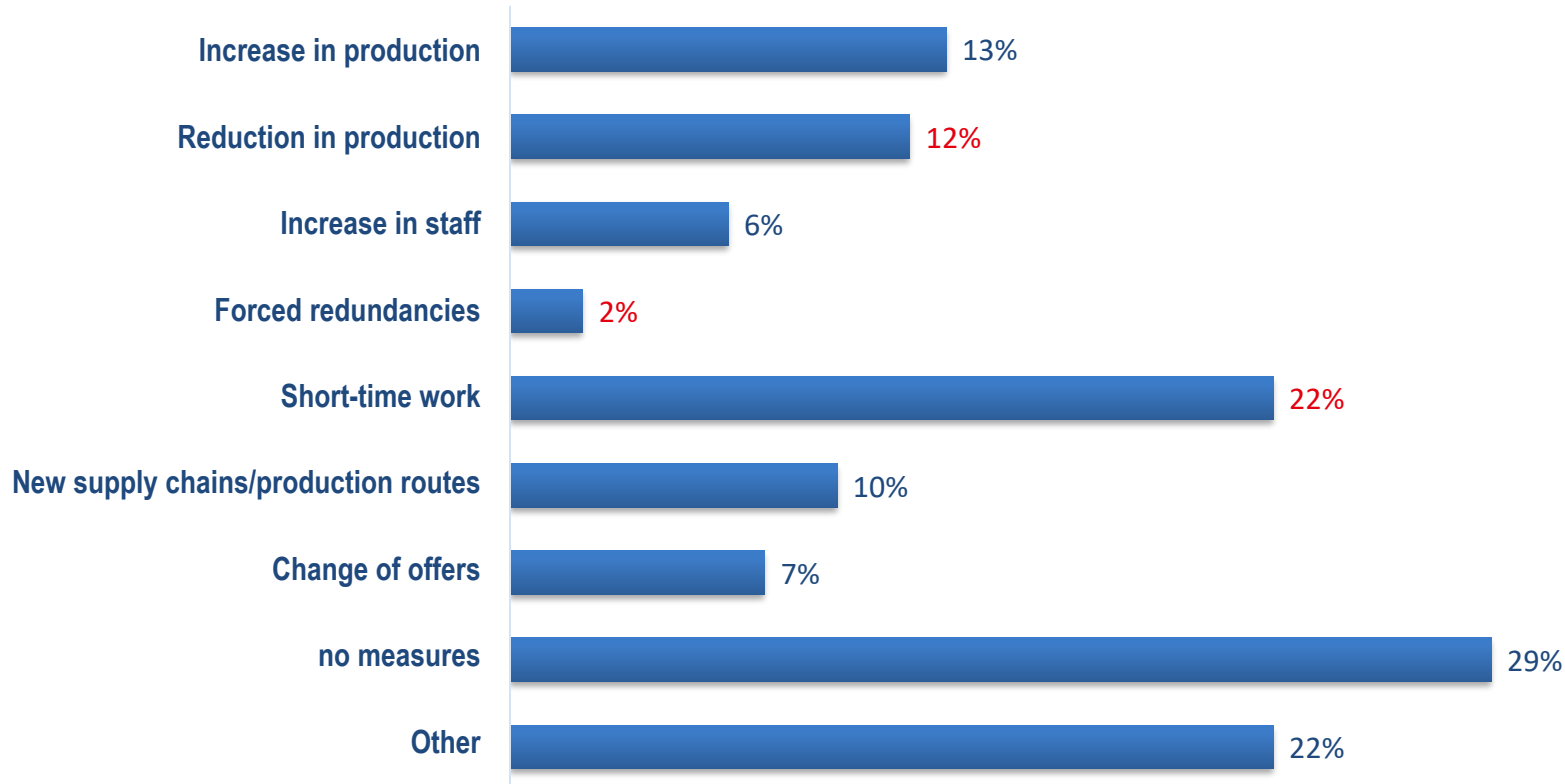


Organizing childcare, home office and workflows as well as hygiene measures in the company, delaying clinical studies, delivery bottlenecks and raising capital were the **biggest challenges** for the companies.

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)



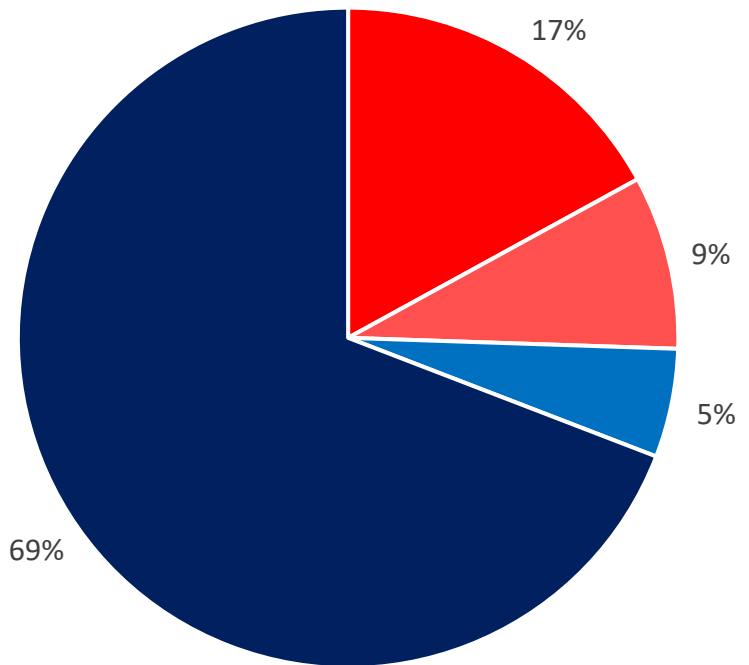
22% of the respondents applied for short-time work for their company

6% of the companies surveyed increased their staff

Other:

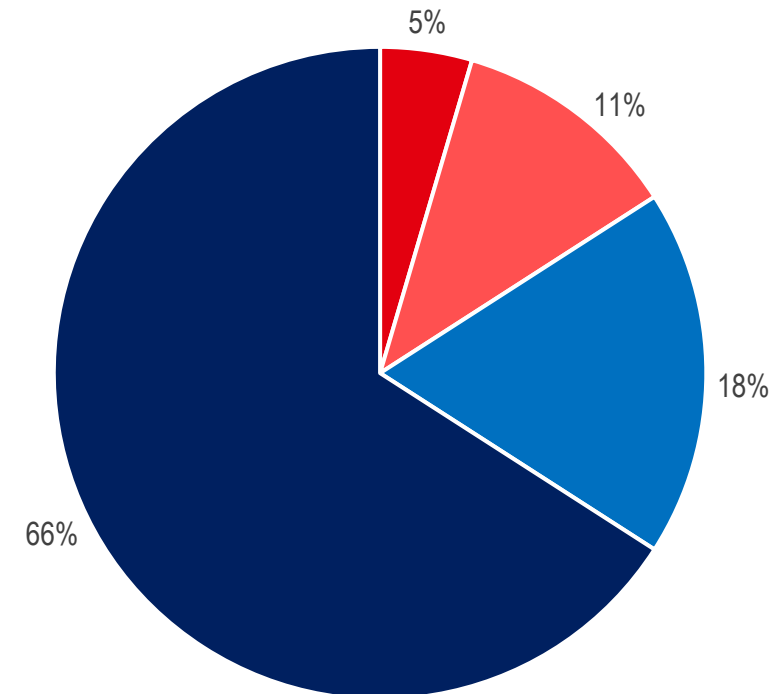
- Switch to home office
- Digital customer contacts
- Introduction of shift work
- Creation of pandemic plans / rules of conduct
- virtual product presentations

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)



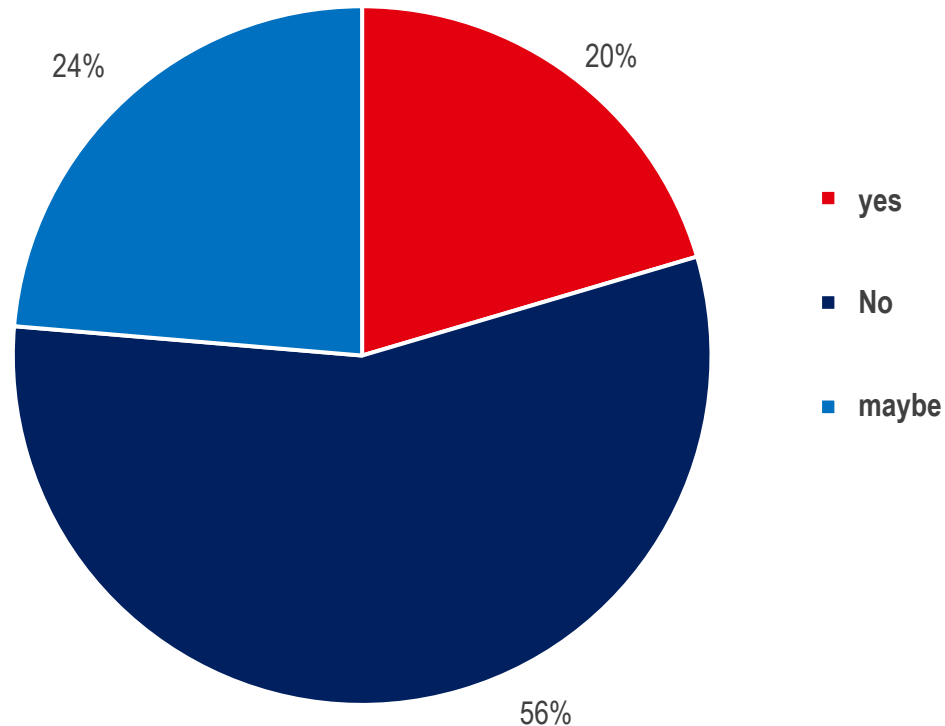
■ yes
■ we are still undecided
■ is planned shortly
■ no

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



■ very urgent
■ in medium term
■ urgent
■ not urgent

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



Which platforms for partner search are you already using?

- Bio^M COVID-19 Plattform
- EU Hackathon
- Own networks

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

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 Bio^M 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 Bio^M team continues to address individual questions directly concerning how to cope with the special challenges posed by the pandemic.

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

Bio^M Biotech Cluster Development GmbH
Am Klopferspitz 19a
82152 Martinsried, Munich, Germany

 www.bio-m.org

 +49 (0) 89 89 96 790

 info@bio-m.org

Follow us on:



Bio^M COVID-19 platform

- **use the network**
- **stay informed**
- **find partners**

currently more than 90 offers & requests online

www.bio-m.org/covid19