



# ABIC 2004

12-15 September, Cologne, Germany

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**Köln**

Info material about  
the city of Cologne

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Ballonfoto-Massmedia GmbH, Köln

### Map Downloads

www.map24.de  
www.metropla.net  
www.falkplan.de

### Infos on the Cologne Fair and Congress Center

KölnKongress GmbH  
Deutz-Mülheimer Str. 30  
D-50679 Köln

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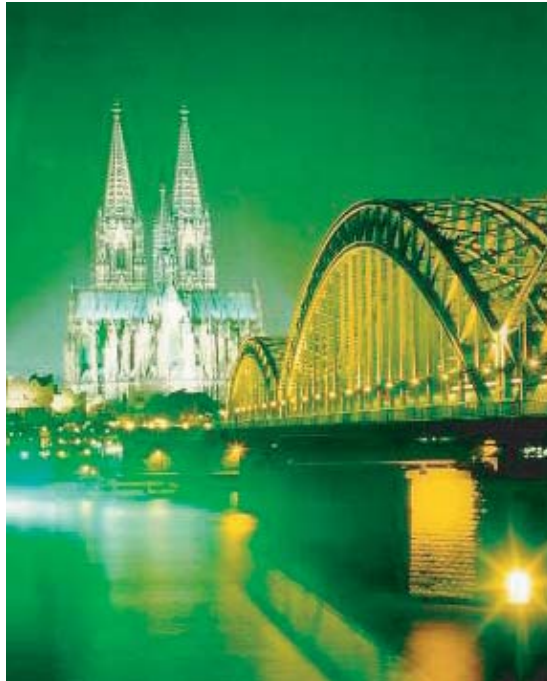


Foto: Benjamin Hennig | KölnTourismus

Cologne, 11/26/2004

## AgBiotech goes Europe

As the EU commission has decided to end the moratorium on genetically modified plants, ABIC 2004 will take place in a crucial year for AgBiotechnology.

ABIC is the acronym for Agricultural Biotechnology International Conference.

Europe may yet again become an important market for agricultural products optimized by biotechnological methods. Especially for non-European guests, ABIC will be an invaluable opportunity to establish contacts to both potential business partners and scientific organizations. Moreover, biotech companies considering a market entry (expansion) to Europe, will discover that this conference is an important opportunity to learn first-hand about the current regulatory frameworks in the EU.

In the early 1980's, Prof Jeff Schell laid the foundations for modern plant biotechnology at the renowned Max-Planck-Institute for Breeding Research in Cologne.

Phytowelt, the host of ABIC 2004, is an internationally acting company specialized on services in plant biotechnology. Organization of field trials, coordination of R & D projects, technology and market studies especially in Molecular Farming are our main activities.

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The Food-Processing Initiative NRW (FPI) was initiated in 1996 by the Ministry of Economic Affairs, North Rhine-Westphalia, Germany. The purpose of the initiative is to strengthen the food sector through co-operative promotion.

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The Life Science Agency GmbH has been founded in the beginning of 2003 to offer a central service partner to the innovative Life Science branch in North Rhine-Westphalia and to lead the Life Sciences to national and international success.

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Not only to honor this achievement but also because of its location within Europe as one of the major traffic junctions, Cologne was chosen as the ideal location for the ABIC 2004.

The 2000 years old city is the cultural and economic capital of the region. Cologne is also the center of the so called BioRiver triangle, roughly described by the locations of the cities of Aachen, Bonn and Düsseldorf. This area is one of the melting pots of European biotechnology with more than ten universities, eighteen biotechnology business parks and 100 companies. The special value of ABIC was explicitly emphasized by Fritz Schramma, governing mayor of Cologne on the occasion of the BioRiver conference on October 29th, 2003.

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## ▶▶▶ NEWS

New EU-guidelines  
AgBiotech in Saxony-Anhalt  
Better Farming with trans-  
genic plants

## Green Biotechnology: Things are changing in Europe

On November 7<sup>th</sup>, 2003 the new EU guidelines on genetically engineered food and its traceability came into action.

These guidelines will have to be put in action by April 2004. From this date, all food that has either been produced from genetically altered raw material or that contains more than 0.9% genetically modified ingredients will require labelling with this information in its list of ingredients.

Ever since the de facto moratorium on genetically modified food (GM food) had been established in October 1998, both the market and research & development in this segment remained static at a low level in Europe.

In the meantime, markets and knowledge have been expanded mainly overseas. Even though there is still considerable resistance towards lifting the moratorium within the EC, the pressure towards ending it is growing.



Foto: Maret-Linda Kalda

Currently there is no noteworthy commercial cultivation of GM (genetically modified) crops in the EU beside 25 000 ha of Bt corn in Spain; even the number of field trials have dropped dramatically since the start of the moratorium from an average of 250 in the years 1997 to 1999 to a mere 13 in 2003. Soon, this will put European research far behind the rest of the world.

On the economic side, a continuing ban of GM products will have an immediate influence on the European GDP. This has been shown in a recently published study by the Australian Bureau of Agriculture and Resource Economics (ABARE). According to this study, the strongest impact from

EU restrictions against GM products would be on the European Union itself, with the GDP of Western Europe estimated to decline by 0.16 percent if it continues banning the production and imports of GM products. (Reuters, March 7, 2003).

Most European officials have gradually realized that the moratorium is rather to the disadvantage of the EU citizens (see: **Saxony-Anhalt is the first federal state in Germany to publicly support cultivation of genetically modified crops**). Its devastating effects on the competitiveness of European biotechnology may soon become irreversible. Despite this, Europe has more dedicated biotechnology companies than the USA (1570 as compared to 1273) but these companies are on average smaller, newer and less capitalized than the US companies. Employees amount to only 61,000 in this business sector in Europe as compared to 162,000 people working for US biotechnology companies. Only a minority of these companies have a business focus on Agbiotechnology.

The United States, for whom Europe is one of the most important trading partners and competitors, regarded the moratorium as a threat to the global trading system and the stability of the international food supply system (US Under Secretary Alan P. Larson on U.S. Differences with Europe on Plant Biotechnology in [www.state.gov/e/rls/rm/2002/13793.htm](http://www.state.gov/e/rls/rm/2002/13793.htm)). These statements couldn't be ignored any longer in Europe. Therefore the moratorium was finally dropped in favour of the recently installed guidelines.

Total U.S. farm product exports to the EU were valued at \$6.4 billion in 2001, making the EU the fourth largest single market for U.S. farm products (behind Japan, Canada and Mexico). The European Union still ranks as the largest single market for U.S. soybean exports, with U.S. exports valued at \$1.1 billion in 2001, down from \$2.3 billion in 1997 - an immediate consequence of the moratorium and the consequent reluctance of food traders to offer GMO derived food in their stores following boycott threats by NGOs.

The coming year 2004 will show if officials will manage to install the new guidelines to the benefit of their citizens and an increase in agricultural trade. The ABIC will be the ideal platform to exchange first experiences with the new guidelines and how new products are commercialized in Europe.



Foto: Dirk Rampoldt

## ▶▶▶ DISCLAIMER

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Dr. Jens Katzek

**Saxony-Anhalt is the first federal state in Germany to publicly support cultivation of genetically modified crops.**

The federal government of this "new" state in Germany's East is going to support GM crops with subsidies of more than 100 mio € until 2008. The Saxony-Anhalt government is determined to turn biotechnology into an important economic factor.

This was explicitly emphasized by Saxony-Anhalt's prime minister Wolfgang Böhmer of the Christian Democratic party (CDU) on the occasion of the Inno-Planta meeting in Magdeburg on November 26th. Böhmer said, Saxony-Anhalt will do so against the pronounced scepticism and resistance of several NGOs and therefore acts as a frontrunner for other federal states in Germany to follow.

Dr. Jens Katzek, CEO of Saxony-Anhalt's agency "Bio Mitteldeutschland" and member of the ABIC Steering Committee states: "We want to set a signal that we want (GM) cultivation on a bigger scale."

This signal will probably not be missed, as it will increase the pressure on the governments of the other federal states of Germany who have, so far, tried to avoid committing statements in favor of AgBiotechnology and its undeniable positive impacts on the economic situation of Germany.

Cultivation is planned to start with pest-resistant BT-Corn.

12/03/2003 LSA NEWSLETTER

Link: [www.liscia.de](http://www.liscia.de)



**Transgenic plants lead to better managed farming and effective alternative manufacturing methods for drugs.**

According to a report at [www.checkbiotech.org](http://www.checkbiotech.org), transgenic or genetically modified (GM) crops are proving to be 'the' answer to overloaded biological production capacities in the burgeoning biotherapeutics industry.

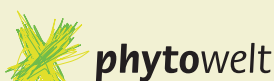
GM plants also offer immense cost savings as an alternative to the existing biological methods.

Link: [www.checkbiotech.org](http://www.checkbiotech.org)



▶▶▶ PROGRAM

Topics of ABIC 2004 were chosen to equally treat issues of scientific, political and economic relevance. Further details in our next newsletter.



Hosted by Phytowelt  
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Session	The Business of Biotechnology	Advances in Plant Improvement	New Opportunities through Biotechnology
01	<b>When Will GM Crops Take Root in Europe?</b> <ul style="list-style-type: none"> <li>• EU regulatory framework</li> <li>• Potential benefits to European agriculture</li> <li>• National situations</li> </ul>	<b>Controlling Gene Expression in GM Crops</b> <ul style="list-style-type: none"> <li>• Gene switches</li> <li>• Controlling gene flow</li> <li>• Gene expression stability</li> <li>• Gene/Marker excision</li> </ul>	<b>Plants as green factories</b> <ul style="list-style-type: none"> <li>• Strategies for producing PMPs* in plants (Molecular Farming)</li> <li>• Raw materials, chemical intermediates</li> </ul> <p>* Plant-made pharmaceuticals</p>
02	<b>Co-existence of Transgenic and Non-Transgenic Crops</b> <ul style="list-style-type: none"> <li>• Tools to ensure food safety / consumer protection</li> <li>• Traceability: biosafety issue or trade barrier?</li> <li>• How to improve acceptance of Plant Biotech</li> </ul>	<b>Synergies between Breeding and Biotechnology</b> <ul style="list-style-type: none"> <li>• Genomics/allele mining</li> <li>• Advanced mapping tools</li> <li>• Targeted gene modification</li> <li>• Use of model genomes</li> </ul>	<b>Biotechnology and Food Security for the Resource-Poor</b> <ul style="list-style-type: none"> <li>• Analysis: the need for new solutions</li> <li>• Case study of a real biotech solution</li> <li>• Managing IP to benefit the resource-poor</li> <li>• Phytoremediation and protection of environment through genetically engineered plants</li> </ul>
03	<b>Business Forum / Industry Presentations</b>		
04	<b>The Business of Biotechnology</b> <ul style="list-style-type: none"> <li>• Will investments in plant biotechnology pay off?</li> <li>• Do's and Don'ts for biotech start-ups</li> <li>• Today's and future markets in plant biotech</li> <li>• What impact does segregation have on the value chain of food production</li> </ul>	<b>Improvements in Non-Food Crops</b> <ul style="list-style-type: none"> <li>• Elimination of harmful by-products in phytopharmaceuticals</li> <li>• Yield enhancements for renewable energy plants (rape seed, sugar cane etc.)</li> <li>• Coloring and mechanical properties of fiber crops</li> </ul>	<b>Nutraceuticals as Links between Food and Health: Using Biotechnology to Improve Our Food</b> <ul style="list-style-type: none"> <li>• Nutritional enhancement of food</li> <li>• Different ways to nutraceuticals:                             <ul style="list-style-type: none"> <li>- genetic engineering</li> <li>- classical breeding</li> <li>- food processing/fortification</li> </ul> </li> </ul>

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▶▶▶ RATES



**Trade Fair Conditions and Rates**

Complementary with the conference, the business of AgBiotechnology will have the unique chance to present products and services. The Trade Fair will mainly take place in the Cologne Fair. Main Sponsors will present in the especially well located exhibition area at the Auenplatz, which is the central place of the Congress Center West. Due to its immediate vicinity to the Netherlands, Belgium and France and being less than one flight hour from Great Britain, the Cologne Fair is the place of choice to get in contact with European Customers and partners.



Foto: Günther Ventur | KÖlntourismus

**Poster Session**

You are invited to take part in the ABIC Poster Session competition. The contest is open to all non-commercial institutions. The subject of the work presented should be in relation to the topics of the program. The best 3 posters selected by an independent committee will be awarded with a free ABIC 2004 delegate ticket. For more details please contact the ABIC Organisation Office or mail to:

[posters@abic2004.org](mailto:posters@abic2004.org)



**BOOTH RATES**

In HALL 3 50 pre-equipped booths of 9 m<sup>2</sup> will be available. The price per square meter is € 250,- (+ V.A.T.). In addition, raw space is available with minimum size of 15 m<sup>2</sup>; the price for the raw space will be € 190,- (+ V.A.T.) per square meter.

**9m<sup>2</sup> booth: € 2250,- (pre-equipped) + V.A.T.**  
**15m<sup>2</sup> booth: € 2850,- (raw space) + V.A.T.**

The full exhibitors manual will be sent to you on request.

**DELEGATE REGISTRATION RATES**

Prices include Breakfast, Lunch and Beverages

**Regular Rate:** € 750,- + V.A.T.  
 (after July 2<sup>nd</sup> 2004)  
**Academic Rate\*:** € 375,- + V.A.T.  
**Student Rate\*:** € 250,- + V.A.T.  
**One Day Delegate Rate:** € 250,- + V.A.T.  
**Exhibitor Delegate Rate:** € 250,- + V.A.T.  
**Group Discounts:** 3-5 Delegates: - 10 %  
 6 or more Delegates: - 15 %

**Early Bird Rates:**  
 (all before July 2<sup>nd</sup> 2004)  
**Early Bird Regular Rate:** € 675,- + V.A.T.  
**Early Bird Academic Rate\*:** € 350,- + V.A.T.  
**Early Bird Student Rate\*:** € 200,- + V.A.T.

\* Academic and Student Delegates: You must provide verification of academic or student status to qualify for the Academic or Student rate.

**Info about the Partnering Event**

One session of the Conference program will be fully dedicated to the subject of Business Partnering. Approximately 20 companies will be given time and technology to appropriately present themselves as part of the **Premium Partnering Package**. Throughout ABIC a special area in the trade fair hall will provide optimized partnering procedures for registered partnering event participants. In addition a special section of the ABIC website [www.abic2004.org](http://www.abic2004.org) will be reserved for the partnering event. This service will be made available in due time.

**PARTNERING RATES**

**Regular Partnering:** € 350,- + V.A.T. (one to one meetings plus Web Partnering)  
**Premium Partnering:** € 750,- + V.A.T. (Business Presentation at Forum plus Regular Partnering)

Prices are added to Delegate Rates.  
 Partnering possible throughout ABIC to allow participants to arrange meetings at convenience.

▶▶▶ REGISTRATION

If you want to get details for registration please fill out the form and send us as fax.



I am interested to participate in ABIC 2004 as:

- DELEGATE
- EXHIBITOR
- PARTNERING CANDIDATE
- POSTER PRESENTER

Mr.  Mrs.

Name.....

Preferred Titel .....

Organization/Company Name .....

Department.....

Address.....

City..... Prov/State.....

Country..... Zip/Postal Code .....

Phone..... Fax .....

E-mail.....

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