

# the business | year

PORTUGAL  
2023



Economy | Green Economy & Energy | Finance | Industry & Agroindustry | IT & Media  
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**BIO**

Germano de Sousa is a doctor of medicine with a specialization in clinical pathology. He is CEO and Clinical Director of the Centro de Medicina Laboratorial Germano de Sousa. Prior to his current positions, he was a former associate biochemistry professor and regent of the master course in chemical pathology at Nova Medical School as well as former head of the clinical pathology department at Fernando Fonseca Hospital. He has been active in his field as former president of the Portuguese Society of Clinical Pathology, the Portuguese Medical Association, and the Portuguese Society of Osteoporosis. Since 2005, he has been a member of the New York Academy of Sciences.

**Germano de Sousa**  
CEO & FOUNDER,  
GRUPO GERMANO DE SOUSA (GDS)

**What are the key recent developments at GdS, and what did the pandemic mean in terms of business development?**

The pandemic was an operational challenge and an opportunity for growth. It was especially important to grow geographically and offer blood sample deposits sites across Portugal for patients nationwide. Making laboratory analysis available beyond the main cities was key and the pandemic strengthened GdS' reach outside concentrated urban centers. Currently, GdS has more than 550 centers for sample deposits. This is aligned with our commitment to deliver top-of-the-line analysis to everyone who lives in Portugal.

**What characteristics help GdS stand out as a leading laboratory analysis, health-care company?**

The focus of business and service is the patient. We are specialists in clinical pathology. This is an important differential and serves

as a guarantee of quality. We are also leaders in innovation and create value by prioritizing research. We contribute to the sophistication of lab analysis in Portugal by offering modern lab methods and by supporting collaborative work with Portuguese and international universities that allow students to use our laboratory facilities. The exchange of know-how allows GdS to stay at the forefront of methods and technology.

**What is GdS' approach to international business?**

At GdS, we have a responsibility not only with Portugal, but with the wider region, and Africa. We conduct testing on samples collected across a wide range of countries. We receive a large influx of samples from Angola, Mozambique, and North and Central Africa.

**How do you envision the future?**

The future of this specialty is DNA and molecular medicine. We are witnessing the start of precision medicine and personalized medicine. We must, therefore, change the vision of the future. We increasingly have a better understanding of medication's target. Our main priority is to be at the forefront of technology with new types of testing, such as personalized medicine. ✖

**BIO**

Carlos Monteiro is the Founder & President of Biojam Holding Group. He is also the Co-Founder and majority shareholder of OPFC Clínica Médica do Porto. He attended the PAME Universidad Católica Business School and has 35 years of experience in the pharma sector with several international companies in Portugal and international territories.

**Carlos Monteiro**  
FOUNDER & PRESIDENT,  
BIOJAM HOLDING GROUP

**Can you give us an overview of Biojam and the company's main business development ambitions?**

Biojam, formerly known as Etio Pharma, was renamed in 2015 and currently focuses on Spain, Italy, and the Benelux region. The company has been market leader in Spain since 2007, with a primary focus on oncology and rare diseases while also being mindful of psychology, care, and innovation. Our key priority is excelling for the well-being of our patients.

**What is Biojam's approach to R&D and innovation?**

Biojam's approach to R&D and innovation extends beyond molecules. We holistically look at patients' quality of life, including more accurate dosing, cost reduction, and less fre-

quent medicine intake. Innovation is central to our business and can have a significant impact on patient care and outcomes.

**What is Biojam's approach to partnerships?**

Biojam's partnerships are built on a shared vision that puts patients' needs first. We continually receive feedback on our products and processes directly from our patients. Our main goal is always the patient—profits come second. If we always place patients at the center of our efforts, that will naturally result in successful partnerships. We aim to support innovation amongst health professionals and be a disruptive force in the sector. All forms of innovation, therefore, need to have a positive end result for doctors, nursing professionals, pharmacists, and patients. We also collaborate directly with several societies such as the pharmacist and oncology societies. ✖

The Faculty of Medicine building at  
Coimbra University

