

GENESIS Biomed contributes to the development of growth strategies for KYMOS and other Catalan companies through the NON ACCIÓ programme

- *ACCIÓ's Noves Oportunitats de Negoci calls for proposals provide Catalan companies with a supportive framework for analysing and structuring new growth opportunities.*
- *GENESIS Biomed has supported KYMOS and other Catalan companies in strategic planning processes related to expansion, diversification, and capacity building.*
- *The consulting work involved Josep Lluís Falcó, CEO of GENESIS Biomed, as an ACCIÓ-accredited consultant.*

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Business growth is one of the major challenges facing Catalonia's business sector. In an environment marked by international competition, technological specialization, the need to scale up, and the pressure to sustain innovation over time, companies must identify new business opportunities, assess their viability, and make strategic decisions based on a solid foundation.

In this context, **ACCIÓ's "Noves Oportunitats de Negoci" calls for proposals**—in its "Canvi Estratègic" and "Canvi Estructural" categories—**serve as a support tool enabling companies to analyse new opportunities, structure business plans, and organize their strategic planning processes.**

Among the projects supported under this program, **the case of KYMOS stands out**, specifically regarding the analysis of growth opportunities for scaling its CRO services. Based on the search and evaluation criteria previously studied and established by KYMOS, the consulting work helped identify a list of potential target companies aligned with those criteria. **Subsequently, KYMOS announced the acquisition of the Danish company Particle Analytical ApS**, which specializes in particle analysis and solid-state characterization—a transaction that strengthens its European presence and expands its scientific capabilities.

Another notable case is that of REIG JOFRE in structuring its business plan to strengthen its presence in the biotechnology sector. The company had already been working on this strategic direction for some time, and the support received through the program enabled it to structure the context, conduct a benchmarking study, and establish a clearer consulting framework to support internal decision-making. In this context, REIG JOFRE **announced the expansion of its stake in Leanbio to 85%**, strengthening its vertical integration in biotechnology and its capabilities in the development and manufacture of biologic drugs.

The consulting work on these projects involved Josep Lluís Falcó, CEO of GENESIS Biomed, as an ACCIÓ-accredited consultant for the “Noves Oportunitats de Negoci – Canvi Estratègic” and “Canvi Estructural” calls for proposals. In the words of Josep Lluís Falcó: *“One of the most significant contributions of this program is that it enables the transformation of a strategic opportunity into a structured, analytical, and actionable business plan. For many companies, this process helps organize information, compare scenarios, and better prepare decisions related to new lines of business, acquisitions, strategic alliances, or the integration of capabilities.”*

In short, ACCIÓ’s “New Business Opportunities” calls for proposals— with the 2026 edition having recently opened—offer Catalan companies a supportive framework for organizing, analysing, and structuring new growth opportunities. Cases such as KYMOS and REIG JOFRE demonstrate the value of combining entrepreneurial vision, specialized advice, and the ability to execute in order to advance processes of expansion, diversification, and consolidation of strategic capabilities.

SOURCE: <https://genesis-biomed.com/genesis-biomed-contributes-to-the-development-of-growth-strategies-for-kymos-and-other-catalan-companies-through-the-non-accio-programme/>