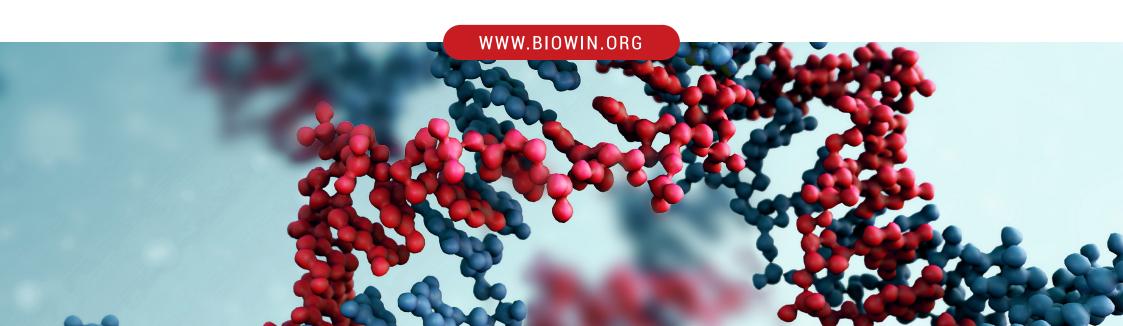


THE HEALTH CLUSTER OF WALLONIA

ANNUAL REPORT 2019



INTRODUCTION



The COVID-19 crisis, from its outbreak in 2019, has illustrated the central importance of health-care in society. In Wallonia, **BioWin** has once again performed an essential role in promoting innovation and synergy between key players in biotechnology and public health sectors, and the 2019 annual report is an opportunity to look back on the cluster's successes over the last year.

In 2019, the Competitiveness Clusters were confirmed in the Walloon regional policy declaration (DPR) as key players in the economic growth of Wallonia. When **BioWin** was created in 2005, its mission was to bring together innovators in the field of life sciences in Wallonia. At the time, its role was largely focused on the development of collaborative Research and Innovation (R&I) projects. Today, **BioWin** also plays a more global role in the implementation of the sector's industrial policy. The current aim of its actions is the development and anchoring of skills, knowledge and jobs.

In 2019, **BioWin** participated in the development of the Walloon region's Smart Specialisation Strategy. Already in 2018, at the initiative of **BioWin**'s governing board, various task forces were deployed. They have enriched **BioWin**'s strategy. In this respect, two strategies were drawn up to be integrated into the 2020 Transition Plan. One strategy relates to the strengthening of the industrial biomanufacturing sector. The other strategy focuses

on breaking down the barriers between the hospital and business worlds, to make Wallonia a champion in health innovation.

The R&I activities have been intense: six projects were presented to the Walloon government and four were approved. **BioWin** is also monitoring 20 projects in its portfolio, and has provided support for the valorisation of results.

Since 2019, thanks to the strengthening of its personnel, **BioWin** has been helping its members to identify the private and public funding needed to develop products, and to support the growth of the companies developing these products.

Access to a qualified and available workforce is a challenge for any medtech cluster around the world. **BioWin** has developed a large-scale project aimed at (1) qualifying and quantifying the talent needed in the Walloon R&I sector; and (2) making proposals to the government to address the talent shortage.

Internationally, **BioWin** has participated in about fifteen missions with the aim of strengthening the visibility of its cluster and the Walloon region. **BioWin** has also been called upon by the Walloon Export and Foreign Investment Agency (AWEX) to support several applications for the potential establishment of foreign companies in the Walloon region.

BioWin continues its involvement in European projects and has participated in the construction

of MAGIA2Market, the next phase of the of MAGIA project, which is focused on the medtech sector, and C4BIG, which deals with governance issues within Competitiveness Clusters.

Finally, by creating networking opportunities between member organisations, is at the heart of **BioWin**'s mission. **BioWin** has multiplied the amount of networking events taking place, concerning different technological or business themes within the framework of **BioWinConnect**. **BioWin** has also increased joint initiatives with **flanders.bio**, to strengthen the medtech sector's position at national and international levels.

This annual report will provide you with detailed information on all these activities. Over the past two years, **BioWin** has greatly increased its scope and has grown with its ecosystem; and this ecosystem remains a leading economic force in the Walloon region.

BioWin is well placed to take up the important challenges highlighted by the COVID-19 crisis, and to work with the stakeholders and the Walloon Government to implement 2020 Transition Plan by 2022.



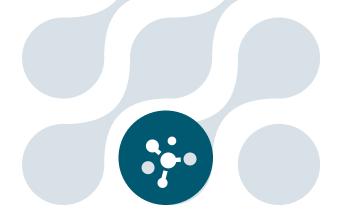
Philippe Denoel
Chairman of the Board of BioWin
and Head of External R&D at GSK Vaccines



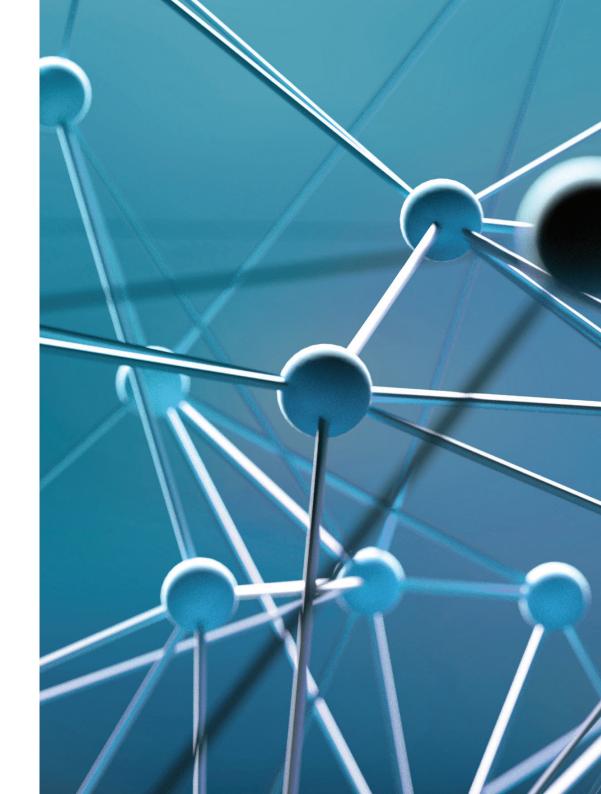
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MISSION, VISION, APPROACH & STRATEGY





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OUR MISSION

Accelerating innovation:

- To meet tomorrow's public health challenges.
- To develop the knowledge, employment and competitiveness of all the players in the Walloon health-innovation ecosystem.



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OUR VISION

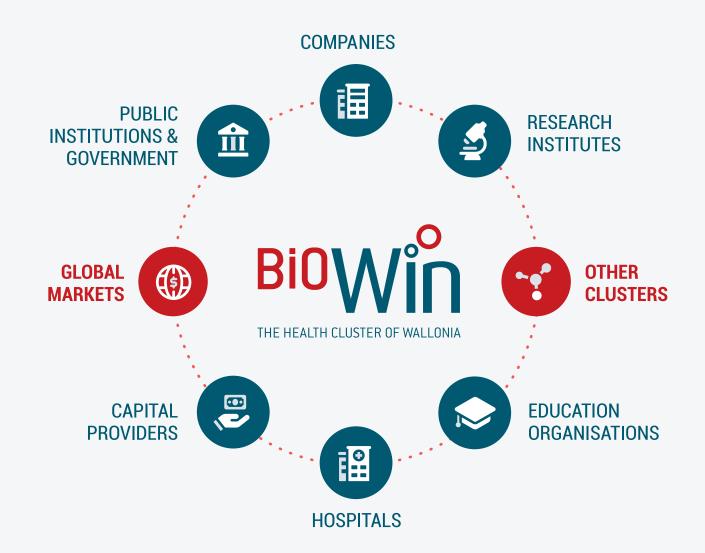
By the year 2025,

- Wallonia will be recognised internationally for its world-class academic, clinical and industrial research environment in the field of life sciences.
- The competitiveness of the Walloon (bio)pharmaceutical industry will be strengthened, and Wallonia will have become one of the world's largest hubs for the research, development and industrial production of vaccines and (bio) medicines.
- Wallonia will host an efficient and competitive health-innovation ecosystem, achieved through breaking down the barriers between the hospital and business sectors.



OUR APPROACH

BioWin helps to strengthen Wallonia's competitiveness and attractiveness by fostering collaborative initiatives between partners driving innovation and growth: large companies, small-medium enterprises (SMEs), start-up firms, service and consulting firms, universities, educational institutions, hospitals, incubators, investment funds, venture capitalists (VCs) and the government.





• • • • • • • • •

OUR STRATEGY

Since the end of 2019, **BioWin** has developed 4 types of activity in 4 strategic domains.

THE 4 ACTIVITIES:



SUPPORT THE EMERGENCE & DEVELOPMENT OF R&I PROJECTS



INTERNATIONAL BUSINESS DEVELOPMENT



SKILLS DEVELOPMENT



SUPPORT THE GROWTH OF THE SMES

THE 4 STRATEGIC DOMAINS:



(BIO)PHARMACY (including cell and gene therapy and industrial production of biomedicines)



DIGITAL HEALTH



RADIATION APPLIED TO HEALTH



MEDICAL
DEVICES
& IN VITRO
DIAGNOSTICS

OVER THE NEXT THREE YEARS, BIOWIN INTENDS TO ADDRESS 3 STRATEGIC PROJECTS INITIATED END 2019:



.

TALENT DEVELOPMENT:

In 2019, **BioWin** initiated a government commissioned study. This study will be completed around April 2020. It aims to:

- Qualify and quantify the main training needs of biopharma (biopharmacy, cell therapy and biomanufacturing) and medtech companies in Wallonia (3-year projected needs).
- Propose an efficient, competitive and economically realistic strategy to meet the demands of Walloon Biopharma and Medtech companies.



BIOMANUFACTURING:

The development of the sector of industrial production of biomedicines in Wallonia. Our Region has the potential to become one of the world's largest hubs in the industrial production of biomedicines (concentration of SMEs and expertise in this field is almost unique in Europe). This industry must be supported and the work must be carried out by **BioWin** accompanied by MecaTech (industrialisation 4.0) and Logistics in Wallonia.



HEALTH INNOVATION:

The world of hospitals must evolve and we must take advantage of the organisation into hospital networks to bring the world of business and hospitals closer together. This challenge to be addressed in collaborative project between MecaTech and Logistics in Wallonia, Fratem, CETIC (the INAH project) and the Agence du Numérique (AdN).



REGIONAL HEALTH ECOSYSTEM



WALLONIA, A "BIOPHARMA VALLEY"



• • • • • • • • •

#1

The pharmaceutical sector is the main industrial activity in Wallonia in terms of added value.



1,2 BIO € of private investment into Biopharma R&I in 2018.



2.181 MIO €
Cumulated private capital raised by SMEs
(2005-2019).



27% of total Walloon exports.



50.000 + employees in the life-science sector (16.424 direct jobs).

A DIVERSE ECOSYTEM

•••••

BIOWIN BRINGS TOGETHER MORE THAN 90% OF THE HEALTH BIOTECH & MEDTECH PLAYERS IN WALLONIA.





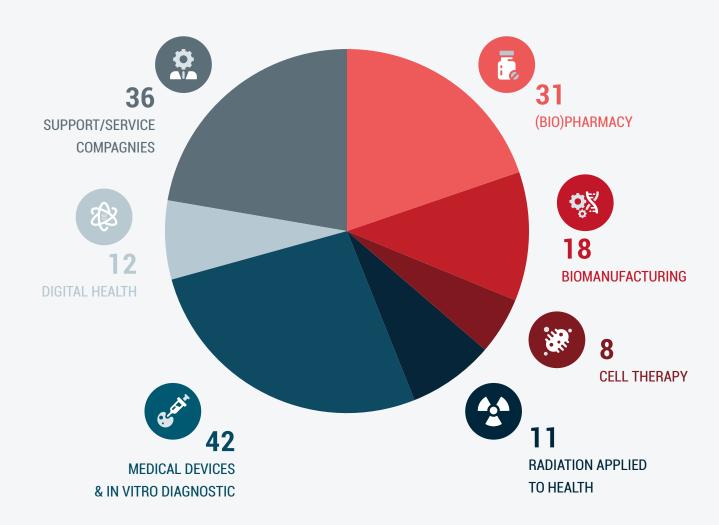
THE SPREAD OF THE 158 BIOWIN WALLOON MEMBERS BY STRATEGIC DOMAIN & SERVICE COMPANIES.



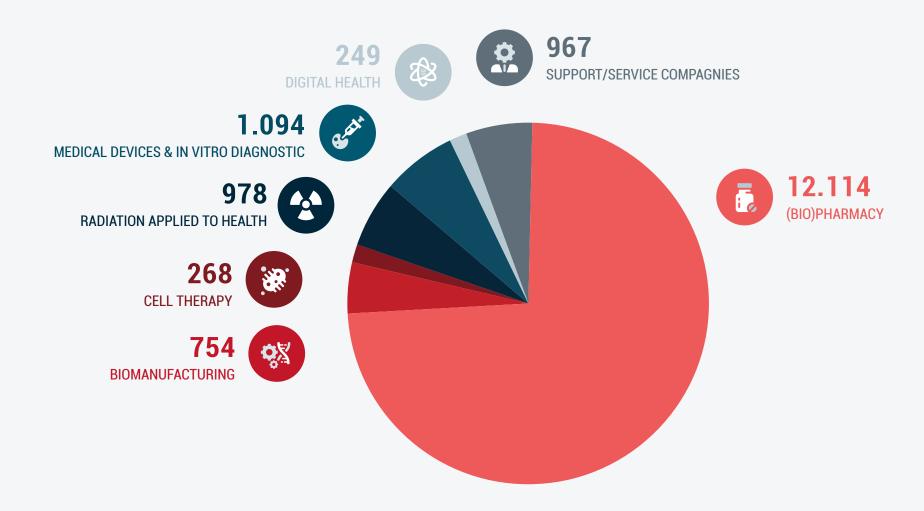
EXPERTISE OF OUR WALLOON COMPANY MEMBERS

BioWin's company members represent a wide range of expertise encompassing a diverse array of technologies and activities.

The industrial ecosystem is supported by specialized service companies (CMO, CROs, biomanufacturing...).



THE BREAKDOWN OF FTES AMONG THE 158 BIOWIN WALLOON MEMBERS BY STRATEGIC DOMAIN & SERVICES COMPANIES.





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ECONOMIC IMPACT

Since the creation of **BioWin**, the average annual employment growth rate has increased continuously.

In our Walloon member companies, it has risen to **7,7%**.

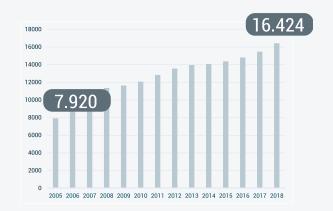
BIOWIN WALLOON COMPANY MEMBERS:



+7,7% EMPLOYMENT GROWTH



8.504 FTEJOB CREATION (2005-2018)



+8.504 FTE

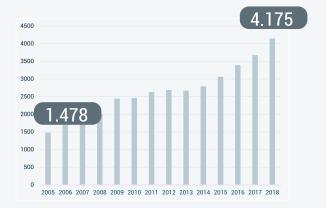
BIOWIN WALLOON SMEs MEMBERS:



+13%
EMPLOYMENT GROWTH



2.697 FTEJOB CREATION (2005-2018)



+2.697 FTE

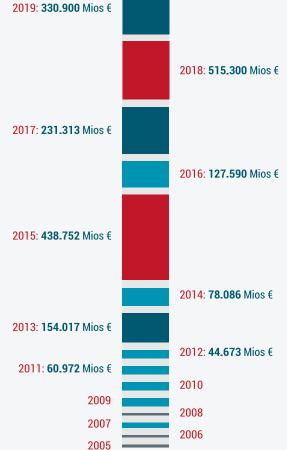


PRIVATE FUNDRAISING

Accumulated capital raised secured by current **BioWin** Walloon SME members since 2005 amounted to €2.181 Mios.

These investments demonstrate the technological excellence of our members.





TOTAL

2.181 Mios €



MEMBERSHIP





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MEMBERSHIP TRENDS

BioWin currently has **234 member entities**, including 158 Walloon companies (10 of which are global leaders).



• • • • • • • • •

NEW PARTNERSHIPS

To support the growth of its members on specific aspects relating to their development, **BioWin** wants to cooperate more proactively with its «associate» members, service companies whose quality and expertise could provide real added value to the entire ecosystem.

The partnership approach will enable **BioWin** to organize events featuring themes that are relevant to the concerns of members in the cluster.

In 2019, **BioWin** signed two partnerships with **Ayming Belgium** and **Keyrus Life Science**.





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BROAD RANGE OF SERVICES

In 2019, **BioWin** offered a wide range of services:

- Support for all aspects of R&I regional projects.
- Accelerate international development.
- NEW in 2019! Finance & investment support to sustain company growth.
- Organisation of theme-based events.
- A forum for advertising jobs.
- The promotion of national and international visibility of our members.



CORE ACTIVITIES

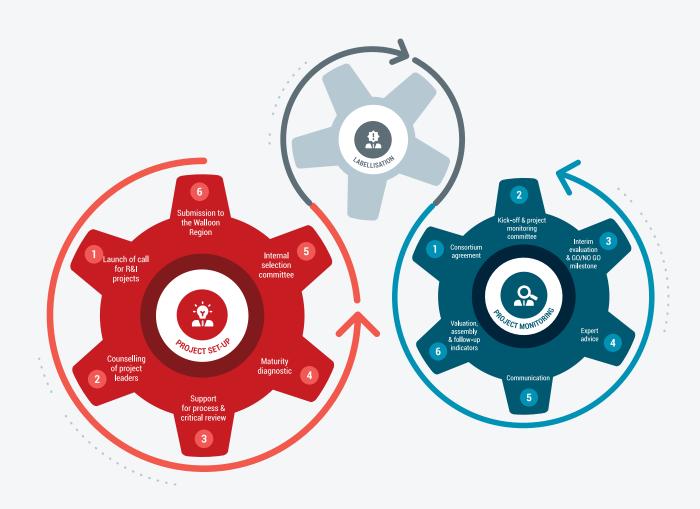




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REGIONAL R&I

The innovation strategy is based on the dynamism of **BioWin** members and a robust process for the set-up and follow-up of innovative and collaborative projects bringing together at least two companies and two research units.



KEY FIGURES FOR THE PORTFOLIO OF R&I PROJECTS INCLUDE





.

49
R&I PROJECTS FOR
A TOTAL BUDGET OF
€ 158 MILLION



PARTNERS
INCLUDING
COMPANIES,
RESEARCH CENTRES
& UNIVERSITIES



€124 MIO

PUBLIC FUNDING



R&I PROJECTS IN
COLLABORATION
WITH WAGRALIM
(agro-food cluster)
& MECATECH
(mechanical
engineering cluster)



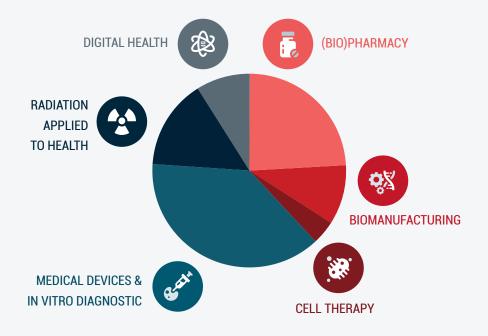
PATENT
APPLICATIONS



69
DEVELOPED PRODUCTS



33DEVELOPED SERVICES





.........

KEY ACHIEVEMENTS 2019

- 4 projects have been granted:
 Modular 01, Inteliphages and Aeronext (all from call 25) for a total budget of €13 million, including €10 million subsidies.
 The 4th project, CardiAmmonia (from call 26) is a MecaTech-BioWin project.
- The R&I team is monitoring 20 ongoing projects. 5 of which have passed the interim evaluation or Go / No Go milestone in 2019.
- Active contribution to the implementation of the new process for regional call for projects with the Walloon Administration and the other clusters.

ACTIVITIES:



2 CALLS FOR PROPOSALS



12 REVIEWS OF PROJECT PROPOSALS



7 PROJECT SET-UPS



6 SUBMISSIONS OF PROJECTS TO THE REGION



4 OFFICIAL APPROVALS OF PROJECTS



5 MID-TERM EVALUATION – GO / NO GO MILESTONES



.

INTERNATIONAL DEVELOPMENT

EUROPEAN PROJECTS

BioWin's strong network of European partners enables its participation in interclustering projects that fit with the **walloon Region**'s Smart specialization strategy (S3).

For all of these projects, a particular emphasis is placed on providing support to SMEs.

COSME INTERCLUSTERING PROJECTS:



MAGIA (Jan 2018 – Dec 2019) Medtech Alliance for Global InternationAlisation - is a European medtech alliance to support the internationalisation of SMEs. This initiative brings together 4 clusters of excellence – Lyonbiopole (France), BioPmed (Italy), BioWin and Life Science Nord (Germany). Its main goals are to facilitate the internationalisation of their SMEs through cooperation and resource sharing, and to give greater visibility to the European medtech industry.



S³martMed (Oct 2018 – Sept 2020) involves 5 regions: Lyonbiopole (France), BioWin, BioPmed (Italy),
MedSilesia (Poland) and BioRegioStern (Germany). The aim is to identify the skills of each region, as well
as their financial, business or regulatory needs, and to foster inter-regional collaboration of their SMEs
in the medtech sector.

IN ADDITION, BIOWIN IS ASSOCIATED IN OTHER EUROPEAN PROJECTS:

.

- NeMs4Bio (Nano-enabled Microsystems for Bioanalysis) is a demo case
 that aims to meet the challenges of incorporating microfluidics in various
 fields such as MedTech and biomanufacturing. Seven regions are involved in
 this project: Flanders, East Netherlands, Emilia Romagna, Navarra, Tampere
 and Auvergne Rhone-Alpes. The project is led by IMEC (Flanders).
- SAFE-N-MEDTECH is a H2020 NMBP (Nanotechnologies, Advanced Materials, Biotechnology and Advanced Manufacturing and Processing) medtech project. The objective is to build an innovative open access platform providing reference laboratories and companies with the capabilities, know-how, networks and services needed for developing, testing, evaluating, optimizing and marketing nanotechnology and diagnostic medical devices throughout the products' entire lifecycle. BioWin is operating as a strategic adviser for this project.
- The 3D4MED is a project led by UMons, started on April 1, 2019 for a duration
 of 3 years. The goal is to develop biodegradable shape memory matrices
 combining the structure and activity of biological surfaces by 3D printing.
 As an associate partner, BioWin is
 - supporting the communication strategy, notably in targeting Walloon organisations;
 - contributing to the dissemination of the project results in Wallonia by participating in the annual valorisation committees.



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KEY ACHIEVEMENTS 2019



• In the frame of the MAGIA project, 8 cooperation agreements were signed with key medtech hubs, opening up opportunities for medtech companies to develop business in the USA and China. In addition, two studies have also been carried out to help understanding these 2 strategic markets. Following the opening up of China and the United States, the MAGIA alliance aims to support its ecosystem in penetrating these markets and to explore a third target country identified through the survey conducted among the SMEs: Japan. At the end of October 2019, the submission of a phase 2 (MAGIA2Market) was then carried out by the 4 partner clusters.

Smart/Veo

 For the S³martMed project, 3 webinars were organised in 2019. In September 2019, a partnering event was held in Germany, at the University Hospital of Tübingen. This workshop was an opportunity for medtech SMEs to meet directly with clinicians and to meet other European medtech manufacturers and suppliers.



 The CE4BIG (Cluster Excellence for Business Innovation and Growth in the Health Sector) project, was labeled in 2019. CE4BIG aims to foster collaborations between clusters on a European-wide scale and to strengthen these clusters and their participant SMEs in attaining international competitiveness in the sphere of personalised medicine.



INTERNATIONAL DEVELOPMENT

SUPPORT FOR NETWORKING

BioWin helps its members to build their network and meet potential partners:

- **BioWin** is in contact with the world's most innovative medtech regions and clusters to help BioWin members connect with the best possible partners. We offer global networking events by making extensive use of our networks and partners (hubs, clusters, bioregions, science and technology parks etc.). By working closely with **AWEX** (Wallonia Foreign Trade and Investment Agency) and **WBI** (Wallonia Brussels International), we accompany delegations at international biotech-medtech trade fairs (**BioWin/AWEX** programme) and we contribute to bringing in foreign investors.
- **BioWin** also organises first-class matchmaking events to help members develop their international links. Although the events may differ in terms of their objectives (R&I, strategic or business partnerships), the topics always remain focused on the Smart Specialisation Strategy.
- **BioWin**'s international networking strategy targets the following geographic areas: Europe, USA, Canada, Asia Pacific and Israel.



- 1 KOREA Seoul: State Visit to Korea - Belgian Seminar.
- 2 AUSTRIA Vienna: BIOEurope Spring.
- **GREECE**Athens: CEBR Annual Meeting.
 - FRANCE
 Paris: MedTech Forum / EIT Health summit / Matchmaking BioWin Medicen WBI Virtual Reality, Augmented Reality & Digital Simulation in Healthcare.
 Lille: Meeting European clusters.
 Lyon: Lyonbiopole's collaborative day.
- **BELGIUM**La Hulpe: BSMA Europe.
- THE NETHERLANDS

 La Haye: Presentation at the Belgian Embassy in the Netherlands.
- **USA**Philadelphia: BIO US.
- 8 CHINA
 Bejing & Shanghai: Belgian Economic Mission to
 China Life Sciences Seminar.
- 9 GERMANY
 Düsseldorf: Medica.
 Hamburg: BIOEurope Fall.
 - JAPAN Yokohama & Tokyo: Bio-Japan & Belgian seminar on Regenerative Medicines.
- SPAIN
 Barcelona: EANM.



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OUR COUNCILS & NETWORKS

Together with different not-for-profit national and international entities, **BioWin** has joined several networks and created its own based on its strategic domains.

Networking is key to giving visibility to the health sector in Wallonia and to identifying opportunities for further activities with our international partners.

BioWin is active in the following networks:



The Council of European Bioregions (CEBR) brings together around 40 health clusters in Europe, contributing
to developing the competitiveness of the European biotech sector through networking activities,
collaborations, recommendations and exchanges of good practice between these regional bio-communities.



• The Belgian Network for Radiation Applications in Healthcare (Rad4Med.be) brings together more than 60 members active in this field with the aim of supporting the worldwide development of a sector in which Belgium is a world leader.



EIT Health is a network of best-in-class health innovators backed by the EU. They deliver solutions to
enable European citizens to live longer and healthier lives. BioWin has been accepted by the board of EIT
Health Benelux as network partner in 2019.

BioWin also created the Bioproduction Club:



Bioproduction Club by Biowin is a regional network created by **BioWin** to bring together members active in biomanufacturing.



SKILLS DEVELOPMENT

With its skill-development services, BioWin aims to:

- Contribute to the monitoring of the pharmaceutical sector to anticipate the shortage of critical skills in the employment market for the benefit of universities, higher education schools, as well as research and technology institutes.
- Support the economic development of the health sector by increasing the employability of workers in collaboration with training centers, higher education colleges and universities.
- Ensure the visibility of good quality training programmes across the S3 target areas.
- Encourage the collaboration between companies and universities to enhance the employability of students.

•••••





The Office of the Minister of the Economy entrusted **BioWin** to conduct a study regarding the talent shortage facing our sector.

The purpose of this study is to:

- qualify and quantify the talent needs of the industrial members of the **BioWin** cluster within a 3-year horizon;
- present solutions to the Walloon Government.

The study began in September 2019 and will be completed in April 2020.



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COMMUNICATION & EVENTS

BioWin is extremely proactive in promoting the technological strengths of Wallonia in the healthcare sector. The cluster places particular emphasis on highlighting the Walloon expertise, skills and potential of academic and industrial organisations.

The **BioWin** cluster has organized different networking events.

BIOWINCONNECT:

In 2019, **BioWin** continued to organise **BioWinConnect** events to improve networking and experience sharing. These events bring members together and give them the opportunity to share their expertise and attend presentations, debates and training on specific topics like incubation models, intellectual property, immune-oncology biomanufacturing, followed by discussions and networking sessions. **BioWinConnect** events foster new research and business partnerships among members. They are also a unique opportunity to share knowledge. **Four BioWinConnect events were organized in 2019:** "Incubation and collaboration models", "IP in fundraising", "Delivering innovative biomarker assays for immune-oncology translation research and clinical trials" and "Get the most out of your data: monitoring and modelling your manufacturing processes".

NATIONAL INITIATIVES:

In 2019, several joint initiatives were taken with **flanders.bio**, particularly at major international fairs including BioUS and BioJapan.

NETWORKING EVENTS FOR LARGE COMPANIES, SMEs AND BELGIAN UNIVERSITIES:

The foothold and reach of large groups are key to regional economic growth. In 2019, **BioWin**, in close collaboration with flanders.bio, orchestrated 3 meetings including global leaders such as GSK Vaccines and Janssen Pharmaceutica.



COMMUNICATION TOOLS



WEBSITE

















KEY ACHIEVEMENTS 2019



EMAILING & SOCIAL MEDIA:

3.752

SUBSCRIBERS

TO OUR NEWSLETTER

4.581

FOLLOWERS ON LINKEDIN

1.854

FOLLOWERS ON TWITTER



PRESS RELATIONS & MEDIA CAMPAIGN:

4

PRESS RELEASES

9

ARTICLES IN THE BELGIAN PRESS

14

ARTICLES ON THE 6 COMPETITIVENESS CLUSTERS

7

CAMPAIGNS (in La Libre, Trends Tendances, BiopharmaDealmakers & Belgian Research in Europe)



EVENTS:

11

(CO-)ORGANIZED BY BIOWIN

17

INTERNATIONAL TRADE FAIRS WITH MORE THAN **180** WALLOON COMPANIES PARTICIPATING (attended by **BioWin** too)



GOVERNANCE, TEAM & NEW MEMBERS





• • • • • • • • •

GOVERNANCE

BioWin was established in 2006 as a non-for-







VICE-PRESIDENT: **O. LEO** / ULB



profit organization.

Philippe Denoël has been the president of the Board of Directors from January, 2018.



BOARD MEMBERS:



LARGE COMPAGNIES

I. DHEUR **EUROGENTEC SA**

G. CAESENS O. MONAMI **ZOETIS**

D. MALHERBE **UCB SA**

J-M. GEETS IBA SA



F. BLONDEL

KITOZYME SA

SMEs



UNIVERSITIES



RESEARCH CENTRE

J-L. BALLIGAND **B. MOINET** UCLOUVAIN **CER GROUPE**

D. BEDORET M. GEORGES ULIÈGE **MASTHERCELL**

M. MESTDAGT UNAMUR EYED PHARMA

T. HELLEPUTTE L. RIS **DNALYTICS**

M. RAES





MANAGING DIRECTOR: **SYLVIE PONCHAUT**



EXECUTIVE ASSISTANT: **DELPHINE RAMELOT**





DIRECTOR RESEARCH & INNOVATION
(BIO)PHARMA & BIOMANUFACTURING
MEDICAL DEVICES & IN VITRO DIAGNOSTICS:
THIERRY FERAIN



DIRECTOR INTERNATIONAL AFFAIRS:

MARC DECHAMPS



DIRECTOR INVESTMENT & FINANCE: OLIVIER POSWICK



HEAD OF MEMBERSHIP DEVELOPMENT: **DAMIEN DIOP**



MEMBERSHIP DEVELOPMENT ASSISTANT: CAROLINA HEREDIA



EUROPEAN PROJECTS MANAGER:

JOËLLE GAHIMBARE



COMMUNICATION MANAGER: **AMÉLIE MOYAERTS**



KNOWLEDGE MANAGEMENT
& DIGITAL COMMUNICATION MANAGER:
MARINE DI VINCENZO



NEW MEMBERSHIP 2019

In 2019, 44 new members joined the cluster!

ACTAVIA

AESCULAPE CRO BELGIUM BVBA

ALVALUX MEDICAL SA

AMP INNOVATION

AYMING BELGIUM

BIOCAIR BELGIUM

COMUNICARE SOLUTION

EURONEXT BRUSSELS

GLOBAL MORPHO PHARMA BELGIQUE

GRAFTYS

HALIODX

HEALTHCARE CONSULTING

HEMOGENYX-CELL

IMEC

LAMBDA-X

MIELABELO

MINORYX THERAPEUTICS

MIRACOR MEDICAL SA

MSA CONSULTING

MULTITEL

MYCELLHUB

NEUROPATH

NEWTON BIOCAPITAL PARTNERS SPRL

NLO - NEDERLANDSCH OCTROOIBUREAU

O+R

ONCODESIGN

ONCORADIOMICS

OSBORNE CLARKE

OSIVAX

OUAT!

PAUWELS CONSULTING NV

PLANNINGFORCE

PLUS ONE

POLYPEPTIDE SA (EX LONZA)

QUALITY BY DESIGN WALLONIA BVBA/SPRL

SAGITTA BIOTECH

SAMBRINVEST

SILLAR CLINICAL

SPECTRALYS BIOTECH

TELIX PHARMACEUTICALS SPRL BELGIUM

TOOLS4PATIENT

UNITED INVESTMENT EUROPE SA

VALOTEC

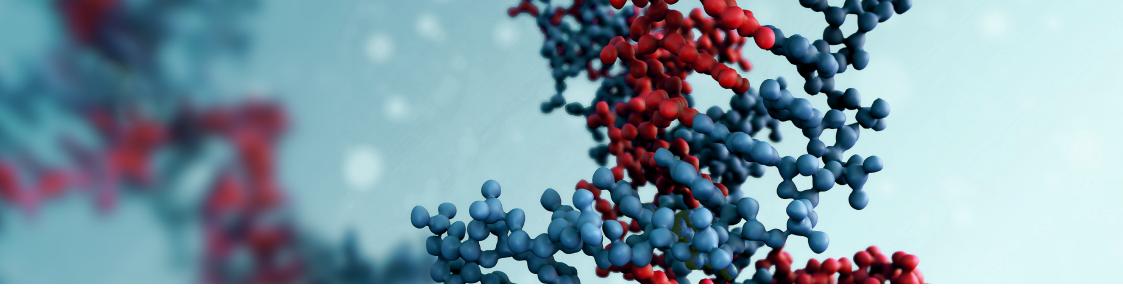
VILS CVBA













THE HEALTH CLUSTER OF WALLONIA

WWW.BIOWIN.ORG