

# ANNUAL REPORT 2017





# Introduction from the President

BioWin works proactively with the government in promoting the future of the life sciences sector in the Walloon region. Hence, following the creation of a strategic committee within our cluster, we submitted a ten-year strategic plan to the Minister of the Economy, for the life sciences sector, which notably recommends joining forces with Welbio. We also drew up a five-year investment plan to safeguard the performance of animal research infrastructures within universities and research centres.

Furthermore, we are very committed to developing collaborative research projects, by helping our members set up projects with a view to approval by the Walloon government and BioWin panels and overseeing their launch. Hence, in 2017, 3 new projects, amounting to €12.6 million, were approved, and 4 new projects were launched. Our sector has thus been shown to be a driving force in research.

As research is absolutely vital in our field, we created a committee to help our members set up European projects. An initial project was approved in 2017, and another 3 are currently being set up. We are very pleased with these results in our first year of business, as we feel it is paramount to expand the R&D funding base.

We have been networking at full capacity, including 5 events jointly organised with other clusters, with the aim of promoting meetings between members. We invited our members to speak at several theme-based conferences. We also organised theme-based events on specific subjects, such as *"Artificial intelligence in the health sector"* and *"How to communicate with the press?"*.

As part of the BioPharE project, we organised 160 training modules bringing together several companies, and also developed 6 new training courses in response to our members' needs, with a view to developing skills and mobilizing talent.

Due to the growing need to source our own funding, we created a financial committee to define a self-funding strategy; this strategy was implemented in 2017. Thanks to the achievements made by this committee in particular, I am delighted to welcome 40 new members who joined our ranks in 2017.

Lastly, this has not been a solitary venture; we have been working with other competitiveness clusters to define a joint strategy and share good practice guidelines, particularly in organising and monitoring R&D projects. We worked with Wallonia Space Logistics and the Mecatech Cluster to set up MedTech Wallonia, with the aim of accelerating the development of the MedTech sector in the Walloon region.

As you can see, we have had a very productive year, which is mainly due to our operational team's passion and relentless work. I would particularly like to thank them for this, because they have achieved so much, with very little.

I hope you enjoy our annual report.



**Jean-Pierre Delwart**  
*President of BioWin*



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# Strategy, Mission & Vision

## Our Mission

BioWin's mission is to accelerate innovation (1) to meet the challenges of tomorrow faced by the public health sector and (2) to develop knowledge, job opportunities and the competitive edge of all players in the health sector community in Wallonia.

## Our Vision

BioWin seeks to support Wallonia in implementing its strategy aimed at achieving international recognition for the excellence of its academic, clinical and industrial research environment in the fields of health and medical technologies.

In 2017, BioWin launched a new strategic vision on the future of the Walloon biopharmaceutical and MedTech sector. This vision led to the submission to the Government of an ambitious 10-year strategic plan.

## Our Approach

Enhance the development of the biopharmaceutical and MedTech ecosystem by bringing together all the actors involved in innovation in this area.



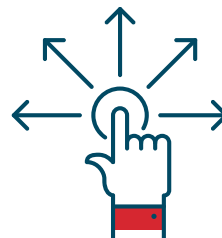


# Our Core Activities

BioWin has four strategic domains:



Support for the initiation and development of R&D projects



Skills development



International business development



Infrastructures and platforms

In line with the principles of Smart Specialization (S3), the BioWin focuses on **six technological (smart-specialization) target areas** for which the Walloon region has a critical mass of global players:



**Biopharmacy**



**Medical devices and in vitro diagnostics**



**Cell Therapy**



**Biomanufacturing**



**Radiation applied to health**



**Data-driven science**

# The Regional Health Ecosystem

Wallonia emerges as a world class biotech and medtech hub

#1

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

54%

In the Belgian pharmaceutical sector the biopharmaceutical sector provides 54% of jobs.

1,2

In 2015, private investment into R&D totalled €1.2 billion.

25%

of Wallonia export

50.000

employees in the Life Science Sector (17 000 direct jobs)

## A Diverse Ecosystem

7 

large companies (>250 FTE): UCB, GSK, Baxter/ Baxalta, Zoetis, IBA, Eurogentec and IRE

32 

medium companies (>50 FTE)

144 

small companies

5 

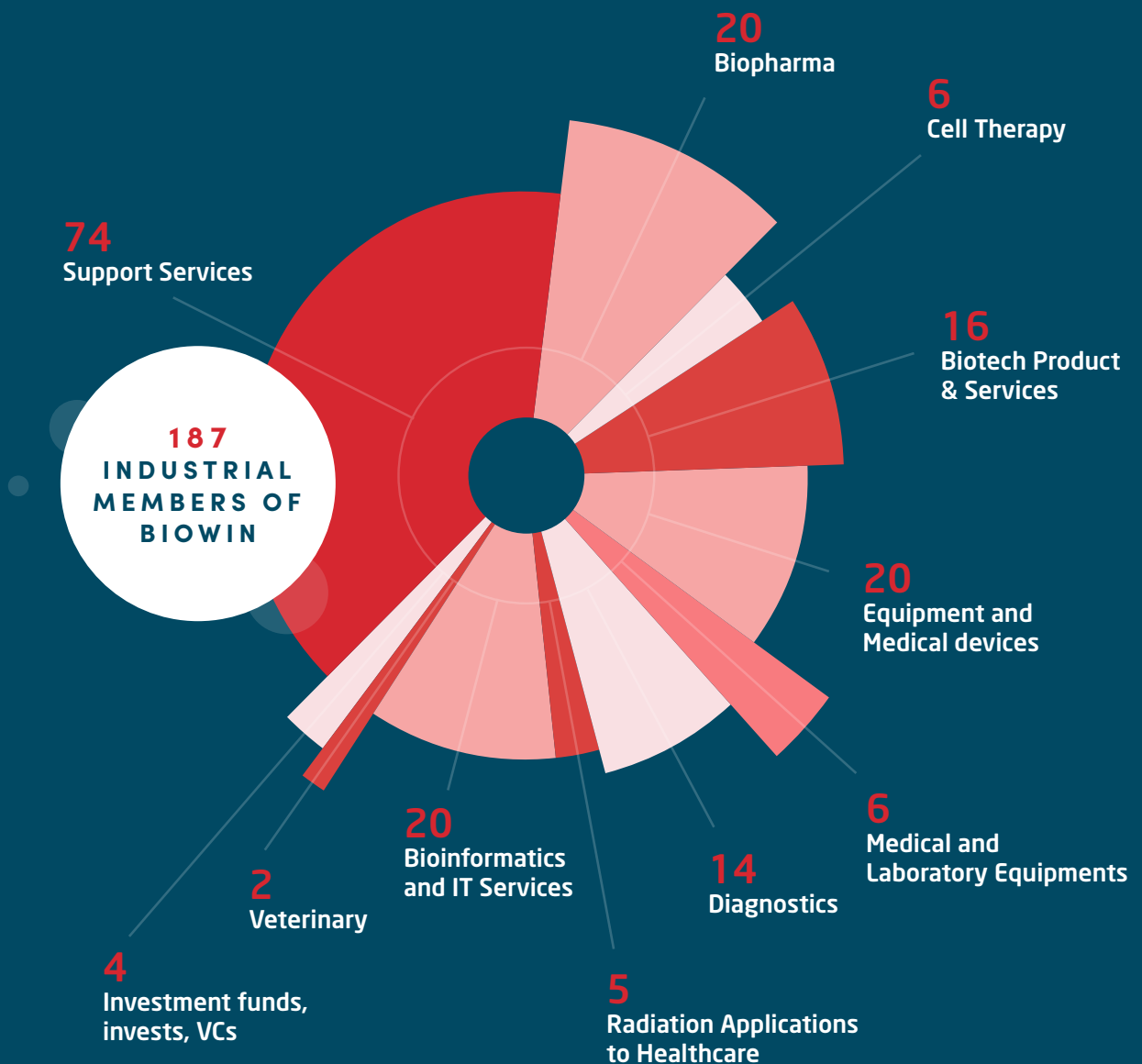
universities

4 

research centers

## The Expertise of our Industrial Partners

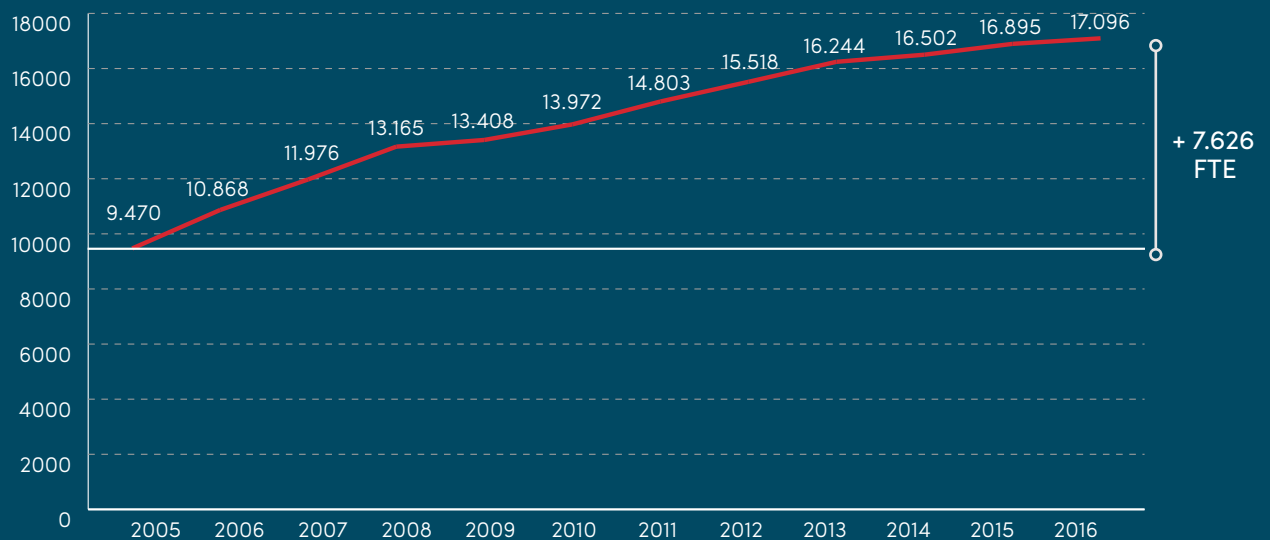
BioWin's industrial members represent a wide range of expertise encompassing a diverse array of technologies and activities. The industrial ecosystem is supported by more than seventy specialized service companies (CMO, CROs, biomanufacturing...).



## Economic impact

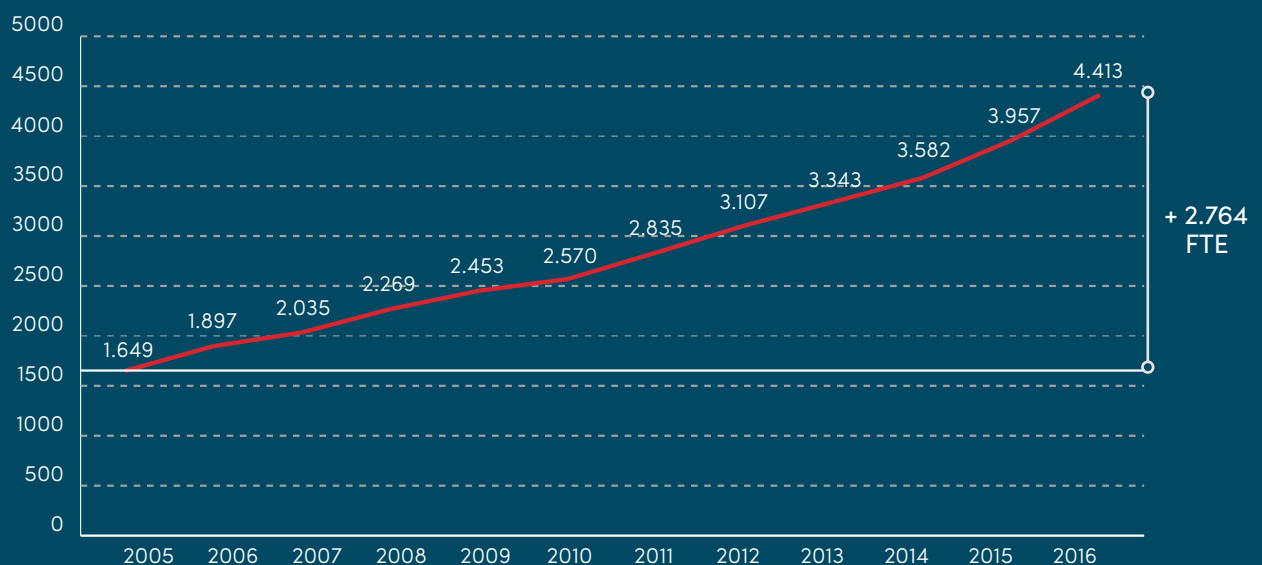
Since 2005, the employment rate has continued to grow. Since the creation of BioWin, the average annual growth rate of employment in our member companies has risen to up to 6,7%.

### The employment level by year for BioWin members



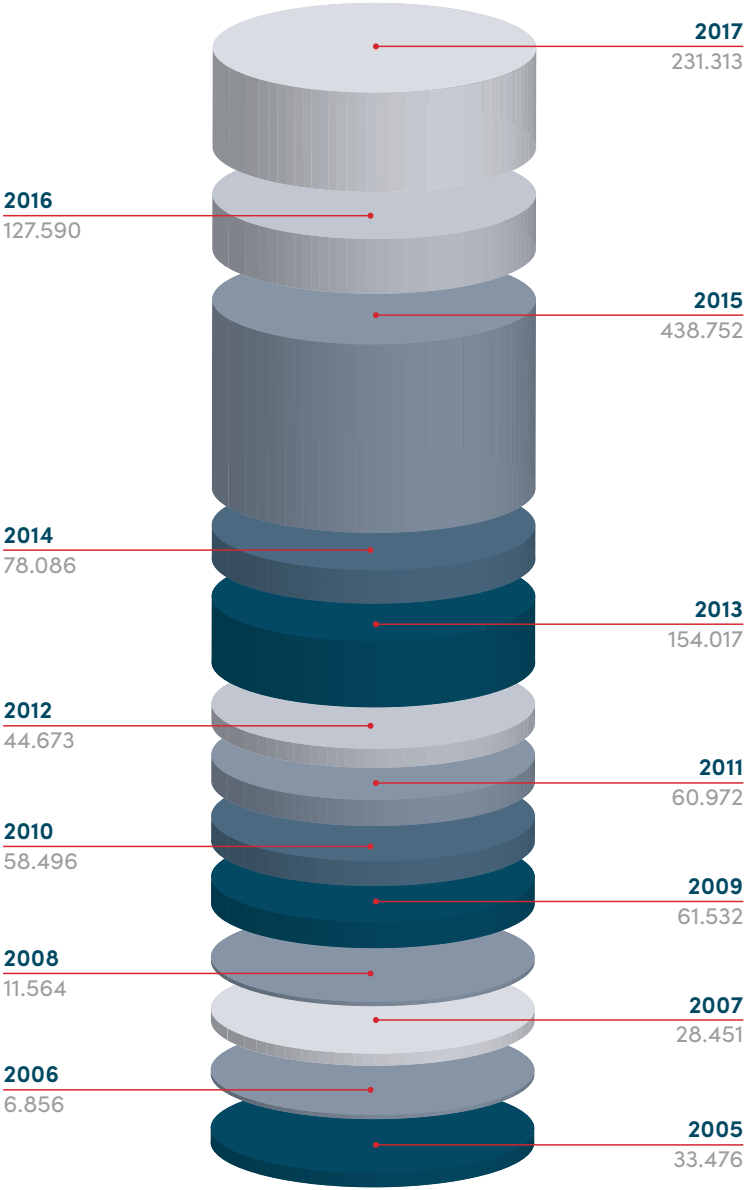
By restricting the focus to SMEs (members of BioWin and excluding the 7 large companies), the average annual growth in employment rises to 14%. The employment rate has practically tripled within the last 10 years.

### The employment level by year for BioWin SME members



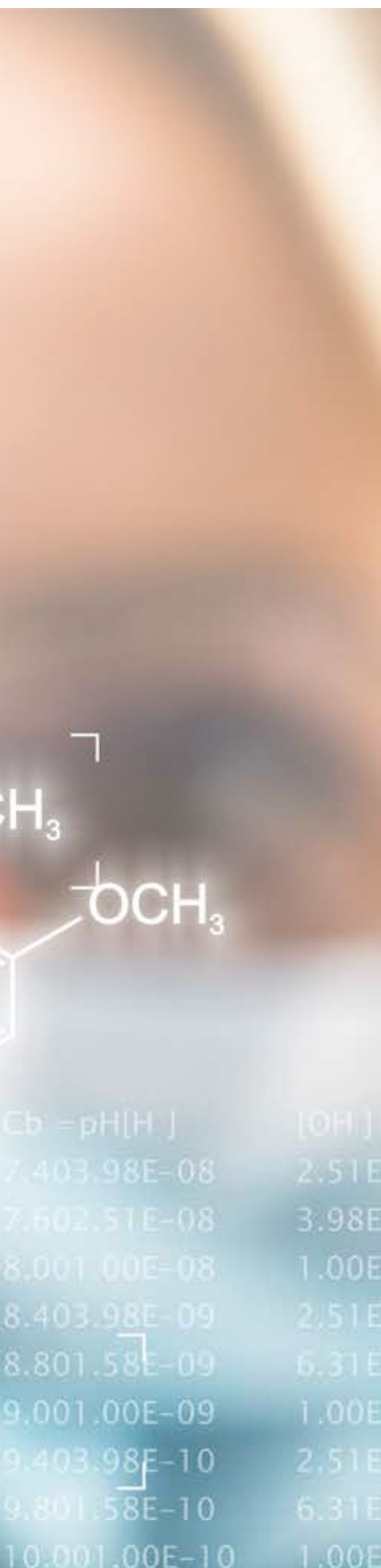
The cumulative investment secured by current BioWin SME members

TOTAL: 1.358 bn Euros









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# The Cluster's Core Activities

# Regional R&D

The BioWin cluster initiates two to three calls for projects per year and offers sustained support in the development of the project proposals for participating consortia. For this support, BioWin's R&D team help identify the required skills, facilitate the creation of the proposal and provide critical input. Furthermore, the R&D team supports a consortium by optimizing the administrative procedures that are required to obtain the public funding.

The BioWin cluster also monitors all funded projects with a particular focus on the results generated.

Global overview:

**44** 

R&D projects  
for a total budget of

**€142 million** 

**46** 

developed products

**25** 

developed services

**211** 

publications

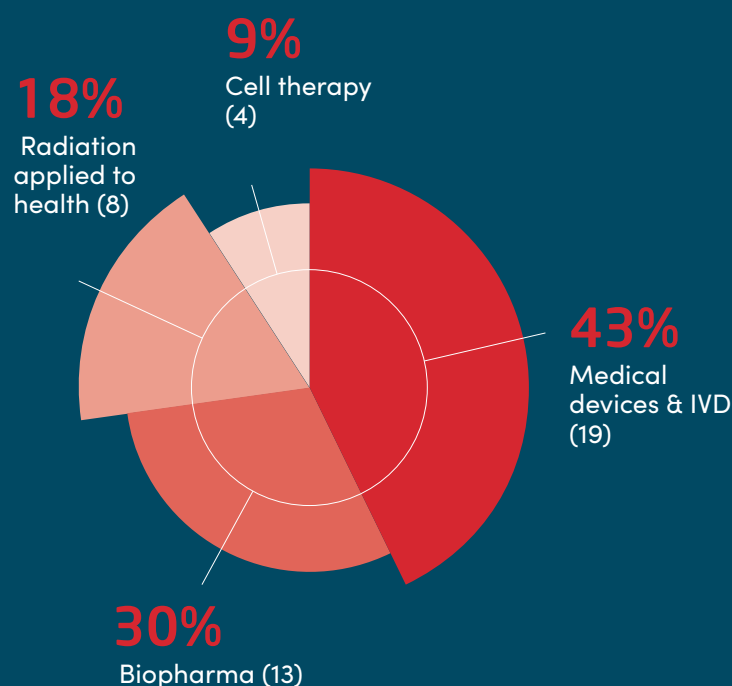
**118** 

patent applications

**253** 

partners  
including companies,  
research centers and  
universities

These 44 R&D projects have been classified according to our Smart Specialization target areas:



## Key achievements 2017

The BioWin R&D team provided collaborative support for:

- The development of 10 new projects – 28,1 Mios
- 3 new projects funded – 12,6 Mios
- The start of 4 projects – 11,7 Mios
- The interim evaluation of 4 projects currently underway

# European R&D Support

## European R&D project support

In early 2017, BioWin created a European service to provide our members with support in building strategic technological partnerships with European partners by responding to calls for proposals launched by the European Commission. The support provided is mainly focused on the Horizon

2020, IMI and Eurostars funding programmes, as well as structural funding. BioWin has a dedicated person within the cluster, who can provide support for the BioWin member with the European grant application, from idea and project concept through to project approval.

## International development

### European interclustering projects

BioWin's strong network of European partners enables its participation in interclustering projects that fit with BioWin's smart-specialization target areas. For all of these projects, a particular emphasis is placed on providing support to SMEs (vouchers for companies, support groups for companies developing opportunities outside the EU, etc.).

A recent example is the Interreg project Nanocardio, which aims to develop systems for the early diagnosis of atherosclerosis and the risks resulting from it. BioWin is an associate partner of this project being led by the University of Mons (Belgium).

### Key achievements 2017

In 2017, BioWin participated in different events organized by the European Commission to position the health sector, our smart specialization strategy and the BioWin cluster at the European level.



5 interclustering projects were developed in 2017 and MAGIA was funded.

**MAGIA, a COSME-funded project, focuses on increasing the competitiveness of SMEs in the medical technologies sector of the global market.**



### Objectives

Set up the basis of a competitive and ambitious European Cluster Partnership in the field of medical technologies and to develop a common Joint Internationalization Strategy around a common vision and a common brand.

### Partners



## Our networks

BioWin participates with different non-for-profit national and international networks based on our smart-specialization target areas. Networking is key to giving visibility to the health sector in Wallonia, to BioWin and to our members, and to identifying opportunities for further activities with our international partners. BioWin is active in the following networks:



**The European Diagnostic Clusters Alliance (EDCA)** is an international alliance of 8 clusters with the aim of promoting and developing collaboration between European diagnostic clusters to consolidate the competitiveness of their SMEs.



**The Council of European Bioregions (CEBR)** gathers 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)** gathers more than 50 members with healthcare applications of radiation as their core business as well as members with related activities (such as education and training, isotope transport, software development, etc.), with the aim to support the worldwide development of a sector in which Belgium is a world leader.



**Wal-Dx is a regional network** created by BioWin in 2009 to facilitate discussion and exchange of best practice within the 20 members (mainly companies) active in diagnostics in Wallonia.

**Biomanufacturing Wallonia** is a regional network created by BioWin in 2017 to bring together members active in biomanufacturing.

## Helping our members to build their network and meet potential partners

BioWin is in contact with the world's most innovative regions to help our members to connect with the best possible partners. We offer global networking events by making extensive use of our networks and partners (hubs, clusters, science and technology parks). By working closely with AWEX (Wallonia Foreign Trade and Investment Agency) and WBI (Wallonie Bruxelles International), we accompany delegations at international Biotech-Medtech trade fairs (BioWin/AWEX programme). We also organize first-class matchmaking events to help members in their international development with different objectives (R&D, strategic or business partnerships), always focused on specific thematics based on our smart specialization strategy.

Our international strategy targets the following geographic areas: Europe, USA, Canada, Asia (mainly Japan) and Israel.



## Key achievements 2017

In 2017, BioWin participated or (co-)organized the following events:



# Skills development

BioWin has developed a **one-stop shopping platform** that includes continuous training programmes in Wallonia for the health sector. This platform is part of the BioPharE project and is a catalogue bringing together training offers from various Walloon providers:



BIOPARK  
CHARLEROI BRUSSELS SOUTH



CEFOHIM  
CONSTRUIRE LE FUTUR DE LA FORME ET DES SCIENCES DE LA VIE  
CENTRE DE COMPETENCE



LE FOREM



CQHN  
FORMER POUR  
PROGRESSER



culture in vivo

## Key achievements 2017

- 5 training projects continued to run in 2017: Biophare, STIP, Bioinformatics, Technimed & 4cells.
- 6 new training programs were developed.
- 160 training modules were developed (45.000 hours of training).

Also, with its skills-development services, BioWin aims to:

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

# Technology Platforms

BioWin contributes to the creation of technology platforms. The development of such platforms are major projects which have an acceleration effect on the entire sector.

## Key achievements 2017

In 2017, BioWin achieved the following results:

- **Animal facilities:** BioWin conducted audits on the animal facilities of 5 selected universities and CER, with the view of implementing a 5-year investment plan to bring these facilities up to standard and hence to benefit the sector.
- **Biobanks platform:** BioWin participated in the steering committee overseeing the biobanks of the Walloon-Brussels federation. The BioWin cluster provided support in renewing the funding the biobanks project.
- **MedTech Wallonia:** together with the Mecatech Cluster and regional incubators, BioWin contributed to the creation of MedTech Wallonia, the entry point for medical-device and digital-health projects in Wallonia.

# Communication and events

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

## Communication tools



Theme-based flyers



Press relations/media campaign



Theme-based events and  
international trade fairs



Website



Blog



Emailing



Social media

## Key achievements 2017

In 2017, BioWin and its members have achieved noticeable visibility in the media:

### Campaigns:

**5**   
press releases

**5**   
campaigns

**14**   
articles in the Belgian  
press & 9 european  
publications

### Social media:

**2.161**   
subscribers to our newsletter

**1.563**   
followers on Twitter

**2.564**   
followers on LinkedIn

## BioWinConnect

We run thematic and crossdisciplinary events through the year. These events involve and gather our members by giving them the opportunity to assist to presentations or debates on specific topics followed by exchange sessions and networking moments.

### Key achievements 2017

- **Artificial intelligence applied to health technologies**

Objective: sensitize the audience to various concepts and applications of artificial intelligence and discuss the ethical and legal aspects in three thematics: “drug discovery”, “clinical trials” and “precision medicine”.

- **Biomanufacturing Wallonia: a workshop on design, modelling and bioprocess optimisation**

Objective: to better understand of how to use modelling in bioprocess optimisation in SMEs, taking into account the contexts in which the SMEs operate.

- **Information session on European Calls for Projects**, organized in collaboration with NCP and DGO6 with more than 50 participants mainly from SMEs, interested to know more about opportunities for collaborative projects at the European level.

- **Wal-Dx event:** In 2017, Wal-Dx and BioWin organized a roundtable conference with more than 10 companies to discuss the challenges faced by SMEs in light of new European regulations.

- **Social media and PR training**

Objective: gather communication professionals from the ecosystem to exchange views and experience on two communication themes: “How to use social media efficiently?” and “How to maintain a solid and successful relationship with the press?” with the support of trainers and journalists.







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# Governance, team and new members

# Governance

(until December 31, 2017)

BioWin was established in 2006 as a non-for-profit organization. Jean-Pierre Delwart has been the president of the Board of Directors from February 6, 2015 to January 18, 2018.

<b>J.-P. Delwart</b> <i>President</i> EUROGENTEC SA	<b>J.-M. Geets</b> <i>Administrator</i> IBA SA	<b>V. Luyckx</b> <i>Administrator</i> ANALIS SA	<b>C. Sadzot</b> <i>Administrator</i> ULG
<b>D. Demonte</b> <i>Vice-President</i> ULB	<b>P. Denoel</b> <i>Administrator</i> GLAXOSMITHKLINE BIOLOGICALS SA	<b>C. Homsy</b> <i>Administrator</i> CELYAD	<b>M. Raes</b> <i>Administrator</i> UNIVERSITÉ DE NAMUR
<b>F. Blondel</b> <i>Administrator and Vice-President</i> KITOZYME SA	<b>J.-M. Vanderhofstadt</b> <i>Administrator</i> INSTITUT DES RADIOÉLÉMENTS	<b>M. Detheux</b> <i>Administrator</i> ITEOS	<b>L. Ris</b> <i>Administrator</i> UNIVERSITÉ DE MONS
<b>D. Malherbe</b> <i>Administrator</i> UCB SA	<b>J. Tchelingierian</b> <i>Administrator</i> PROMETHERA SA	<b>J.-L. Balligand</b> <i>Administrator</i> UCL	<b>J.-C. Bouchat</b> <i>Administrator</i> CER GROUPE

# BioWin Team

**Sylvie Ponchaut**

Managing Director

**Delphine Ramelot**

Executive Assistant

**Marianne Ghyyot**

Advice and support for the development of innovative, collaborative and regional R&D projects

**Thierry Ferain**

Advice and support for the development of innovative, collaborative and regional R&D projects

**Damien Diop**

Membership Development

**Carolina Heredia**

Administrative assistant of the training programme

**Laurence Timmermans**

International development of technological partnerships for the cluster and its members

**Monique Marrec-Fairley**

Support for the development of innovative European projects

**Amélie Moyaerts**

Communications, visibility & sponsoring

**Marine Di Vincenzo**

Digital communications, CRM & knowledge management



# New members 2017

In 2017, BioWin reached a unique amount of new memberships. 40 new members joined the cluster:

1. ANMI (Advanced Nuclear Medicine Ingredients)
2. Ad Hoc Clinical BVBA
3. Alten Belgium
4. Andaman7
5. Antigon SA
6. Arsanne Consulting
7. BioAware
8. Bioptis SA
9. Blue Line Solutions
10. Bristol-Myers Squibb (BMS)
11. CISEO
12. Computing System Engineering sprl
13. DROIA Oncology Ventures
14. Denys Research Consultants
15. EONIX SA
16. Elysia SA
17. FridMind Technologies
18. GIMV
19. ICOSA
20. Institut Jules Bordet
21. Metiri
22. Metronom Health Europe SPRL
23. MyData-TRUST S.A.
24. Nalys
25. Neoma Labs
26. Nucleis
27. ORA Neptis
28. OZ Consulting
29. Osimis
30. Quimesis
31. SIBO Consult SPRL
32. SPIE Oil & Gas Services Belgique
33. Simonis Plastic SA
34. TAIPRO ENGINEERING
35. The Biotech Quality Group
36. Vigo Universal
37. ViiV Healthcare
38. Vitricell
39. XELINK SA
40. i-PROPELLER nv/sa



# The Cluster's finances

## Self-financing strategy

In 2017, the financial results of the BioWin Cluster demonstrated that its budget was well balanced.

BioWin's Board of Directors created a finance committee in recognition of the need to diversify the sources of finance/investment, to ensure the future sustainability of the BioWin Cluster.

The membership structure and fees were revised to better tailor service packages to the needs of individual members and strategic partners of the BioWin Cluster.

This diversification of the BioWin Cluster's service packages led to a boom in the amount of affiliated members in 2017.

## 5 good reasons to join us

### 1) Networking

Join a wide network of players from academia and industry and take part in different events and information workshops devoted to health biotechnology and medical technology.

### 2) Projects

Coordinate and/or take part in regional and global collaborative research and development projects that will enable the launch and promotion of innovative products and services on the market.

### 3) Training programs

Attend first-class technical and management training courses at highly competitive rates!

### 4) Events

Take part in customised initiatives to prospect for partnerships and attend international events while benefiting from special rates and packages.

### 5) Visibility

Gain access to a diverse and complementary range of communication and information resources ensuring that your visibility is optimal for your contacts with potential partners and investors in Belgium and abroad.

# Partners







WWW.BIOWIN.ORG