

# Corporate Presentation



THE HEALTH CLUSTER OF WALLONIA

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Sylvie Ponchaut, Managing Director

March 2021

## BioWin: The health competitiveness cluster of Wallonia (Belgium)

- Founded in 2006 to unify innovative life science players in Wallonia
- To develop, select and monitor collaborative research & innovation (R&I) projects
- To increase international visibility
- Recently expanded role now includes implementing the sector's industrial policy (strategy 2020-2023)
- Industrial innovation and research
- Support for business growth to develop and anchor skills, knowledge and jobs
- International business development

Collaborative  
innovation is in  
BioWin's DNA

## Mission

Create a positive impact on society via health innovation

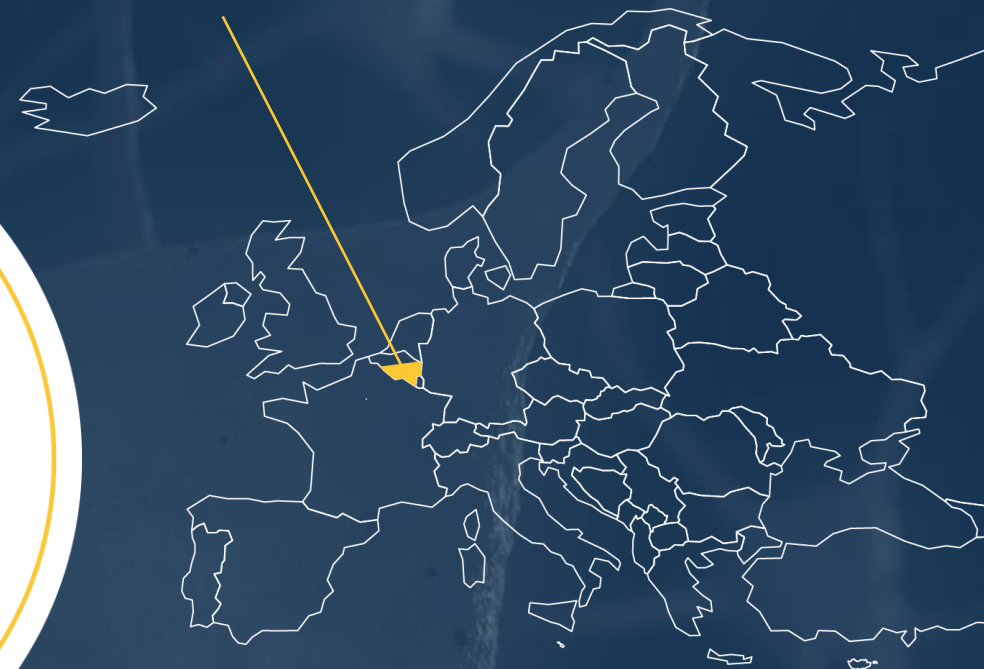
Showcase Wallonia as a world-class life science research environment

- Cell & gene therapy
- Vaccines & biologics
- Healthcare innovation

# Wallonia

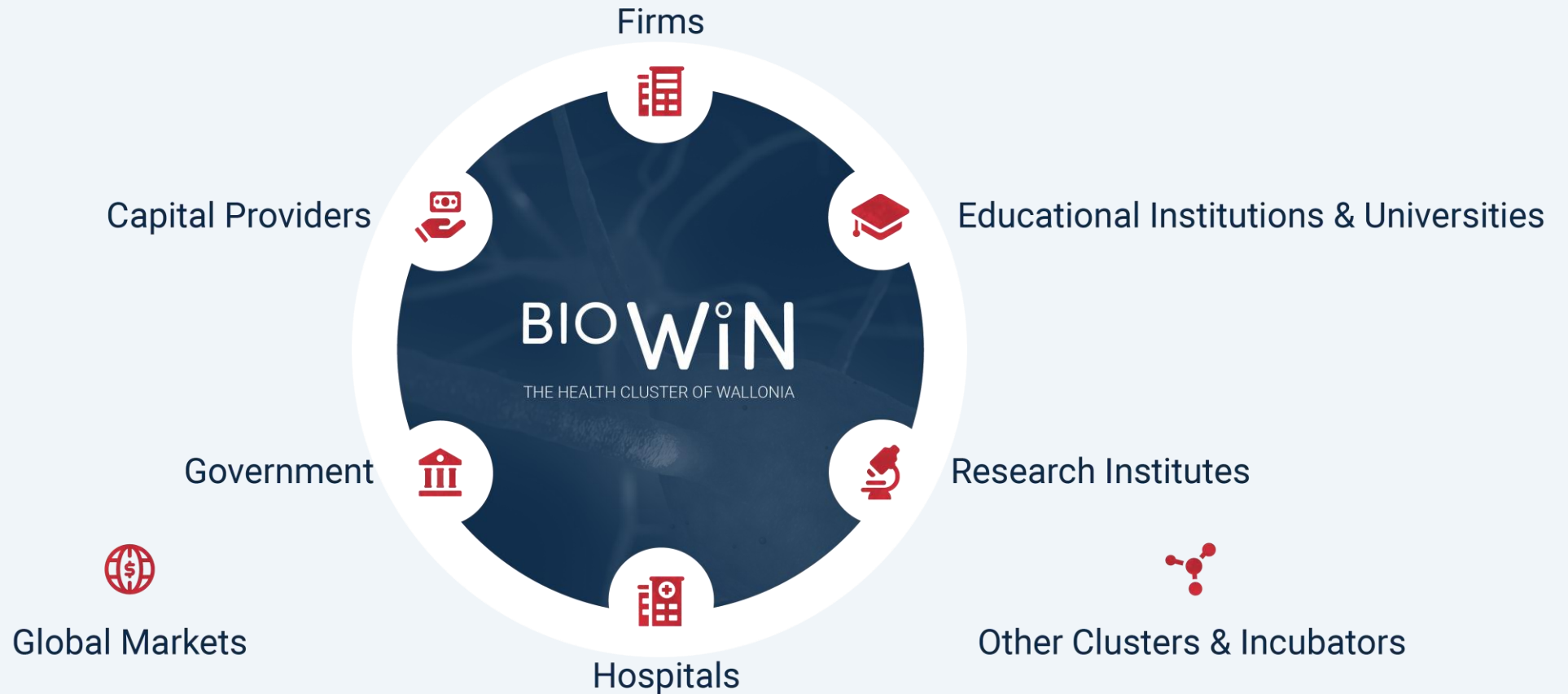
BioWin brings together all Walloon players involved in the research, development and production of innovative products and services.

Wallonia in  
Belgium:  
The heart of Europe



- Wallonia is in the center of Europe
- Vibrant ecosystem of biotech and medtech companies, as well as universities & research centers
- Close proximity between members facilitates innovation & collaboration

# Fostering collaborative initiatives



BioWin brings together innovative life science players both within Wallonia and globally

# Services

Our services  
support members'  
development  
and globalization



**Research & innovation  
(R&I) project support**



**International development**



**Financial support**



**Communications**

# Strategic Areas

Wallonia has many strong global players in these four strategic areas



(Bio)pharmacy  
(includes cell & gene therapy and industrial biomedicine production)



Medical devices and  
in vitro diagnostics



Radiation applied to health



Digital health



## 1. Accelerate the development of the Walloon biomanufacturing industry

Create a global hub for vaccine and  
biologics production.

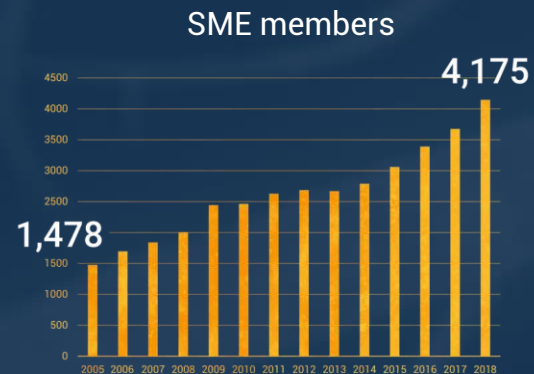
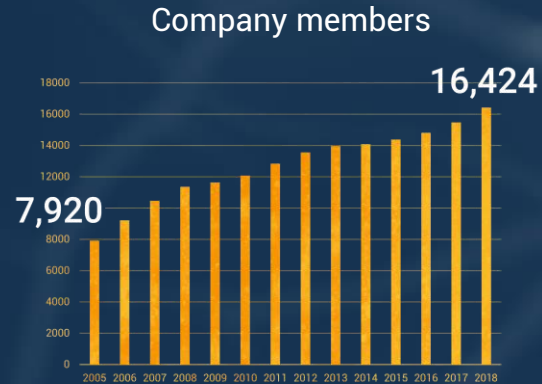
For the next  
3 years BioWin has  
2 strategic  
priorities



## 2. Make Wallonia a champion in the field of health innovation

Unite the hospital and corporate worlds  
to capitalize on recent rapid healthcare  
developments.

- 35% of Wallonia's total export
- 50,000 FTEs
- Continuous employment growth:  
+13% (2005-2018)



Wallonia's  
biopharma  
industry is its main  
driver of economic  
growth

- Record funding year on year
- Cumulative capital raised  
by SME members is  
accelerating





# A diverse and growing ecosystem of 250 members

More than 90% of the health biotech and medtech players in Wallonia



20,000 hospital beds | 11,000 researchers | 1,727 graduates per 1M

# The BioWin team

BIOWIN



**Sylvie Ponchaut**  
**Managing Director**



**Delphine Ramelot**  
**Administrative Assistant**



**Olivier Poswick**  
**Director Investment  
& Finance**



**Thierry Ferain**  
**Director Research &  
Innovation**



**Marianne Ghyoot**  
**Director Research &  
Innovation**



**Joëlle Gahimbare**  
**European Projects  
Manager**



**Damien Diop**  
**Head of Membership  
Development**



**Marc Dechamps**  
**International Affairs  
Representative**



**Carolina Heredia**  
**Membership  
Development Assistant**



**Alexandra Schiettekatte**  
**Head of Communications**



**Marine Di Vincenzo**  
**Digital Communications  
Manager**

“BioWin not only guided us through the administrative process, their contribution was decisive in the development of our ideas, our project and the selection of our partners.”

Benoit TAS - CEO & co-founder  
NeuroPath

## Testimonials

“BioWin has been a source of great added value for our company. The team have enabled us to increase our international visibility by giving us the opportunity to make presentations at international trade shows in the USA, Asia and Europe.”

Eric Halioua  
PDC\*line Pharma

# Key Takeaways

## BioWin aims to:

1. Unify all players in the Walloon life science ecosystem
2. Develop innovative research and innovation projects
3. Promote Wallonia as a world-class hub for excellence in life science and medtech innovation

## By providing business support services:

- Research and innovation project strategy
- Financial support
- International development
- Communications

# BIOwin

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**Your contact at BioWin**

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