

ANNUAL REPORT 2021

Introduction



In 2021, the BioWin Cluster celebrated the 15th anniversary of its creation. Its role has evolved over the years. The selection and monitoring of collaborative Research and Innovation (R&I) projects remains the core business of the Cluster. Today, the Cluster also plays a more global role in the implementation of the sector's industrial policy.

This year, the Cluster's strategy has been consolidated around its two strategic projects, dedicated to:

- (1) strengthening the industrial production of biomedicines (biomanufacturing) and
- (2) health innovation, in partnership with hospitals.

To consolidate these projects, the Cluster has supported 4 Strategic Innovation Initiatives following a call from the Walloon Government.

The Cluster has also worked to develop three large-scale projects: (1) the ATMP Hub project, which aims to consolidate the chain of cell and gene therapies in Belgium (end-to-end approach), including the industrial production of these products, (2) the BIOMAN project (in collaboration with essenscia and the Digital Agency), which aims to increase the digital maturity of companies and consolidate the digitization of the industrial production processes of biomedicines and (3) Talent Now ("Urgence Talents"), a new initiative in conjunction with the European Biotech Campus project which aims to tackle the recruitment challenges in the biotech and medtech industries in Belgium.

In 2021, BioWin was recognized internationally for the excellence of its Cluster management and obtained the "Silver" quality label from the European Secretariat for Cluster Analysis (ESCA). BioWin is the first Cluster in Belgium to obtain this European quality label.

In terms of research, the R&I team analyzed eight R&I project intentions, accompanied five files up to the Internal Selection Committee and presented four files and complements to the Region. Seven projects were awarded the label.

This year, the growth support service for the Cluster's young SME members was expanded (scaling up). Seven companies received support, including three for fundraising. This activity has generated substantial private income for the Cluster (self-financing).

Internationally, BioWin participated in about ten missions, with the aim of reinforcing the visibility of the sector and of the Region. The Cluster is involved in three European projects (MAGIA2Market, S3martMed and C4Big) and is the president of the Council of European Bioregions (CEBR). BioWin is also an associate partner in the European initiative EIT Health.

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OUR MISSION

The BioWin competitiveness Cluster brings together all the innovative players in the health field (biopharma and medtech) of Wallonia, with the goal of stimulating regional economic redeployment.

We aim to accelerate innovation to:

1 | meet tomorrow's public health challenges and
2 | develop the knowledge, employment and
competitiveness of all players in the health sector
ecosystem in Wallonia.



OUR VISION

By 2025, Wallonia will be recognized internationally for its world-class academic, clinical and industrial research environment in the life sciences.

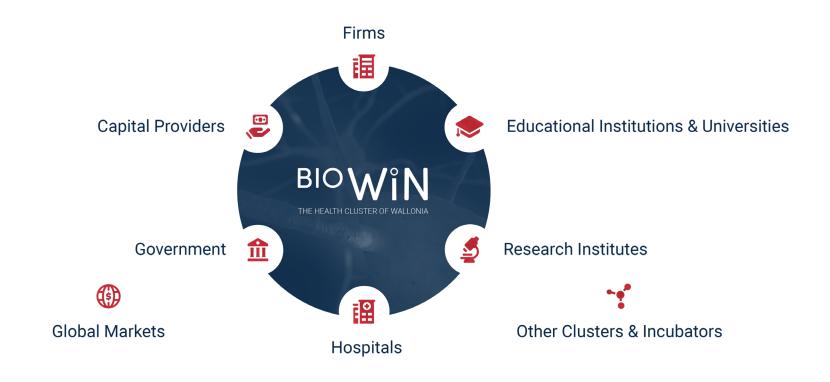
The competitiveness of the Walloon biopharmaceutical industry will be strengthened, and our region will have become one of the world's largest hubs in research, development, and industrial production of vaccines and biologics.

An efficient and competitive healthcare innovation ecosystem will have been created by unifying the hospital and business worlds.

Our approach



BioWin contributes to strengthening Wallonia's competitiveness and attractiveness by promoting collaborative initiatives between all the major players in the biopharma, medtech and digital health sectors.



Our strategy



5 activities



Collaborative R&I projects



Scaling up



Talent development



International development



Communications

4 strategic areas



(Bio)pharmacy (including cell and gene therapy and industrial production of biologics)

The development and industrial production of therapeutic and prophylactic agents, including vaccines and cell and gene therapies in different treatment areas. Includes related services e.g., drug discovery, preclinical activities, clinical trials, etc.



Medical devices and in vitro diagnostics

The development of devices, equipment, apparatus, digital components and reagents to provide: (1) an alternative to medication for monitoring, relieving or treating a condition, or (2) an in vitro test to provide information about the pathophysiological condition of a patient.



Radiation applied to health

The use of ionizing radiation to diagnose and treat diseases. This area includes the development of proton therapy, isotope production equipment, biomarkers and decision support tools for imaging.



Digital health

The multidisciplinary use of massive data and artificial intelligence to serve 4P (predictive, preventive, personalized and participatory) medicine.

Our strategy



BioWin focuses on 2 strategic priorities (2020-2023)

- Biomanufacturing project: Accelerate the development of the Walloon biomanufacturing industry. Create a global hub for vaccine and biologics production.
- Health Innovation project: Make Wallonia a champion in the field of health innovation.

Unite the hospital and corporate worlds to capitalize on recent rapid healthcare developments (patient data).

During 2021, the Cluster participated in the definition of the smart specialization strategy of Wallonia. At the end of 2021, with its members, the Cluster submitted 3 Strategic Innovation Initiatives to the government and the administration. These initiatives will feed the following strategic projects:

- 1. ATMP Wal: an initiative for research, clinical development, manufacturing and commercialization of Advanced Therapy Medicinal Products (ATMPs) in Wallonia (Coordination: UCB)
- 2. I-Care: a HUB of excellence and innovation dedicated to inflammatory and infectious diseases (Coordination: GSK)
- 3. MedReSyst: an open network in systems medicine through AI (Coordination: academic consortium)

A fourth initiative relating to the development of the medtech sector in Wallonia will be developed in 2022.







Wallonia is part of the Belgian biopharma valley





€ 35.8 B

Constantly in top 3 in Europe for aggregated market cap per European country¹



€4.96 B

or R&D investments in biopharma in 2020



503

authorized clinical trials in 2020



15%

of Belgium's total exports were biopharmaceuticals

in 2020



127,381

direct, indirect & induced² jobs in 2020

¹source: Pharma.be report to society https://pharma.be/sites/default/files/2021-12/pharma_ReportTS2021ENG_FINAL.pdf ²induced jobs: every job created within the Belgian biopharmaceutical industry, two other jobs are created.

A diverse ecosystem





6

71% INDUSTRIAL

250
MEMBERS
INCLUDING:



INDUSTRIA MEMBERS



12 GLOBAL LEADERS



58%
INDUSTRIAL
WALLOON
COMPANIES











Catalent.



W Eurogentec



Takeda

cenexi





25% SERVICE PROVIDERS



5UNIVERSITIES
(including 400 research units)



6
PRIVATE RESEARCH
CENTERS



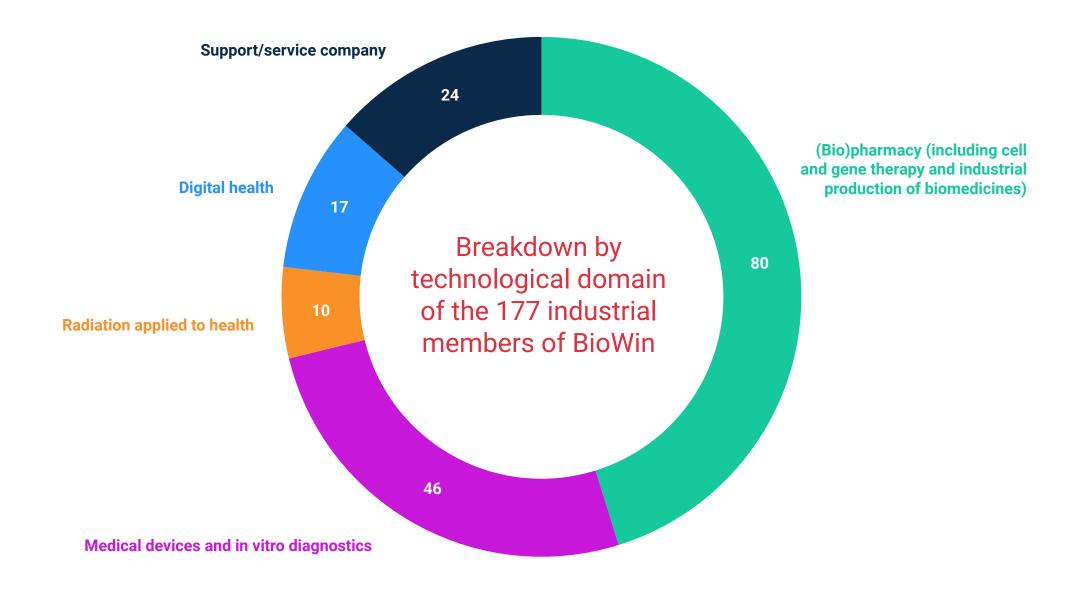
11,000 RESEARCHERS



20,000
HOSPITAL BEDS

Expertise of our company members





Economic impact

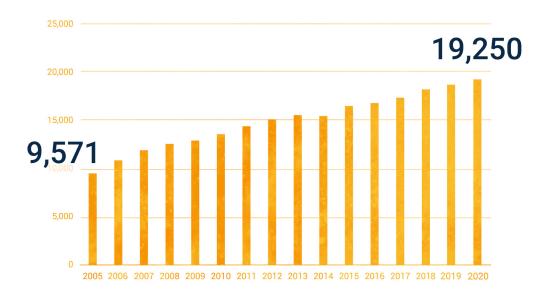


Evolution of employment in BioWin's 144 industrial members in Wallonia.



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

In our Walloon member companies, it has risen by **101%** since 2005.



9,679 FTE

+101% employment growth since 2005

Economic impact

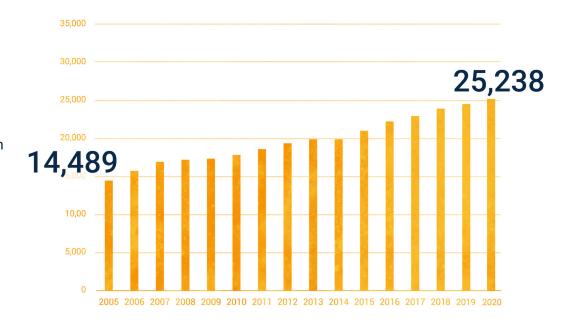


Evolution of employment in BioWin's 177 industrial member companies.



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

In our Walloon member companies, it has risen by **74%** since 2005.



10,749 FTE job creation (2005-2020)

+74% employment growth

since 2005

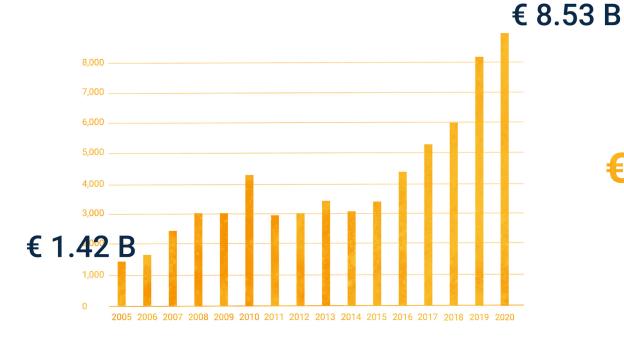
Economic impact



Evolution of added value for BioWin's 144 industrial members in Wallonia.



In 2020, the added value of the industrial members of the Cluster located in Wallonia was €8.53 B (compared to €1.42 B in 2005).



€ 7,108 M
added value (2005-2020)

Private fundraising



Since the Cluster began, SMEs have raised more than 4 billion Euros from investment funds, which is truly exceptional and testifies to the quality and excellence of the research carried out by our member entities.

Remarkable fact:

16 member companies are listed, of which 50% are on international stock markets such as the NYSE, Nasdaq and TSE (2 member companies have a double listing: US/EU)















Key figures for the portfolio of R&I projects include:



64 projects

(40 completed / 24 ongoing) for a total budget of € 168 M, including €151 M in subsidies



2 co-labelled

1 with Wagralim
1 with MecaTech



7 new projects labelled in 2021

Theramir, Frite@home, D-CAF (co-labelled with MecaTech), Monitosed, Vetphage (co-labelled with Wagralim), Be4OneW & Aerovid



€ 24.9 M total budget for the 7 new projects

including € 17.4 M in subsidies





120 patent applications



72 developed products

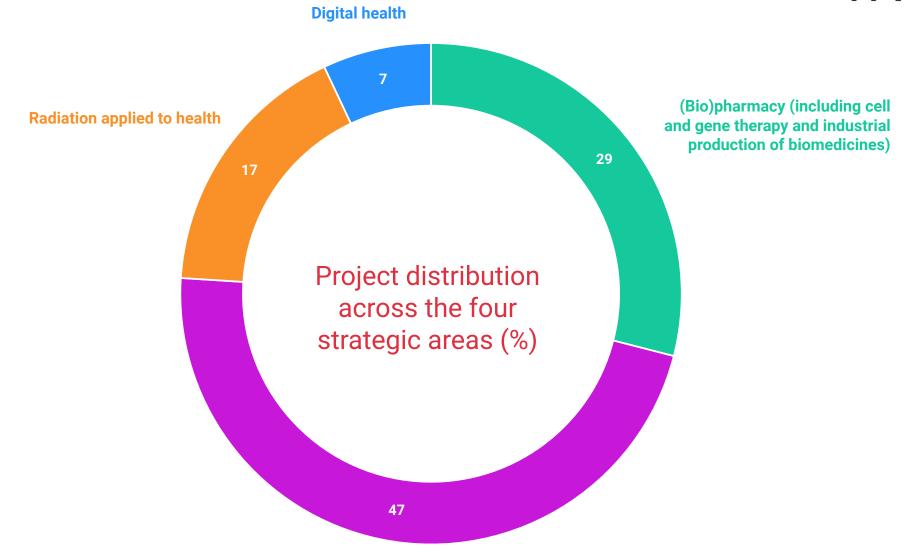


37 developed services

including companies, research centers & universities







Medical devices and in vitro diagnostics

Achievements



In 2021, the R&I unit opened 2 calls for projects (calls 33 & 34). In total, including the projects co-labeled with other Clusters, the unit analyzed 8 R&I project intentions, accompanied 5 files to the Internal Selection Committee and presented 4 files to the Region.

Activities	Indicators
Project calls	2
Project intention analyses	8
Projects accompanied to the internal Selection Committee	5 (4+1*)
Project submissions to the Region	4 (3+1*)
Project labelling	7 (5+1*+1**)
Project kickoffs	6 (5+1*+1**)
Mid-term evaluation - go/no go	4 (3+1**)
Projects completed	2

^{*} collaboration, BioWin as main Cluster; ** collaboration, BioWin as secondary Cluster

Achievements



In 2021, the Cluster has ensured a follow-up and the following actions:

· BioMan:

As part of the call for projects launched by L'Agence du Numérique, intended for partners in the "Industry of the Future" consortium, BioWin submitted a project proposal with the objective of strengthening the digital transformation of companies with bioproduction activities. This project, in partnership with the CETIC research center and the essenscia federation, was approved for funding in December 2021. This collaborative project will start in the first half of 2022 and will consist of reinforcing an approach set up in 2017 by BioWin for its members: the animation of a "Biomanufacturing Club". More specifically, the BioMan project will aim to raise awareness among companies that have not yet sufficiently integrated the 4.0 concept into their development, to support them in carrying out a digital diagnosis, and to provide them with specific expertise to draw up a digital action plan. This approach is largely inspired by the "Made Different Digital Wallonia" program, which has adapted to the specific needs of the health sector.

ATMP Hub:

The ATMP Hub project has the objective to consolidate the value chain of cell & gene therapy in Belgium (end-to-end approach), including the industrial production of its therapeutic solutions. The ambitious project will be carried out on a national scale and has been initiated by BioWin, with the support of partners (VIB, Janssens Pharmaceutica, UCB & Univercells, and others). The project is in line with other European initiatives developed to consolidate the cell & gene therapy value chain, from early research to patients, and to reinforce the European production capacities of ATMPs.

MedTech Wallonia:

This platform carried by MecaTech, BioWin and WSL since 2017 is intended to be the entry point for medical device and digital health projects in Wallonia. In October 2021, MedTech Wallonia held its first event around MedTech, gathering about 100 participants.





Scaling up



In 2020, BioWin proposed a new service to support the growth of start-ups and SMEs who are members of the Cluster, to find funding throughout Wallonia and Europe.

This new service is in addition to the 4 existing services:

- R&I project support
- Talent development
- International business development
- Communications

Over the past year, the Cluster helped support the growth of 7 companies by facilitating their access to public and private financial resources.

Achievements

BioWin has put in place a Growth team and has helped members find private or public funding sources to allow them to develop products and encourage company growth. In 2021, BioWin helped 3 companies with their fundraising.







Talent development



The Cluster has prepared the launch of a unique public/private initiative called "Talent Now" to tackle recruitment shortages and challenges in the healthtech industry.

Talent Now can assist organizations by:

- Developing a talent recruitment strategy
- Increasing the pool of available talent (retaining, mobilizing atypical profiles, recruiting abroad, etc.)
- · Centralizing the requests of industrialists and develop solutions with companies, operators and the network
- Increasing synergies between the players in the field of continued education and training to stimulate and reinforce collaboration
- This short term project of 3 years will pave the way for an EU Biotech Campus set to open in 2025 in Gosselies.



Achievements



In view of the talent shortage facing our sector, a study was entrusted to BioWin by the Office of the Minister of the Economy.

The aims of this study were:

- To qualify and quantify the talent needs of member companies of the Cluster within a 3-year horizon
- To propose solutions to the government

One of the recommendations was to urgently address the talent shortage in the bioproduction sector and develop, in collaboration with a consortium of companies, an initiative:

- 1. that aims to ensure good coordination of the various training operators for greater efficiency,
- 2. and which contributes to increased collaboration between individuals.

The Cluster has brought together 6 of the leading private companies: GSK, UCB, Univercells, ThermoFisher, Takeda and Janssen representing the industry. To ensure the coordination of the project, BioWin has hired a senior project manager.

The Talent Now project is complementary to the EU Biotech Campus project which will be launched in 2025 in Gosselies (Charleroi, Belgium). It is a new on-campus multi-operator and multi-stakeholder professional training center and business accelerator, dedicated to the development of talents, skills, and businesses in the biotech and health industry. It offers state-of-the-art infrastructure and services that are made available for students, jobseekers, academics, spin-offs, start-ups, scale-ups and multinationals. This inclusive project aims to welcome training providers and business accelerators in a one-stop-shop flagship location.

Together they will develop training programs for job seekers, people in the workforce and students, as well as accelerate the business of start-ups and spin-offs (SME). Through this model, cross-fertilization will be generated between development of competences and the acquisition of a business mindset.

The EU Biotech Campus project is developed by Didier Malherbe, the President of BCI-Pharma and Vice President of the Walloon Union of Enterprises (UWE), and by bio.be/essenscia, the federation representing the biotech and life science industries in Belgium. BioWin is on the Board of Directors. The goal is to implement cutting-edge infrastructure, attract the best experts from Belgium and abroad, and offer appropriate infrastructure so that a wide range of partners can offer their services.

 $\operatorname{\mathsf{BioWin}}$ is on the Board of Directors for the EU Biotech Campus.



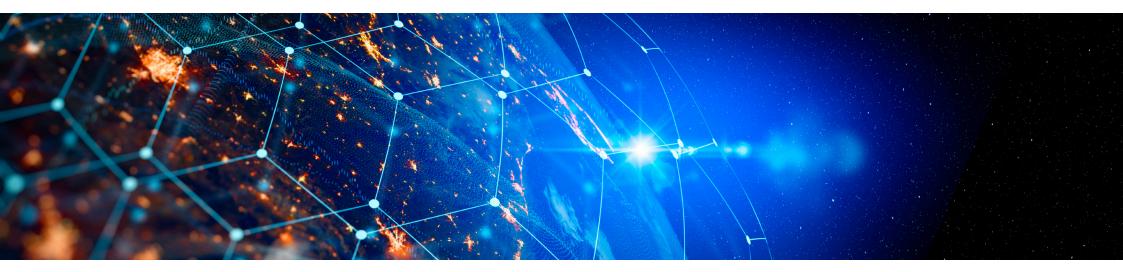


International development



The international strategy consists of consolidating the Strategic Activity Areas and strategic projects of the Cluster in selected territories where the Cluster has identified opportunities (research and economic growth) for members:

- Europe
- North America
- Asia (China, South Korea and Japan)



The international strategy is based on 4 pillars:

- Ensure international visibility for Wallonia, the Cluster and its members.
- Activate networking, specifically networking between players from the best biotech and pharma hubs in the world.
- Foster the internationalization and development of members (especially SMEs) through strategic research and/or technology partnerships and exposure to specialist investors.

· Support AWEX in its mission of attracting foreign investors and coordinating Economic Activity Parks.

Achievements



Participated in 6 international events

- BioEurope Spring
- · Bio Digital US
- HTID HealthTech Innovation Days
- BioJapan
- Bio Europe Fall
- BSMA

(Co-)organized 11 networking events

- Impact changes clinical trial regulation (& CTIS)
- · Current state of the China life science ecosystem
- Presentation of the MedTec Minnesota hub
- Horizon Europe: what funding opportunities are there for Health SMEs in 2021?
- · What makes a VC Fundable Company in the U.S.?
- Digitalization in clinical trials: what, how, why?
- Everything you always wanted to know about Chinese investors but never dared to ask
- MedTech Wallonia Day
- Science for health
- MedTech in Belgium: Understanding the current landscape and the impact of the EU-MDR on your day-to-day business
- BioWin Day 2021

Partner in 3 COSME interclustering projects

- CE4BIG, fostering European-wide collaboration between Clusters and their SMEs
- MAGIA2Market, pursuing European strategic partnerships in medical technology (European Alliance for the Internationalization of innovative MedTech SMEs)

Involvement in 3 European networks

- Presidency of the CEBR, Council of European Bioregions (Network of 40 European bio-health Clusters)
- European Cluster Alliance (ECA) and direct contacts with different departments of the European Commission particularly DG Grow (internal market) but also DG Connect, DG health.
- EIT Health & EIT Manufacturing: BioWin is a network partner of the EIT Health Benelux initiative. Since 2020, a collaboration with EIT health France and EIT manufacturing initiatives have been initiated with the first realization of the EU biomanufacturing landscape. The first wave of countries was published in October 2021, and the second wave will be presented in May 2022.



It has been a special year in terms of communication



The main focus was on the Cluster's 15th anniversary

Achievements



- New website to better highlight the services of the Cluster for its members and the Walloon ecosystem of the sector.
- New graphic identity and new logo.
- Launched a new communication campaign for BioWin's 15th anniversary, "15 years BioWin". This campaign revolved around the Cluster's activities since its creation, the milestones achieved, the various services and key figures.
- In this context and in order to highlight the Cluster's successes, its functioning and its entire ecosystem, BioWin launched a video project to highlight five Walloon success stories. The participating companies were chosen according to their evolution and their commitment to the Cluster's activities (R&I projects, international development, etc.). This campaign has strongly contributed to confirming the fame of the BioWin "brand" and the attractiveness of Wallonia in terms of building opportunities for companies active in the health field.
- Organization of BioWin Day 2021:
 "Wallonia, the beating heart of European health innovation"
- Consideration for a better presentation of services for international prospects and to attract foreign investors.
 Updated thematic flyers & corporate presentation (the Cluster's strategic areas of activity)
- Publication of weekly newsletters
- Strong presence on social networks
- Articles published in the Belgian and international press.









BioWin was established in 2006 as a not-for-profit organization.

Philippe Denoël has been the president of the Board of Directors since January 2018

In 2021, BioWin was recognized internationally for the excellence of its Cluster management and obtained the "Silver" quality label from the European Secretariat for Cluster Analysis (ESCA). BioWin is the first Cluster in Belgium to obtain this European quality label.



Philippe Denoel | President

Hugues Bultot | Vice-President

Serge Schiffmann | Vice-President

Xavier Hormaechea | Administrator

Gaetane Metz | Administrator

Christophe Allard | Administrator

Ingrid Dheur | Administrator

Thibault Helleputte | Administrator

Melanie Mestdagt | Administrator

Jehan Lienart Van Lidth De Jeude | Administrator

Javier Martinez | Administrator

Julie De Wever | Administrator

Jean-Luc Balligand | Administrator

Michel Georges | Administrator

Carine Michiels | Administrator

Laurence Ris | Administrator

Olivier Vanloocke | Administrator

The BioWin Team

BIOWIN



Sylvie Ponchaut Managing Director



Damien Diop Head of Membership Development



Françoise Coléry Head of Learning and Development



Olivier Poswick
Director Investment {
Finance



Marianne Ghyoot
Director Research
& Innovation



Joëlle Gahimbare
Project Manager European Collaborations 8
Innovation



Thierry Ferain
Director Innovation
& Growth



Marc Dechamps
International Affair
Representative



Carolina Heredia Membership Development Assistan



Alexandra Schiettekatte
Head of
Communications



Marine Di Vincenzo Digital Communications Manager



To specifically support the growth and development of its members, BioWin plans to cooperate more proactively with its associate members: service companies whose quality and expertise could provide great added value to the entire ecosystem.

This partnership approach will enable BioWin to organize events around themes relevant to the concerns of Cluster members.



ACIO

Agio Capital & Business Solutions is an international advisory boutique with offices in Europe and Asia. The company provides financial and business solutions as well as partnership programs in Europe and Asia (with a focus on China). Agio Capital & Business Solutions works closely together with its partner Agio Law which offers legal services & advice.

modis

Modis is a team of over 300 life science consultants that can assist companies at every stage of the life science product cycle, from drug development to patient care. The team provides solutions to accelerate business by facilitating connections between experts and companies.



Our partner Keyrus shared their expertise with our members focusing on the digitalization of clinical trials. This came in the form of several webinars which were organized throughout the year and proved to be very beneficial to our ecosystem..



































































New members

In 2021,
33 new
members
joined the
Cluster

BIO WIN

Contact us

contact@biowin.org www.biowin.org

