

Corporate Presentation



THE HEALTH CLUSTER OF WALLONIA

Sylvie Ponchaut, Managing Director

August 2022

BioWin: The health competitiveness cluster of Wallonia (Belgium)

- Founded in 2006 to unify innovative life science players in Wallonia
- Create a positive impact on society via health innovation
- Showcase Wallonia as a world-class life science research environment:
 - Cell & gene therapy
 - Vaccines & biology
 - Healthcare innovation

**Collaborative
innovation is in
BioWin's DNA**

Mission

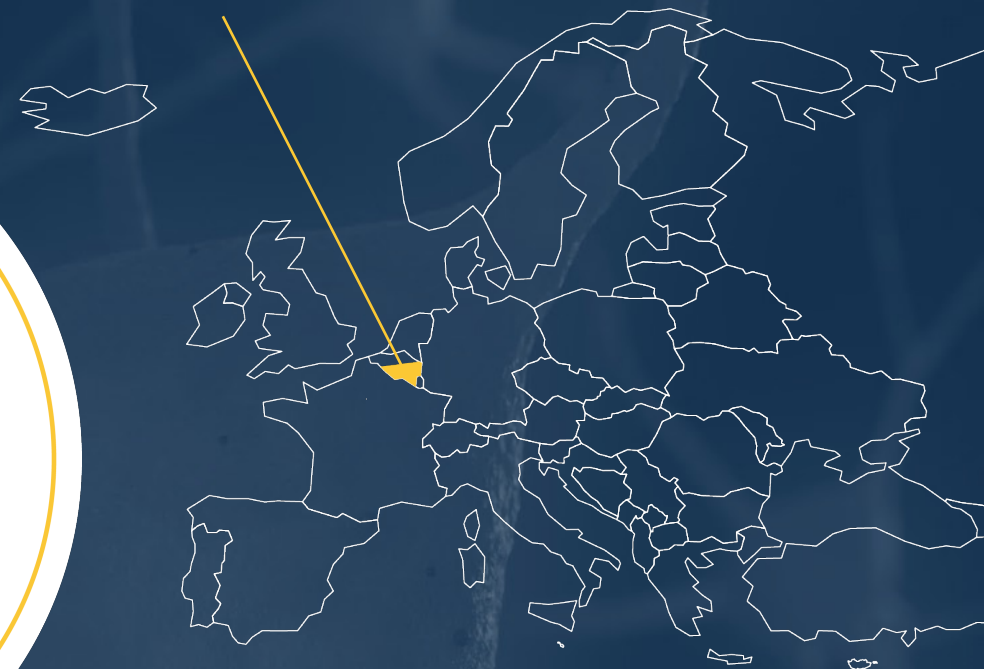
Accelerate innovation to:

- **Meet tomorrow's public health challenges**
- **Develop the knowledge, employment, and competitiveness of all players in the health sector ecosystem in Wallonia**

Wallonia

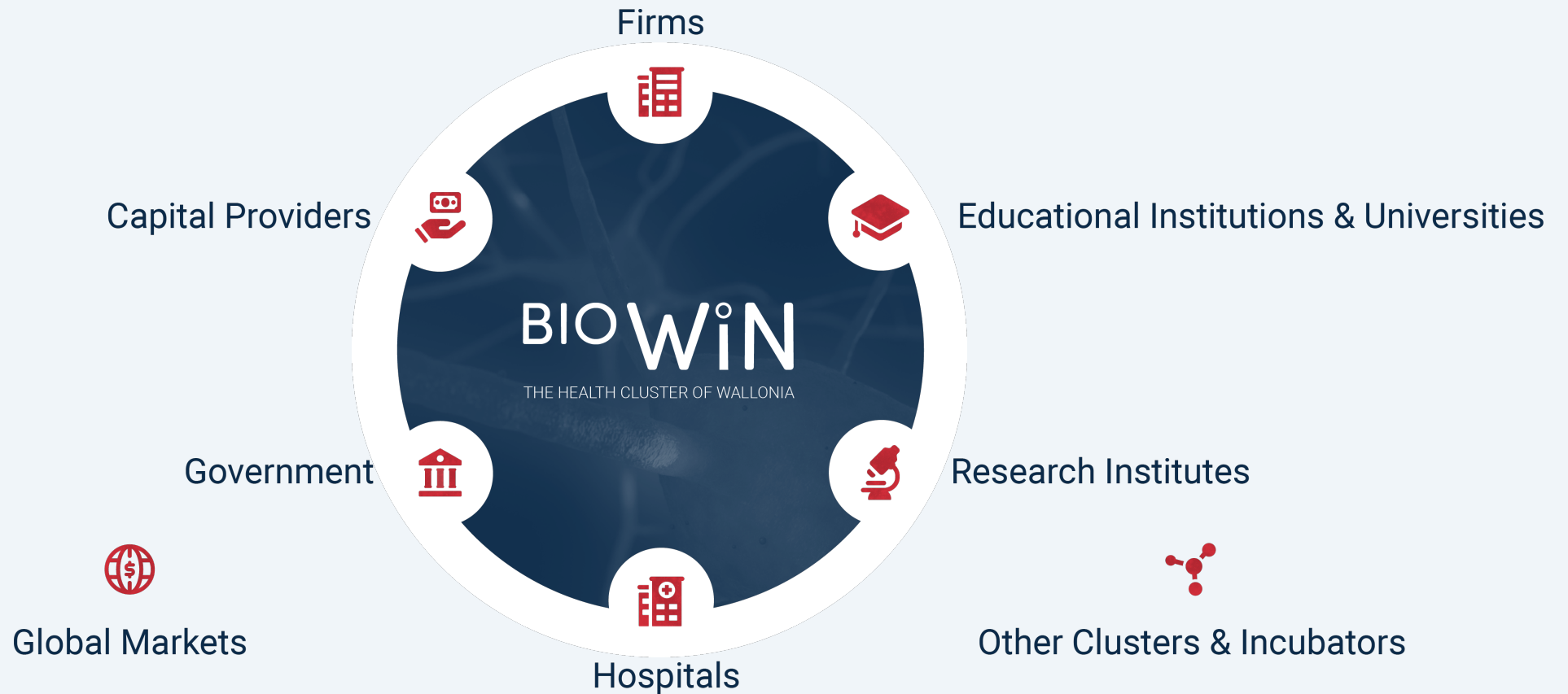
BioWin brings together all Walloon players involved in the research, development and production of innovative products and services.

- 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 unifies all players in the life science ecosystem both within Wallonia and globally

Services



Collaborative R&I projects



Scaling up



International development



Talent development



Communications

Strategic Areas

BIOWiN

Our services support members' development and globalization



(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 industrial production of vaccines and (bio)medicines in Wallonia (biomanufacturing).

Create a global hub for vaccine and biologics production.

BioWin focuses on
2 strategic
priorities
(2020-2023)



2. 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).

Pro-active Talent & Development initiatives

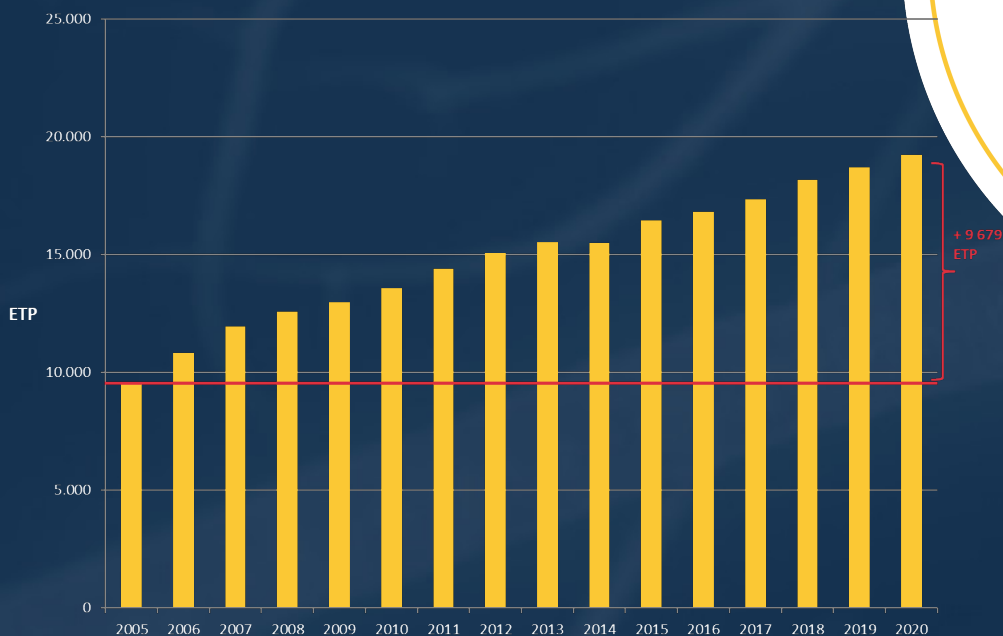
- BioWin is leading a 3 years' initiative « Talent Now » (“Urgences Talent”) to tackle acute recruitment shortages and challenges by proposing short term pragmatic actions and by addressing competencies development needs
- “Talent Now” is led by a consortium of six large and medium size biopharmaceuticals partners : UCB, Janssen, GSK, Thermo Fischer, Univercells and Takeda
- The group works in close collaboration with key stakeholders in the Walloon ecosystem : FOREM, essenscia and key education providers

The rapid and successful growth has induced a high demand for talents and the need to adapt the training and education offer accordingly

- BioWin is the voice of the industry and ensures that the ecosystem education and training initiatives are developed in line with the industry requirements and trends.
- We also monitor the Talents and Education trends throughout Europe and are in constant discussion with other European Biotech clusters.

- 50,000 FTEs (direct & indirect)
- Continuous annual employment growth: nearly + 101% or + 9.679 FTEs (2005-2020)

Industrial Walloon members



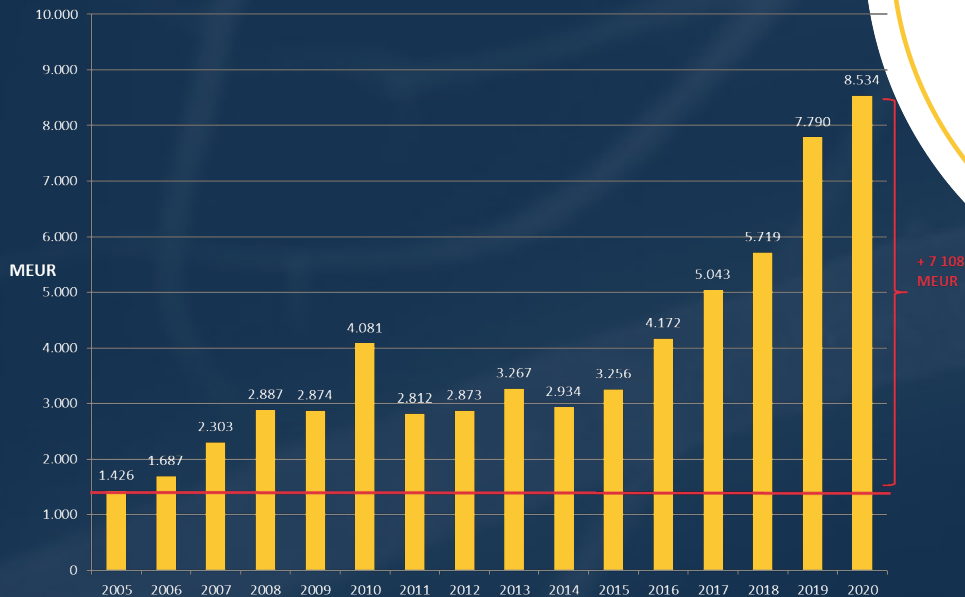
A fast-growing ecosystem:
employment together with fundraising efforts have skyrocketed since 2005

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



- In 2020, the added value of our Industrial members raised from 1,426B in 2005 to 8,534B in 2020
- 500% Growth since 2005

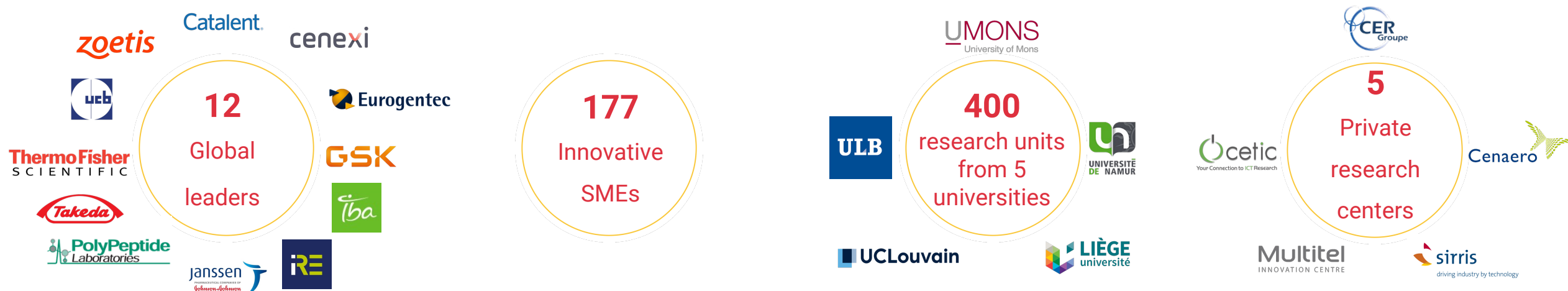
Remarkable
increasing added
economic value of
our industrial
members



- Wallonia's biopharma industry is its main driver of economic growth representing 33,8% of Wallonia's total export
- A positive impact on the economy:
 - Added value for the patient
 - Direct economic return
 - Positive impact on public finances
 - Direct, indirect, and induced jobs

A diverse and growing ecosystem of active 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

Source: Eurostat

The BioWin team

BIOWIN



Sylvie Ponchaut
Managing Director



Françoise Coléry
Head of Learning &
Development



Thierry Ferain
Director Innovation &
Growth



Marianne Ghoot
Director Research &
Innovation



Loïc Germain
Senior Innovation
Manager



Marc Dechamps
International Affairs
Representative



Damien Diop
Head of Membership
Development



Carolina Heredia
Membership
Development Assistant



Alexandra Schiettekatte
Head of Communications



Marine Di Vincenzo
Digital Communications
Manager

2021 in a nutshell – some key figures



8 LOI
4 projects submitted
7 projects funded
Budget: 24,9 Mios



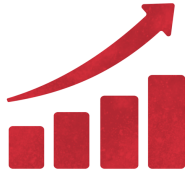
Implication in 3 EU projects
Presidence of the Council
of European Bioregions
(CEBR)



Cluster Management Excellence.
BioWin obtained the Silver quality
label from the European
Secretariat for Cluster Analysis
(ESCA)



Start of the Project
« Urgence Talents » (PPP)



Scaling-up
Support of 7 member companies



BioWin 2020-2023
2 strategic projects: Biomanufacturing & Health Innovation.
4 strategic innovative initiatives,



250 members



Annual employment growth
rate since 2005: 6,74%



Added value generated by the
Walloon companies: 8,573 Mios €
(1,426 Mios in 2005)

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
- Scaling-up support
- International development
- Talent development
- Communications

“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

BIOwin

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