



WALLONIA BIOTECH COACHING

Setting the stage for successful biotech
partnerships

Setting the stage ...



- Biotech context in Wallonia
- Wallonia Biotech Coaching
- Mission, objective and means
- Types of interactions
- Conclusions and perspectives



Biotech areas in Wallonia



UCL in Louvain-la-Neuve

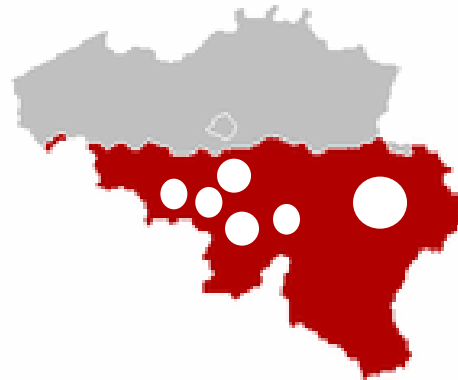
IBA
Diatos

Henogen
DNAVision
Delphi Genetics
BV Transgenics

ULB in Charleroi

ULg in Liège

Oncomethylome
Eurogentec
Progenosis
Diagenode
Zentech
Probiox



UMH, FSAGX, FUNDP



Bio-industrial activity (1)

20.6

Number of bio-pharma companies per 10^6 inhabitants



Bio-industrial activity (2)



€ 2.4 bn

Revenues generated by the bio-pharma industry (2005)

Strong regional bio-vision



More, faster, better and stronger !



Regional bio-incubator

29 sept. 2006

Incorporation of Wallonia Biotech Coaching SA

Mission of WBC



- To provide emerging biotech spin-offs and start-ups with specific and targeted support / coaching programs
- To contribute to the attraction and soft-landing of bio-industrial spin-outs and international subsidiaries



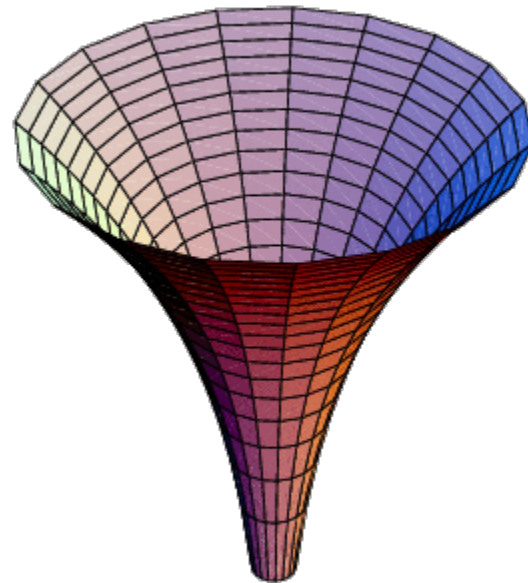
Objective of WBC

15

Biotech companies in portfolio by 2012

Dealflow into WBC

Academic spin-offs
Industrial spin-outs
Independent start-ups
Co-incubation projects
Subsidiaries, M&A ...



Biomedical products
Therapeutics and diagnostics
Devices and biomaterials
Agro-food
Bio-energy
Nano / synthetic biotech

Means and tools (1)

Investors



Board of directors

Sofipole (Ministry of Economy)
Meusinvest Spinventure
Sambrinvest Spin-off/Spin-out
GIGA Development
Biopole-Charleroi
Science Park Services
Wallonia Biotech
BioLiège
BioWin
Regional government



Means and tools (2)




€ 6.7 m

Total financial means allocated to WBC for 5-6 years



Means and tools (3)

150.000 

Available per company (to be paid-back or converted)

WBC interactions



Package of customized services

- Networking, managerial and commercial support
- Laboratory equipment-leasing plans
- Performance assessment tools (T - P - M - F)
- Pre-financing of studies, protocols, prototypes ...



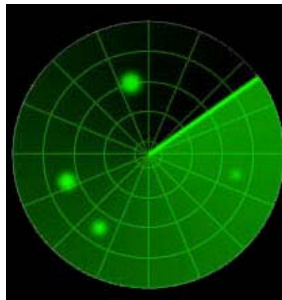
Accessia Biotech



Accessia Biotech operates as European agent for the development, validation and commercialization of diagnostic biomarkers, products and kits originating from non-European laboratories and companies



Matchmaking activity



In May 2007, Eurogentec and CytoGenix have announced the execution of a letter of intent to collaborate on the development and exploitation of the CYGX synDNA™ technology in Europe

Active networking



Incubator-to-incubator, cluster-to-cluster and community-to-community relationships

Red carpet unit !



- AWEX
- GRE
- SPI+
- GIGA
- Ulg ITF
- Meusinvest
- SPS
- WBC

Coordination

Conclusions



- The stage is set !
- Expert network with means and tools
- Dedicated structure for commercialization
- Soft landing capacity throughout the region



Contact information

Biotech Coaching SA

Avenue de l'Hôpital 11, CHU - B34, 4000 Liège, Belgium

Managing director : pampfer@biotechcoaching.com

Administrative assistant : raquet@biotechcoaching.com