

**Biotech & Medtech companies:
Invest for success in the Lille Region**



The Lille Nord-Pas de Calais Region

THERE IS NO BETTER PLACE TO INVEST IN THE HEALTHCARE MARKET...

At the heart of European markets...



...the perfect match between
an international life sciences academic center
& a dense Bio and Medtech industrial network...



The Lille Northern France Bio-Cluster



A FIRST CLASS LIFE SCIENCES ACADEMIC CENTRE



- The largest university-hospital campus in Europe
- The Pasteur Institute of Lille, more than 100 years of scientific excellence
- EGID, The European excellence centre on Diabetes
- The gathering of 6 universities – Lille Northern France University – with outstanding research groups in Alzheimer, cardiometabolic diseases, pharmacochimistry and cancer.



The Lille Northern France Bio-Cluster



MORE THAN 800 BIOTECH & MEDTECH TO PARTNER WITH

Those **812 companies** are employing **22,000 people**, covering all the markets and technologies of the healthcare sector, with strengths in:

- ➔ **Nutrition and functional ingredients** (Roquette, Lesaffre, Tate and Lyle, etc.)
- ➔ **Pharma-Biotech** (Bayer Schering Pharma, Genfit, etc.)
- ➔ **Blood related activities** (Blood transfusion Institute – EFS, French Fractionating & Biotechnology Laboratory – LFB, Macopharma, etc.)



A FULL RANGE OF EXPERTISE, SKILLS & KNOW-HOW Eurasanté: the Economic Development Agency



→ A know-how and expertise *to accelerate your projects*

→ A Bio-Business Park 100% *devoted to Biotech & healthcare activities*



→ The gathering of more than 15 institutional partners (*local authorities, universities, hospitals, research institutes, etc.*) sharing a common goal:



The development of Lille as a biotech, nutrition & healthcare hotspot in Europe.

Eurasanté: a full range of Expertise, Skills & Know-how



A team of more than 30 people 100 % devoted to accompany & support:



- Start-ups
- SMEs
- Big Companies

From the Lille Bio-Cluster



- Scientists
- Clinicians

Willing to create economic value out of their work



- Foreign companies

Willing to set up in Northern France



Eurasanté: a full range of Expertise, Skills and know-how

→ Financial engineering

Finance your development

- ✓ Preparing & providing expertise on business & operating plans
- ✓ Search for financial partners (equity, loans, investment & research grants)

→ Marketing, commercial & export support

Be right on target with a global view

- ✓ Marketing & positioning surveys
- ✓ International Assistance on major international trade fairs

→ Training and information on legal and regulatory issues

Secure your projects

- ✓ Bio-health related regulations & standards (clinical trials, certification, CE marking, notice of compliance, etc.)
- ✓ Legal aspects for the enhancement of research (the ACT on Innovation, Intellectual property, bioethics, etc.)

→ Economic & strategic Intelligence

Keep an eye on your competitors

- ✓ Customized diagnosis
- ✓ Business detectors
- ✓ Newsletters & sectorial analysis
- ✓ High level Information days
- ✓ Watch and strategic workshops – Technological watch



Eurasanté: a full range of Expertise, Skills and Know-how

→ Networking

Make the right contacts

- ✓ Assessing projects by experts channels, users, prescribers, etc.
- ✓ Identifying crucial partners
- ✓ Business exchange

→ Human resources

Recruit the right people

- ✓ Application library
- ✓ Recruitment assistance

→ Tech transfer, collaborative research & consortia

Make economic value out of science

- ✓ Identification of technological innovative projects and evaluation of their economic potentials
- ✓ Development of public/private consortium
- ✓ Support for collaborative projects development
- ✓ Project management
- ✓ Tech-Transfer management

→ Real estate availabilities

- ✓ Premises adapted to your needs on the Eurasanté
- ✓ Bio-Business Park (offices, laboratories, etc.)



Eurasanté: Bio-incubation

Welcoming the first steps of biotech & biomedical start-ups...



→ **The Eurasanté bioincubator** offers you - within the Eurasanté Bio-Business Park - 2 000 sqm state-of-art building including laboratories, offices and shared facilities.



→ **Pre-seed Financing tool** (100 K€ per project to carry out studies to reinforce project feasibility at scientific, technical, legal and financial levels, etc.) and seed tools (1 M€) available.



The International Nutrition Health Longevity Cluster

- ✓ Prevention, diagnostic and treatment of metabolic & cardiovascular pathologies and neurodegenerative diseases.
- ✓ Prevention – via nutrition – of human health and wellbeing



→ 86 R&D projects approved for a total investment of 197 € millions

→ 74 members: Among them, some key players in the fields of biology, healthcare & food industry such as:

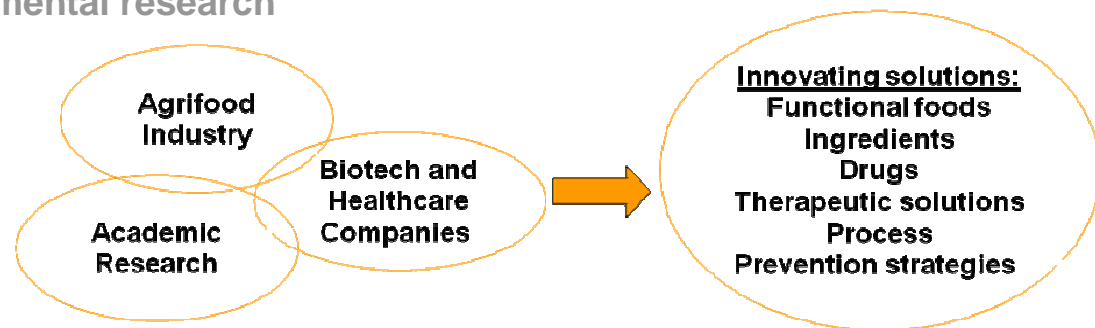
- Tate & Lyle
- Mc Cain
- Roquette
- Ingredia
- Lesaffre
- Finaler
- etc.



The International Nutrition Health Longevity Cluster

Strategic cooperations launched between:

- The agrifood industry
- The actors of fundamental research
- Biotech companies



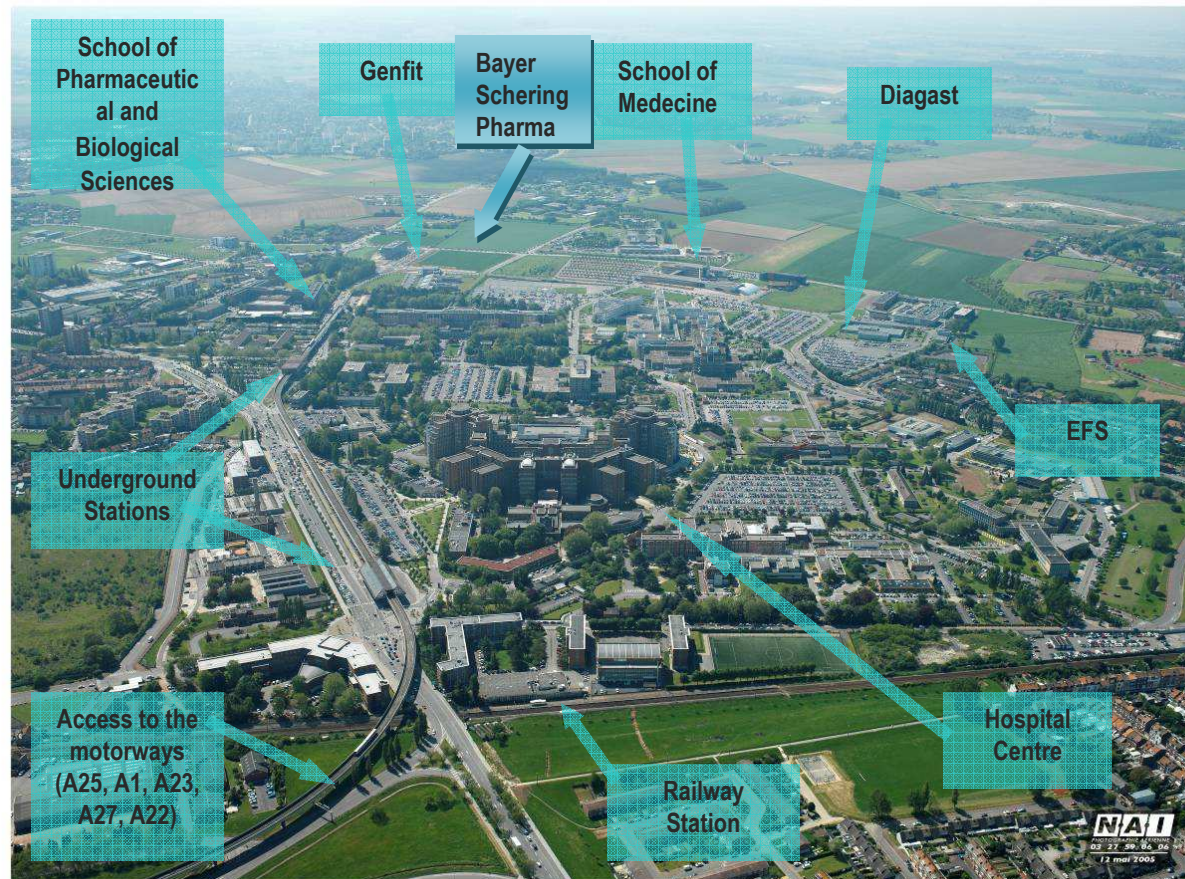
Some of the cluster's projects:

- **NutrEvent®**: European event of research and innovation in nutrition & health. The first edition was held the 17th and 18th June 2009.
>> next Edition in 2011
- **Purifunction**: Platform of technological research on the extraction and purification processes engineering of healthy nutri-food products.
- **Nutriprev'**: Funds and tools for the nutritional improvement of food products for Northern France SMEs.



Eurasanté Bio-Business Park

350 hectares dedicated to Health related activities...



Eurasanté Bio-Business Park



Eurasanté Bio-Business Park expertise & know-how...

24% Medical devices & hospital engineering

+ 22% Specialised services

+ 18 % Biotechnology/Pharma/Nutrition

+ 13% Higher education and training

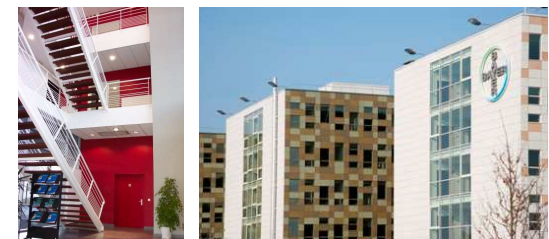
+ 10% Public health organisations

+ 9% Medical care network

+ 4% IT applied to health

= 100% Bio & Medtech Business Park

**...The right cocktail you will sip in
Eurasanté Bio-Business Park**



5 good reasons to set up a business in Lille Nord-Pas-de Calais

→ An accessible location at the heart of European markets

- >> Located at the crossroads of 6 European capitals
- >> Major European economic & political decision making centres within a circle of 300 km (Paris, London, Brussel, Antwerp, The Hague, Köln, Luxembourg, Amsterdam and Düsseldorf)
- >> One of the most accessible European destination thanks to modern road, rail and air network, as well as the underground, the tramway and the bus network



→ A site completely dedicated to biological and health activities

- >> Premises adapted to your needs on the Eurasanté Bio-Business Park (offices, laboratories, etc.)
- >> Immediate relations with partners, suppliers and clients
- >> Specialized services adapted to health related activities

→ The largest university-hospital campus of Europe

- >> Immediate and personal relations with the professionals of the clinical and academic research
- >> Qualified workforce



5 good reasons to set up a business in Lille Nord-Pas-de Calais

→ A whole range of services adapted to your needs

>> More than 30 people 100% devoted to support foreign companies willing to set up in Northern France and accompany your projects

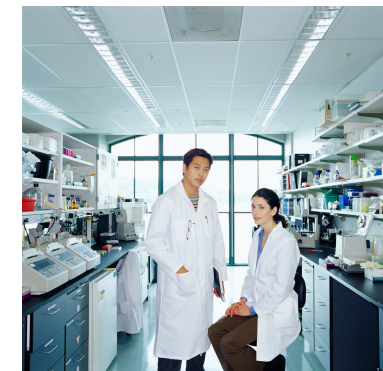
>> A complete range of services to invest for success on the health market (financial engineering, marketing & export, training & information on legal and regulatory issues, economic & strategic intelligence, networking, human resources, research & innovation valorisation, etc.)

→ Very competitive costs

>> Very competitive labour cost

>> Very competitive offices renting cost

>> Offices and laboratories available in a “Tax free Zone” in Eurasanté Bio-Business Park



Eurasanté: our Funders



Eurasanté is financed by National and Local authorities, European programs, Economic development institutions and Lille Nord-Pas de Calais' healthcare institutions.

Eurasanté: our Funders

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