



# Alsace BioValley Cluster

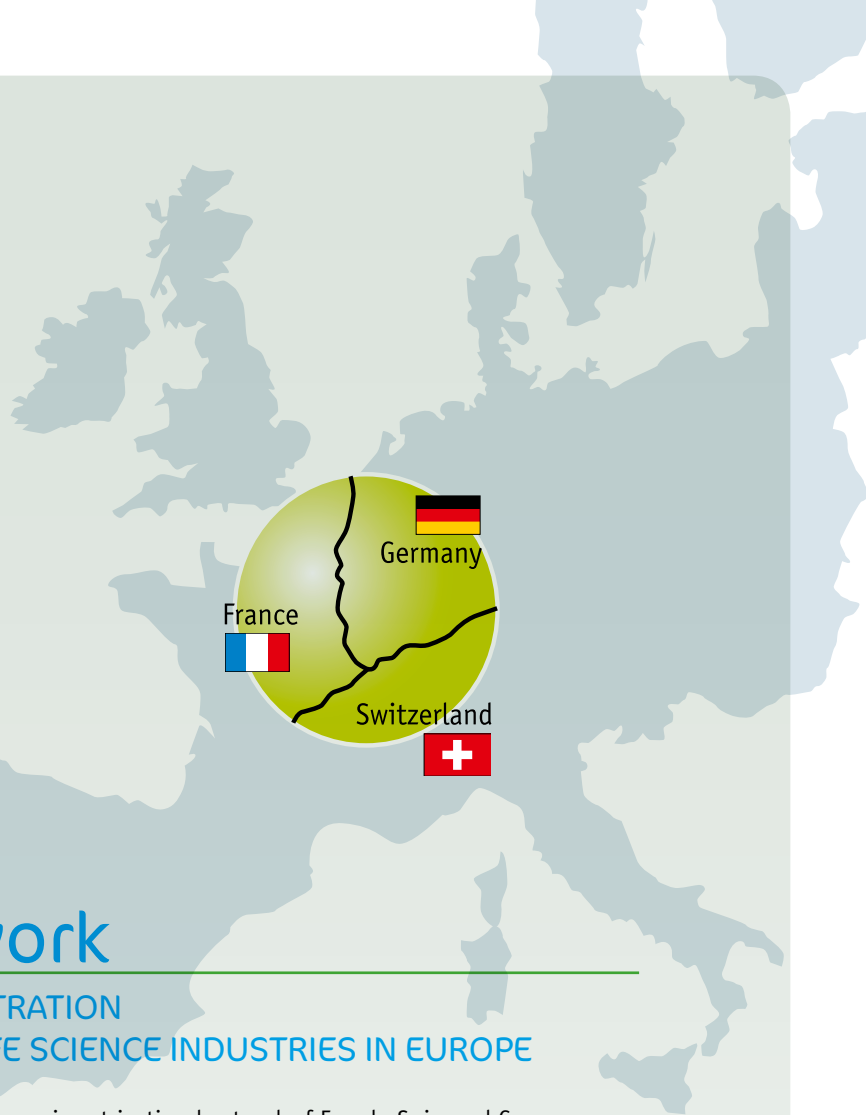
A gateway  
to biobusiness  
development  
in Europe



**BIOVALLEY**  
The Life Sciences Network

LES PÔLES DE  COMPÉTITIVITÉ

[www.alsace-biovalley.com](http://www.alsace-biovalley.com)



## BioValley trinational network

THE HIGHEST CONCENTRATION  
OF RESOURCES FOR LIFE SCIENCE INDUSTRIES IN EUROPE

Alsace BioValley cluster is the coordinator of BioValley, a unique trinational network of French, Swiss and German players involved in the field of life sciences.

BioValley is strategically located in the Upper Rhine Valley which includes the regions of Basel (Switzerland), South Baden (Germany), and Alsace (France).

### Key data about the BioValley network:

- One of the oldest bioclusters in Europe (1996)
- Over 600 companies in biotech, medtech and pharma
- 40 scientific institutions
- 100,000 students
- 50,000 jobs dedicated to the sector
- 11 life sciences parks
- 12 universities and academic institutes offering life sciences, biotech, chemistry or nanosciences curricula
- Over 30 qualified technology platforms providing analytical and scientific services for a fee

The very highest concentration of research capacities in Europe.

**Alsace BioValley**  
your gateway to the heart of Europe,  
a 170 billion biomarket

# Alsace BioValley cluster

WHERE INDUSTRY,  
PUBLIC RESEARCH AND TRAINING CENTRES MEET

## The “Alsatian Exception”

Alsatian people have a strong reputation for hard work, negligible turnover and low absenteeism (5% including sickness and pregnancy). The average number of strikes per year is amongst the lowest in France. 97% of the population speaks more than one language, as opposed to 47% at national level.

Beyond the quality of its public research and training institutions, and its dense industrial network, Alsace has a long history of building business out of public research.

## A rich environment to foster your growth

*In Alsace, you will find all supporting elements to foster your growth*

- > Funds: investment (business angels, ventures, capital development) and R&D project funding
- > Bio-incubators, lab and office spaces: Semia, Technopole Mulhouse, Innovation Park Illkirch
- > Over 16 qualified technology platforms for scientific services: screening, ADME, mass spectroscopy, biobanks, NMR, phenotyping, genetic engineering, bio-informatics, clinical research, etc.
- > One unified technology transfer office for all public research organisations (universities, national research council, engineering schools, hospitals, etc.): Conectus
- > Specialised professional services: IP, tax issues, etc.

*Both public and private technology platforms have been assessed and their services can be provided to the industrial sector with high standard and ISO certified quality.*

## Excellence is recognised

In 2005, Alsace BioValley was labelled as one of the three world-class clusters in life sciences, along with the Paris and Lyon areas, by France’s Ministry of industry, thus recognising the region’s sustained capacity to translate first-rate science into world-class businesses.

Since then, the cluster has structured and labelled over 28 R&D projects between companies and public labs, for an overall value of 53 million Euros, of which 24 million Euros of public funds were provided.

The first French biotech company, Transgene, was created in Strasbourg in 1979 on the basis of scientific studies undertaken by public researchers like Pierre Chambon (IGBMC).

In 2007, Transgene raised over 100 million Euros in the stock market, signed a deal with a potential value of over 220 million Euros with one of the top ten pharma companies. Nowadays, Transgene can claim to be the leading biotech company in France.



## A dense industrial network, a pool of potential partners for your business

A large variety of companies, from big pharma and medtech through start-up companies and CROs, including Novartis, Transgene, Roche, Lilly, Sanofi-Aventis, DSM, Octapharma, Bruker BioSpin, Karl Storz, Hartmann, Ventana Medical Systems, etc.

## World-class public research that knows how to do business

*High quality public research produces leading businesses*

### Recognised leading scientists and institutions:

- > Chemistry: Jean-Marie Lehn (Nobel Prize), Camille G. Wermuth (Organic and medicinal chemistry),
- > Biology: Pierre Chambon (Lasker Prize),
- > Genomics: Jean-Louis Mandel (Académie des Sciences),
- > Non invasive surgery and robotics: Jacques Marescaux (Computerworld Honors Program Medicine Prize)
- > Louis Pasteur University: First university outside Paris (3rd in France), Shanghai ranking (51th worldwide)
- > First French public research institution in chemistry (RTRA)
- > IRCAD (Research Institute against Digestive Cancer) & EITS (European Institute of TeleSurgery)

11%

of Alsatian economically active population is employed in the life sciences and health sector

20%

of overall French biotech fundraising

3 of the 5

French pharmaceutical bioproduction plants are located in Alsace: Lilly, Transgene and Novartis.



## The right organisation to train your personnel

### Initial training

- > 2 universities: Louis Pasteur University & Haute Alsace University
- > 3 engineering schools: ESBS (Ecole Supérieure de Biotechnologie), Strasbourg, the only school providing a trinational training curricula, in partnership with Basel (Switzerland), Karlsruhe and Freiburg (Germany), Ecole Nationale Supérieure de Chimie and the European School of Chemistry
- > 2 University Institutes of Technology training lab technicians and operators (BTS)
- > Strasbourg University Hospital, today one of the most advanced hospitals
- > CEIPI: Centre for International Industrial Property Studies, for patent and IP specialists

*Every year, Alsace provides a large pool of talents to life sciences industries :  
500 technicians, 900 masters/engineers, 360 doctors*

### Continuing education

- > IRCAD: the world leader for continuing education of surgeons, training over 3 000 surgeons every year on innovative surgical techniques
- > Continuous education department at Louis Pasteur University (DEPULP): the leading provider of continuing education to life science industries in France
- > IEEPI: the French leader in continuing training in IP-related issues for industries

# Alsace an international region in the centre of Europe

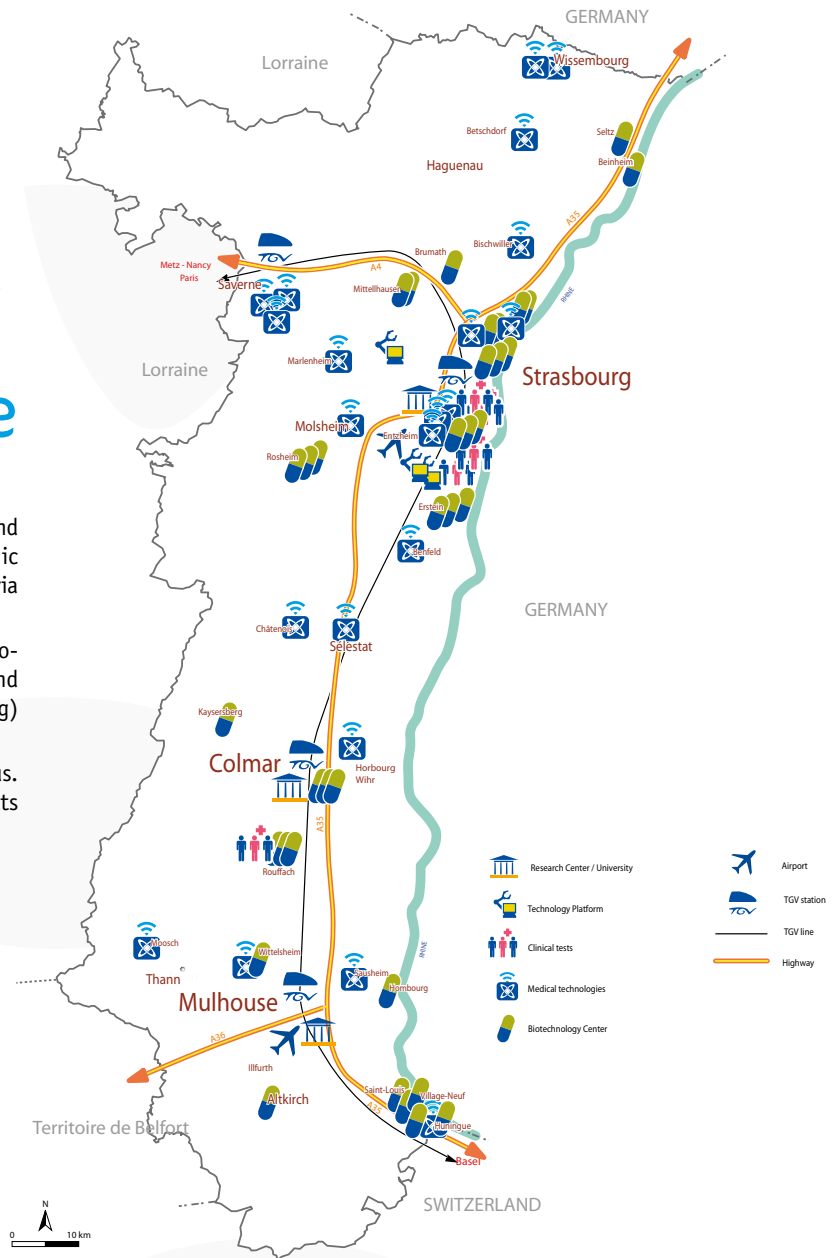
## The Hub of Europe:

The French region of Alsace, bordering Germany and Switzerland, is situated in the main European economic backbone which stretches from London to Milan, via Frankfurt.

This is where the main north-south and east-west motorways, waterways and railway lines are crossing, and two international airports (Mulhouse-Basel, Strasbourg) are providing excellent connections.

75 % of Europe's buying power within a 800 km radius. Every European customer of goods, industrial products and services can be reached within a one-hour flight.

- 1<sup>st</sup> region for export per capita
- 1<sup>st</sup> for employment generated by foreign investment
- 2<sup>nd</sup> region for international migration after Paris
- 2<sup>nd</sup> most important diplomatic centre



# Alsace is the heart of european regulations for life sciences

Alsace hosts the European Directorate for the Quality of Medicines & Healthcare (EDQM), the European Council and the European Parliament, heart of European regulations for life sciences

## Why they have chosen Alsace BioValley...

"Transgene (TGNA) was incorporated in Alsace and then developed in this central European region into a fully integrated biotech, thanks to the quality of the academic scientific and medical environment"

**Jean-Yves Bonnefoy**  
R&D Director, Transgene S.A. (Illkirch)

"Over the last three decades, Millipore (MIL) has expanded his Alsace-based industrial site in Molsheim to make it its largest out-of-USA location. Key factors in this long-term development were the high level of local industrial capabilities, the quality of the workforce as well as the available academic expertise in the area, more particularly in the field of life sciences".

**Christian Schann**  
R&D Director, Millipore SAS (Molsheim)

"Selecting Alsace BioValley as the location for our Biotechnology Centre for the production of biopharmaceuticals was a logical choice for us, given the proximity with Novartis (NVS) headquarters and technical development activities in Basel. Since the beginning of the project, this trilateral region has given us access to a very good pool of talents in the required engineering and scientific areas".

**Thibaud S. Stoll**  
Ph.D., Head Global Biopharmaceutical Operations, Novartis Pharma AG (Huningue)

# Alsace BioValley

A SINGLE GATEWAY TO ACCESS TO ALL THE RESOURCES  
OF A LEADING EUROPEAN BIOCLUSTER

*A large pool of services to foster and speed up the development of your projects*

The Alsace BioValley cluster, a non profit organisation, federates all the public agencies to offer, through a single gateway, simplified and effective access to all the regional services and aids: Conectus (federation of all TTOs of public research organisations), Alsace International, SEMIA the business incubator, Agence Régionale de l'Innovation, Adira (Bas-Rhin development agency), CAHR (Haut-Rhin development agency), CEEI (European Centre for Business and Innovation), CCI (Chamber of Commerce and Industry), Mulhouse Technopole.

## Alsace BioValley cluster's services are for you!

### > **Find a partner, research capabilities or a technology**

Providing access to the entire trinational BioValley R&D or companies network, fostering access to public research capabilities and expertise devoted to industry, offering access to a large pool of patents for licensing, facilitating public/private partnerships for cooperation on innovative projects and offering direct access to technological platforms and scientific and technical services.

### > **Build and fund a collaborative R&D project**

Fostering alliances through matchmaking and project engineering.  
European programs and projects (7th framework and other programs).  
Leveraging strong financial incentives for R&D projects.

### > **Create a company and incubate it**

Incubator programs and support to young entrepreneurs, funding schemes.

### > **Locate your affiliate in Alsace**

Lab and office space, comprehensive information and support on the legal, fiscal and corporate environment in Alsace and in France.

### > **Share costs and leverage the cluster's tools (pool of services)**

Get exposure (communication & information), be represented (business representation) or share solutions for common challenges (i.e. waste management).

### > **Raise funds**

Facilitating access to venture capital and project funding, helping building equity capital.

### > **Stay informed : strategic & market intelligence**

Scientific and market information.  
Detailed information of European regulations and programs.

### > **Develop internationally**

Helping international companies to develop operations on the Alsatian territory as an entry point to European markets, supporting Alsatian members of the cluster to expand abroad, and promoting the cluster and its members.

**Whether you need a technology, a corporate or public research partner,  
a CRO, or a location to develop your European business,  
the Alsace BioValley cluster is your partner of choice.**

**Your personalised business officer is at your disposal  
to support you in your project's development in our region.**

**Contact us and discover a world  
of opportunities in the heart of Europe**

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BioValley  
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