

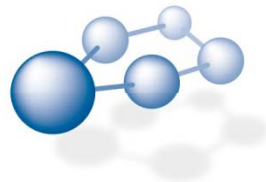
# Investigation "BioPartner Long term outcome"

A joint project of  
InnoTact Consulting and Life Sciences & Health

Life Sciences Momentum, The Hague

20 October 2009

Life  
Sciences  
**Health**



INNOFACT CONSULTING B.V.



# The BioPartner Program (2000 – 2004):

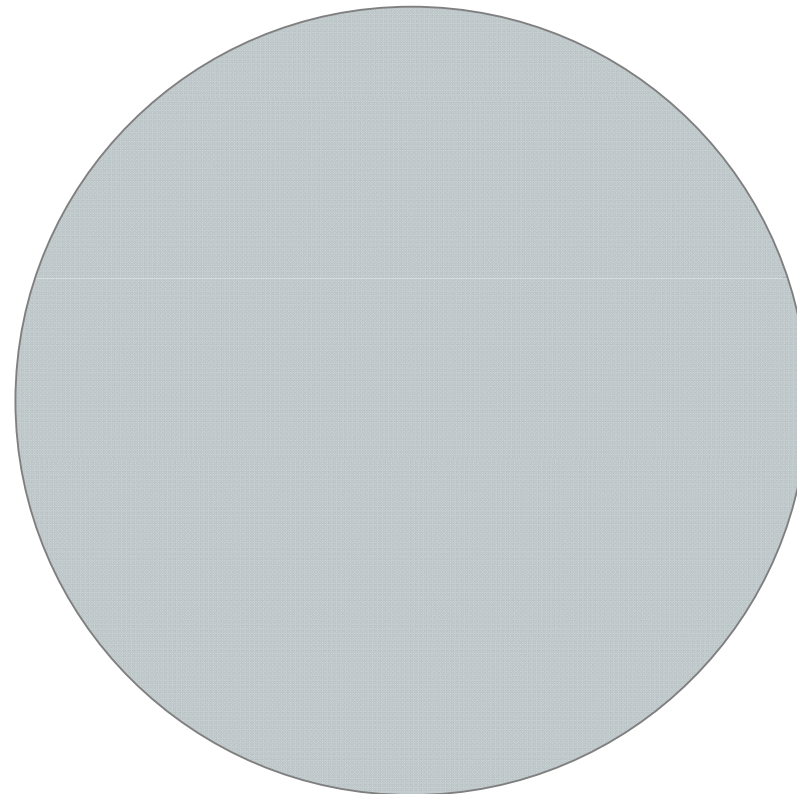
- ▶ €45 million
- ▶ Objective: 15 Life Science (LS) start-ups per year
- ▶ 5 'action lines':
  1. **Network:** network forming, promotion, monitoring (€7 million)
  2. **First Stage Grant:** seed grant for 'proof of concept' and 'business plan' (€11 million)
  3. **Centers:** grant for 6 LS incubators (€11 million)
  4. **Facilities Support:** financing possibilities for use and mutual use of expensive equipment (€5 million)
  5. **Start-up Ventures:** participation funds for LS start-ups (€11 million)

# In this presentation

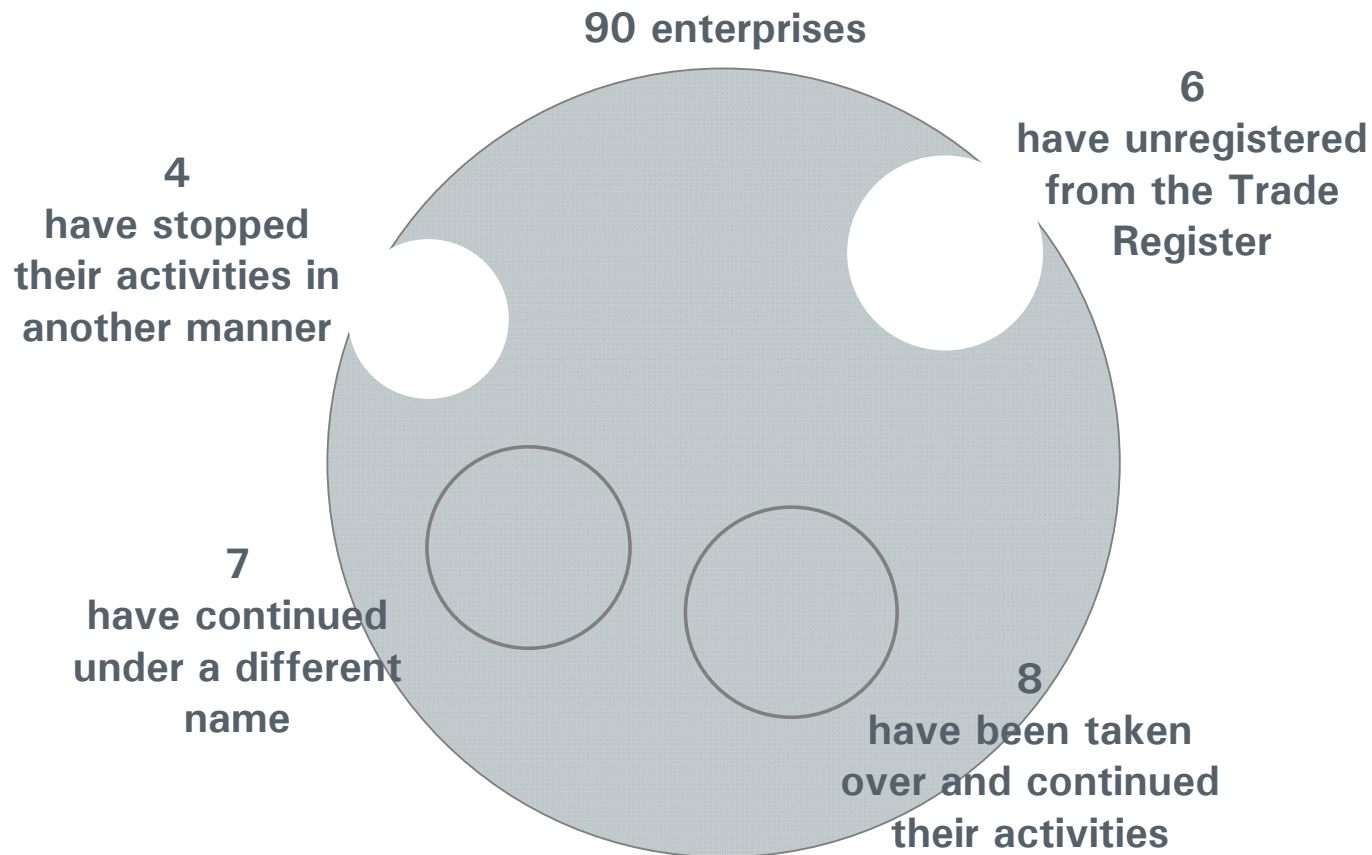
1. Further development of the LS enterprises that were started between 2000 and 2004
  - ▶ How many are still active?
  - ▶ Employment
  - ▶ Products on the market / cooperation / prospects
2. The First Stage Grants
3. Proposition

# During the BioPartner Program (2000 – 2004) 90 Life Sciences enterprises were started

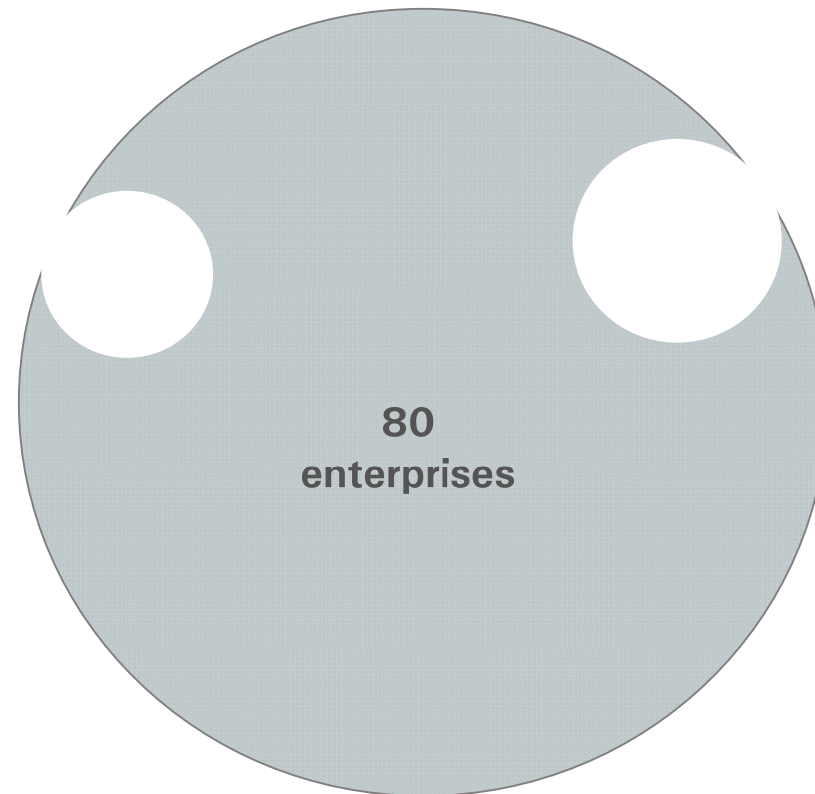
90 enterprises



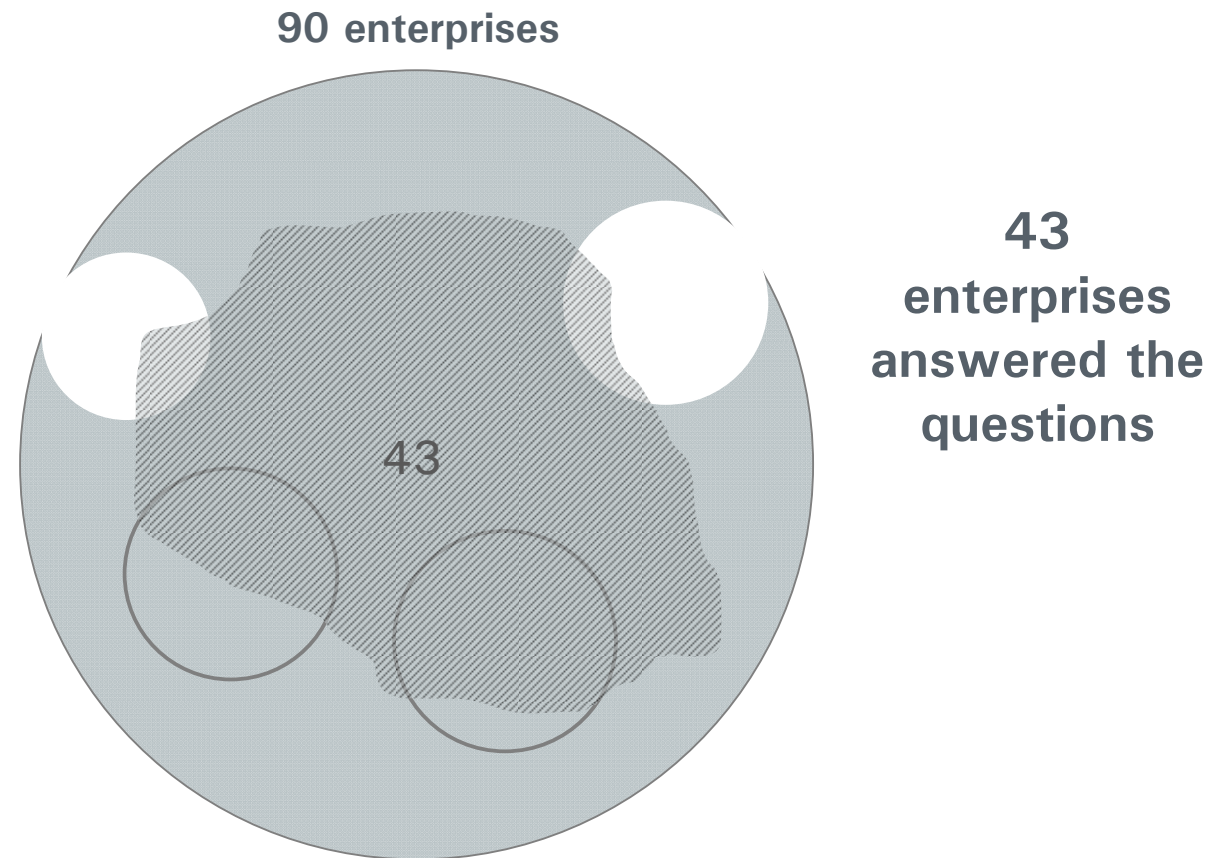
# What has become of these 90 enterprises?



**Of the 90 life sciences enterprises started during the BioPartner Program, 80 are still active in 2009**

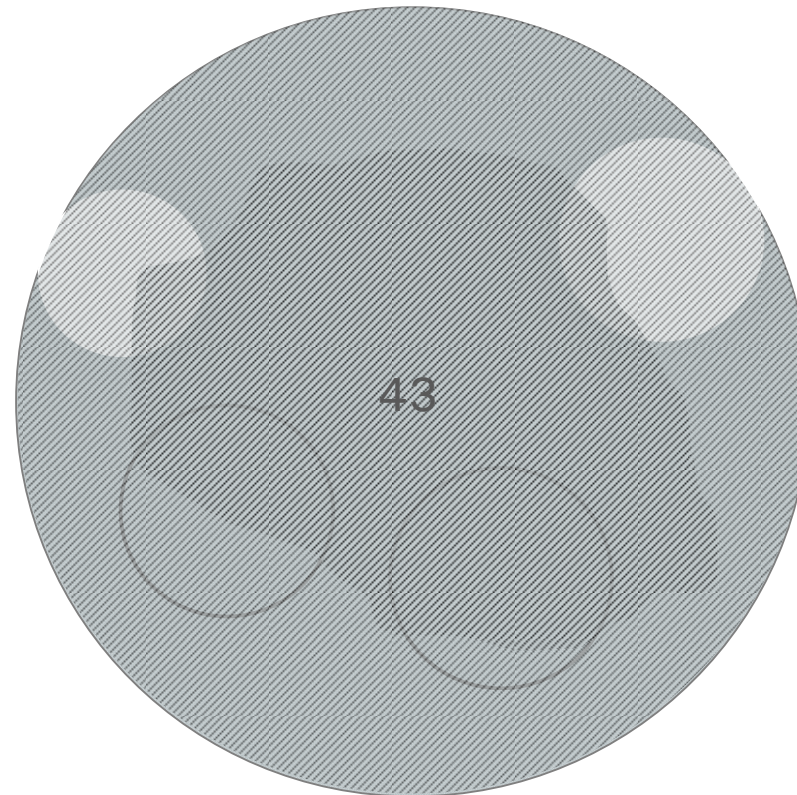


# All 90 enterprises were asked questions about how they progressed after the BioPartner Program was completed



The results from these 43 enterprises are representative for the total group of 90 enterprises

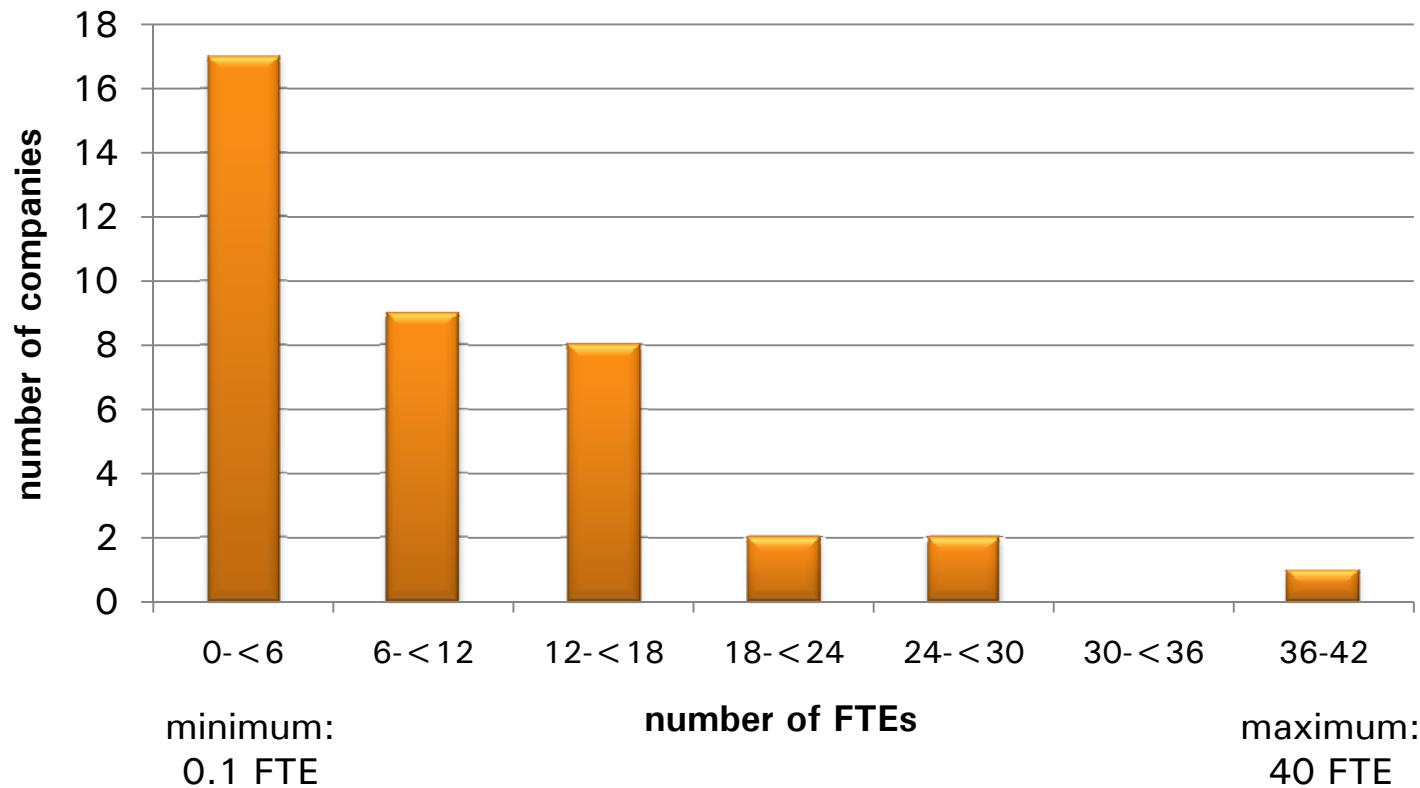
90 enterprises



**The 80 active enterprises employ more than 750 FTEs, and additionally outsource approx. 15 million euros per year.**

# How many people are currently employed in the enterprise (number of FTEs)?

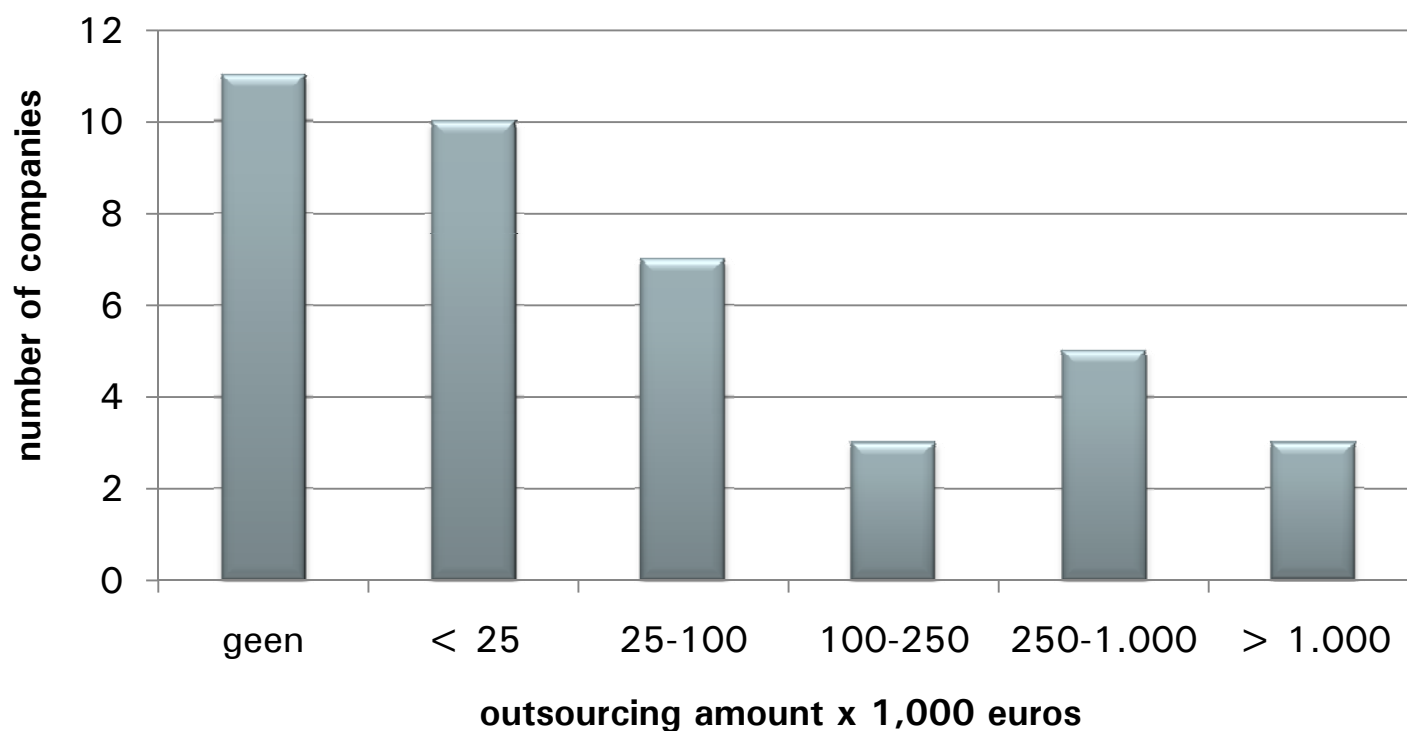
*Average: 9.4 FTE*



# How much money did the enterprise allot for outsourcing in 2008?

(analyses, contract research, production, clinical development)

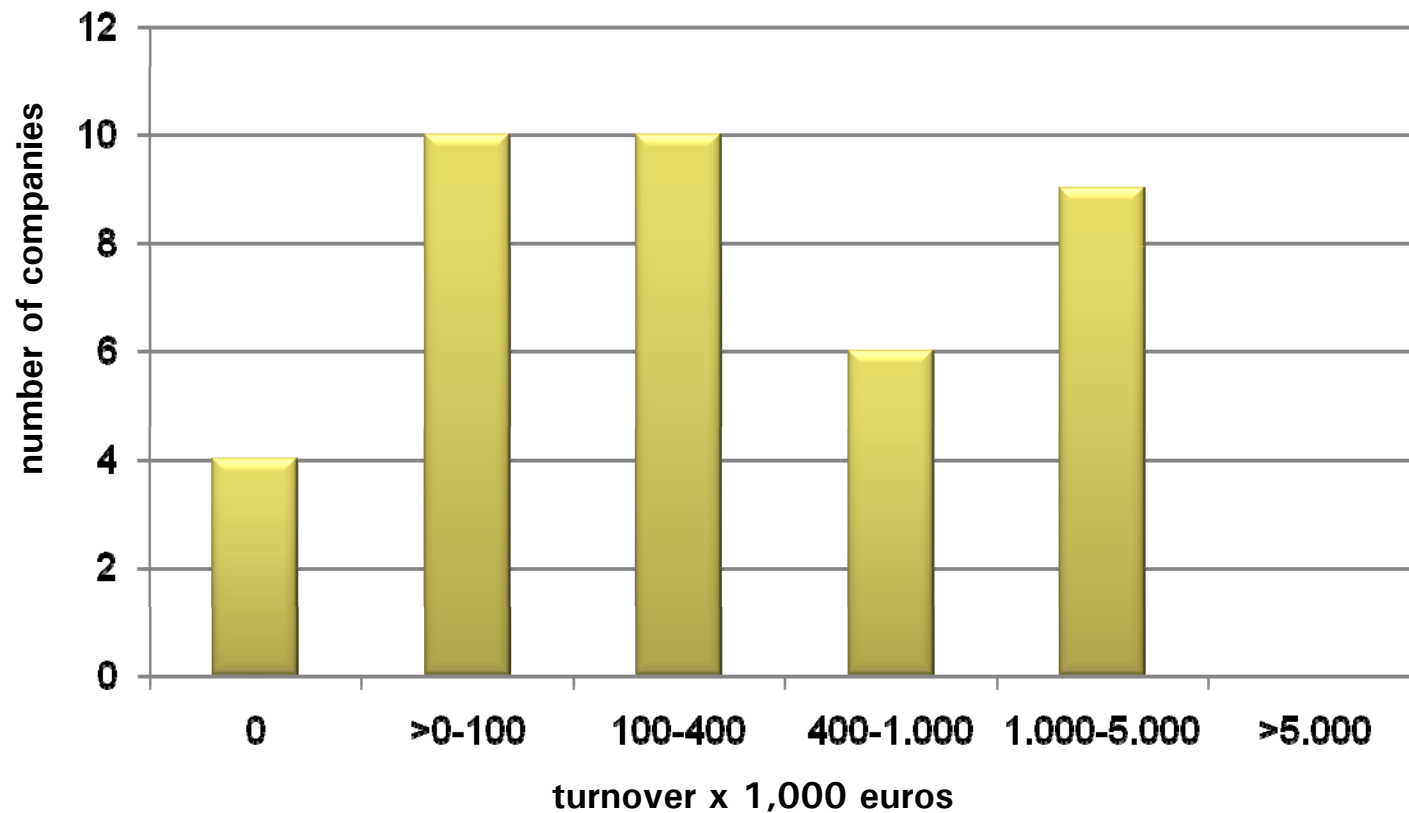
*Average amount: 185,000 euro*



**In 2008 the 80 active enterprises  
jointly generated a turnover of  
70 million euros**

# What was the turnover of the enterprise in 2008?

*Average turnover per company: approx. 850,000 euros*

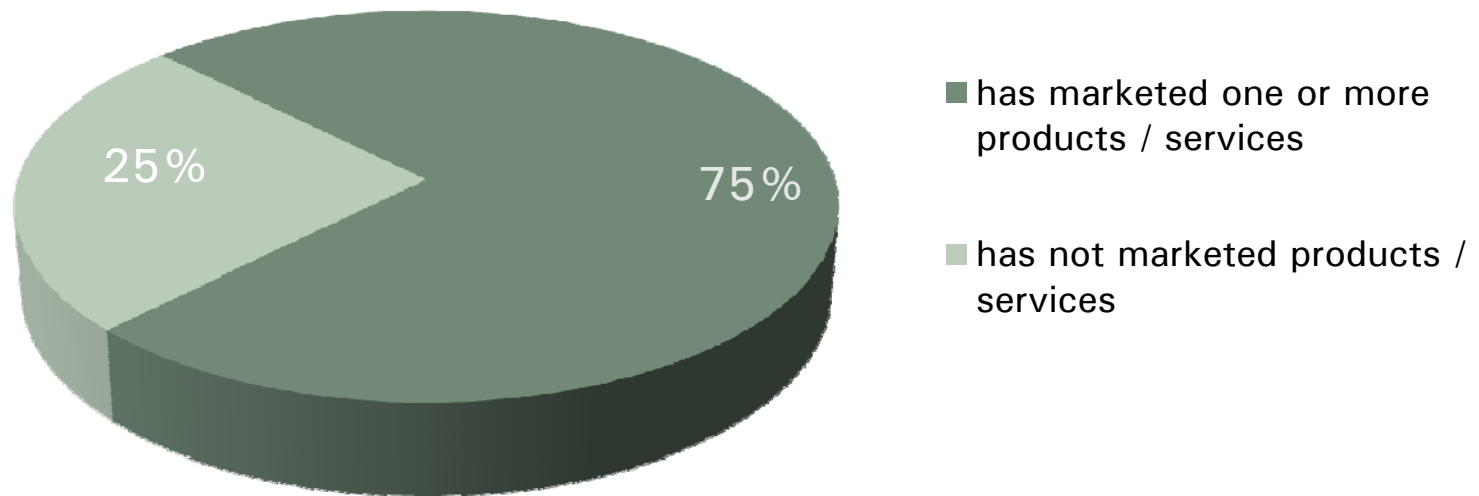


## Of the 80 active enterprises:

- 75% have marketed products and/or services
- 75% cooperate within official partnerships

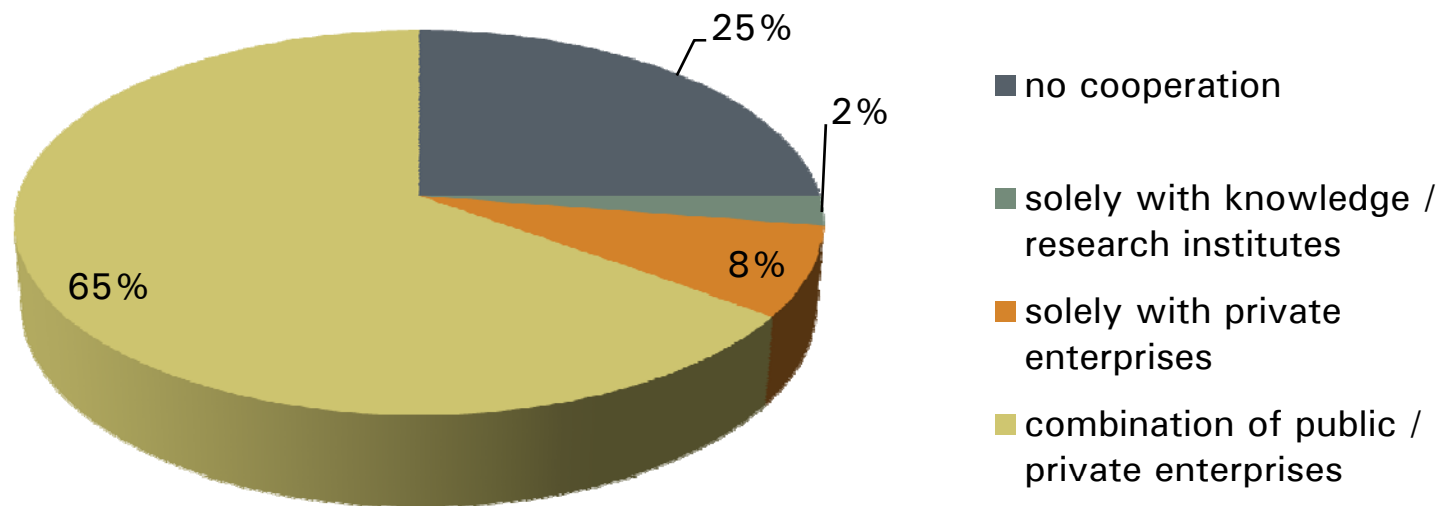
# Does the enterprise already have one or more products or services in the market?

*75% of the enterprises has marketed products and/or services*



# Does the enterprise cooperate within official partnerships?

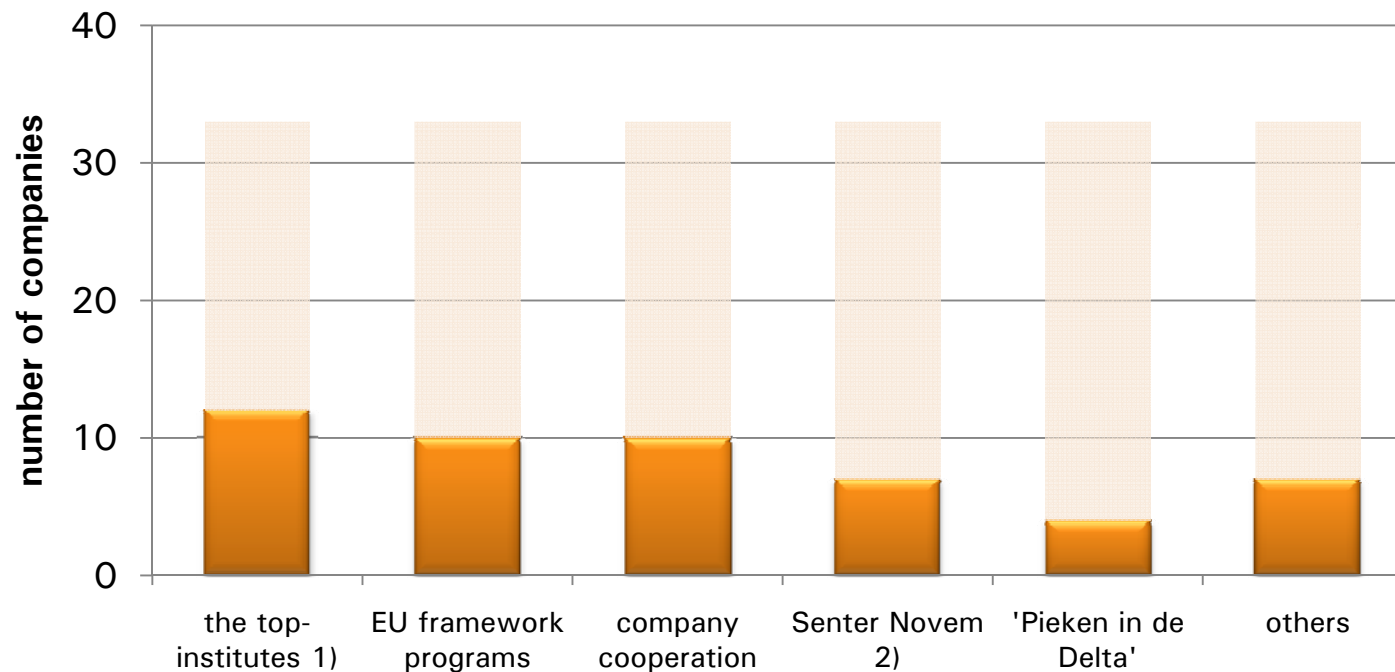
*75% of the enterprises cooperate within official partnerships, with both private and public parties*



# In what sort of associative frameworks does the enterprise cooperate?

(more than one answer is possible)

*The companies cooperate within a wide range of associate frameworks*

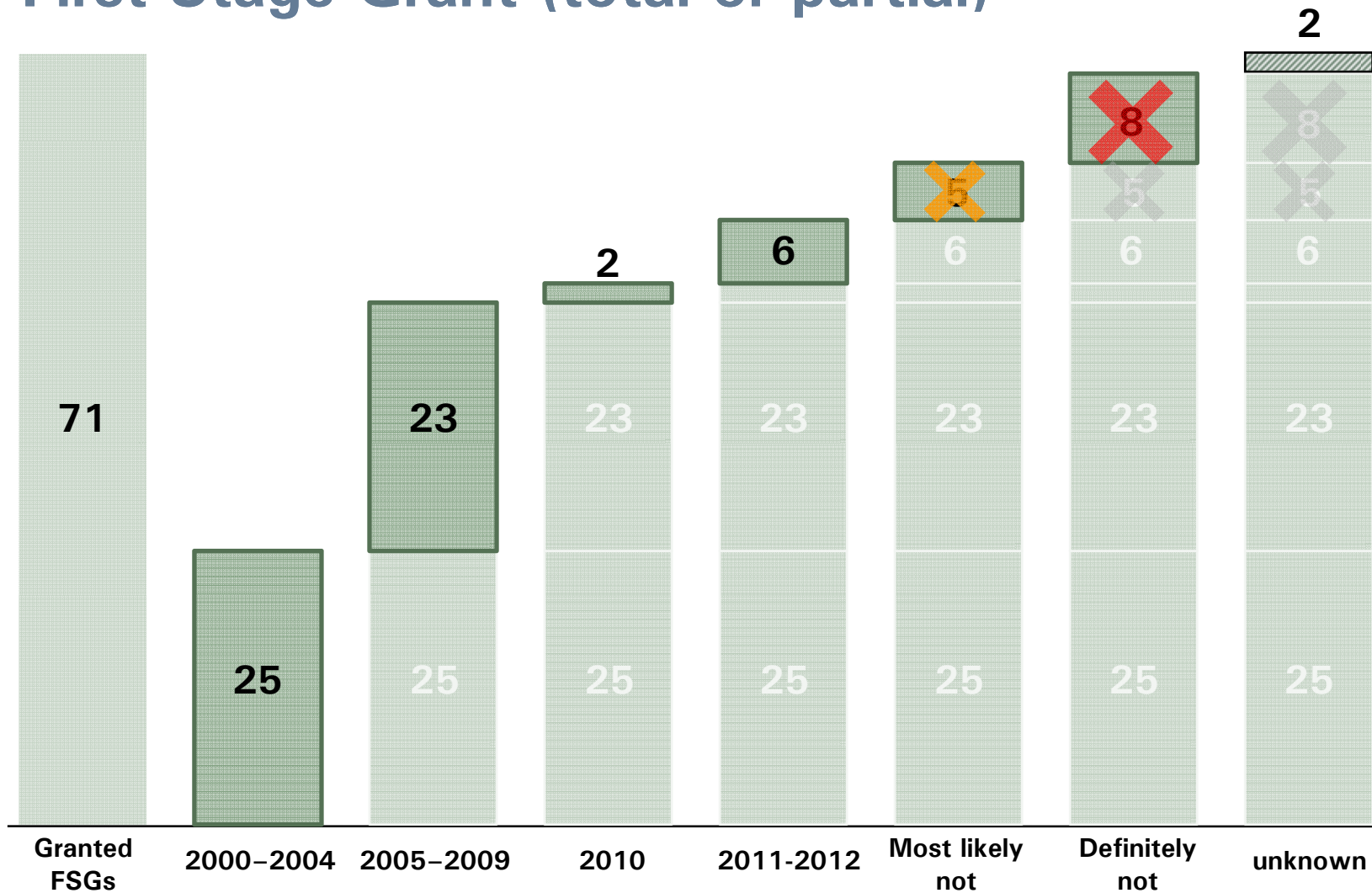


1) Pharma, Food&Nutrition, Green Genetics, CTMM, BMM

2) IS, Internationally innovating

# How much of the First Stage Grants have led to an actual start of a Life Sciences enterprise?

# Start of enterprises after receiving an earlier First Stage Grant (total or partial)

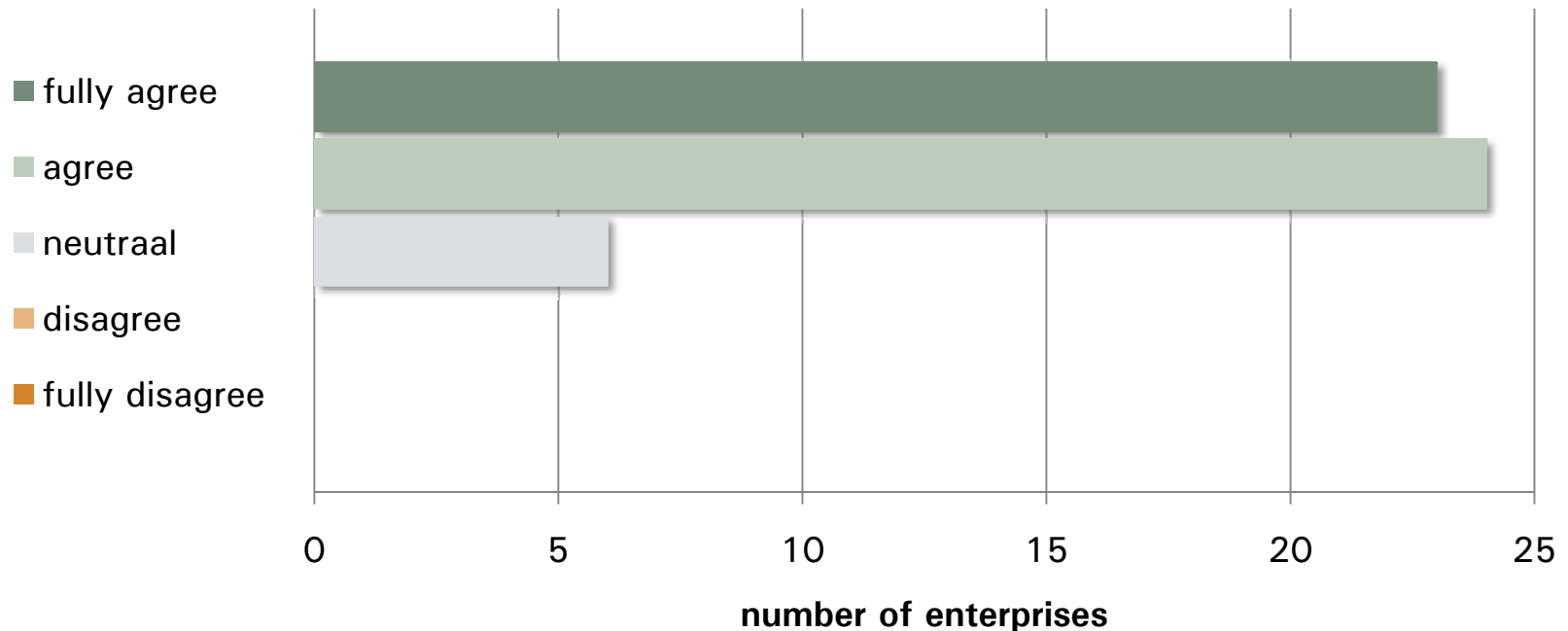


**Of the 71 granted FSGs:**

- **23 led to a Life Sciences enterprise *after the completion of the BioPartner Program***
- **8 additional enterprises will follow *in the coming 3 years***

# “The enterprise has good prospects for the future”

*90% of the respondents believe that the company has good prospects*



# The full results on:

- ▶ [www.innotact.nl](http://www.innotact.nl)
- ▶ [www.lifescienceshealth.com](http://www.lifescienceshealth.com)
- ▶ the Plaza of Life Sciences Momentum 2009

# Proposition

**Seed Grant (pre-seed grant, first stage grant) is the most effective means for generating economic activities among Life Sciences spin-offs.**