



LEIDEN BIO SCIENCE PARK
Key to discovery

Local and regional development in life sciences

March 15, Paris

**Nettie Buitelaar
Leiden Bio Science Park**



LEIDEN BIO SCIENCE PARK
Key to discovery



Leiden is the capital of life sciences in the Netherlands (BioPartner Annual Report 2004; 2005)

- n Dedicated Bio Science Park (since 1982) with a clear focus
- n Specialisation in biomedical and bio molecular life sciences; biopharmaceutical production
- n Well-developed Science based economic cluster
- n Central location in South Holland close to Amsterdam Airport

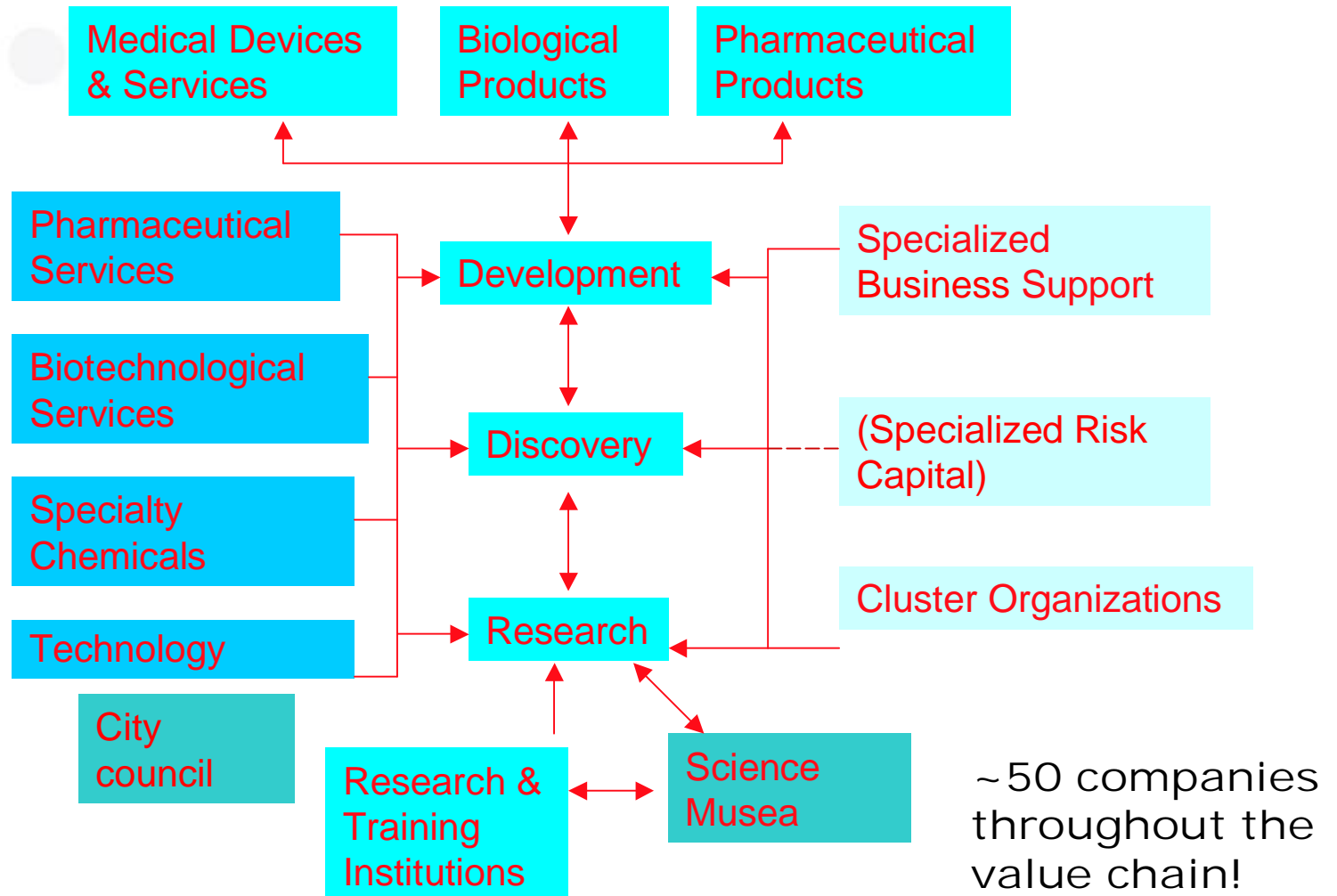


LEIDEN BIO SCIENCE PARK
Key to discovery

- u ~ 120 Hectares uni-location
- u Approx. 50 life science companies with ~ 2.300 employees
- u 8 Knowledge institutes with ~ 2.900 employees in life science, R&D and training
- u Leiden University Medical Centre with ~ 5.000 employees
- u Nr. 1 start-ups in life sciences in the Netherlands
- u Two incubators: Academic Business Centre and BioPartner Center Leiden



Leiden Life Sciences Cluster





LEIDEN BIO SCIENCE PARK
Key to discovery

Companies:

- n Biopharma production (Centocor, Crucell, Pharming, Octopus, Galapagos)
- n Biopharma services (BaseClear, Xendo, Proxy)
- n CRO's (CHDR, Xendo, TNO)
- n Medical devices (Mentor, Cam implants)

Research & education

- n Leiden University
- n Leiden University Medical Center
- n University of Professional Education
- n TNO Health and Prevention
- n City of Leiden





LEIDEN BIO SCIENCE PARK
Key to discovery

Cluster Development

Established in 2004:

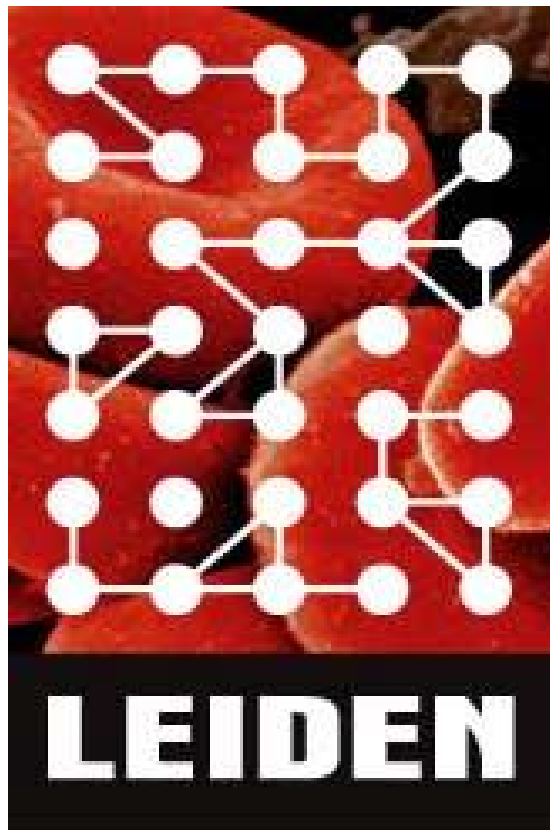
‘Stichting Leiden – Life meets Science’

Ambition:

“To stimulate the development of a **thriving international hot spot** in biomedical and molecular life sciences at the **Leiden Bio Science Park**, with a long-lasting attraction for companies, knowledge workers and students, in order to create economic, social and cultural added-value for the region and the international community”



Leiden – Life meets Science



LIFE MEETS SCIENCE

www.lifemeetscience.nl

Partners:

- Leiden University, vice-chairman
- Leiden University Medical Centre LUMC, chairman
- City of Leiden, alderman
- Province Zuid-Holland
- TNO (Quality of Life), Director
- Companies in the Leiden Bio Science Park, Directors
- Chamber of commerce 'Rijnland'
- Museum Naturalis
- Hogeschool Leiden; professional education
- ROC Leiden; technicians education



LEIDEN BIO SCIENCE PARK
Key to discovery



Leiden – Life meets Science Long term action program

10-year action plan with 6 major lines

- q Marketing, communication and acquisition
- q Education and labour market
- q Support start-up companies (with LURIS)
- q International alliances
- q Facilities, infrastructure and urban planning
- q Cluster development and strategy



LEIDEN BIO SCIENCE PARK
Key to discovery

Some examples of activities

Marketing, communication, acquisition

- External (acquisition, branding)
- Internal (increase internal cohesion, 'local pride')
- Marketing/communication plan
- 'Passive' communication: Website, brochures, facts&figures; selective attention of exhibitions, etc
- 'Active' communication: select target companies and meet them
- Meetings, e.g. business development 2007



LEIDEN BIO SCIENCE PARK
Key to discovery

Some examples of activities

Education & labour market

- Survey of supply and demand (qualitative and quantitative)
- HRM-seminars, organising HRM officers on the BSP
 - Jointly create 'dual' learning system on the BSP
 - Set up labour pool
 - Joint advertisements in national journals, magazines



LEIDEN BIO SCIENCE PARK
Key to discovery



LEIDEN BIO SCIENCE PARK
Key to discovery

Support for young companies

BioPartner Center Leiden & Academic Business Center

- Housing for biotech start-ups
- Extra services and management support
- 3rd building in planning
- Turnkey labs & offices
- From 17 m² onwards
- Shared facilities





LEIDEN BIO SCIENCE PARK
Key to discovery

‘Multi tenant buildings’

BEAGLE

High tech laboratory building

Rented by 3 companies

Size 7.500 m²

Pharming, Galapagos, Microsafe

BEAGLE II and III in planning





LEIDEN BIO SCIENCE PARK
Key to discovery

Exploitation Strategy at Leiden

Leiden University Research and
Innovation Services (LURIS)



LEIDEN BIO SCIENCE PARK
Key to discovery

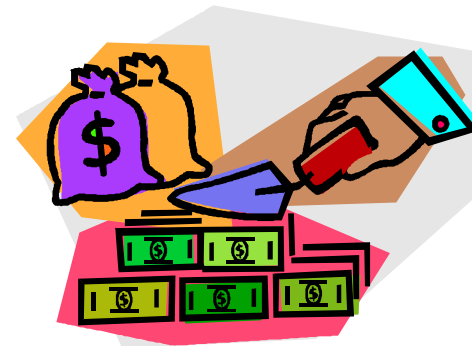
Leiden Objectives

- 100 disclosures p.a.
- File 30 patents p.a.
- License 20 inventions p.a.
- 5 spin-outs p.a.
- 5 start-ups p.a.



How to do it?

- Cultural Change
- Investment
- Establish support structure





LEIDEN BIO SCIENCE PARK
Key to discovery

Cultural Change

- Commitment from all levels
- Policies that motivate
- Exploitation is complimentary to academic mission
- Benefits are for all
- Entrepreneurial education





LEIDEN BIO SCIENCE PARK
Key to discovery

Investment

- Professional Support – TTO
- Central patent fund
- Pre-seed Funds
- Seed Fund





LEIDEN BIO SCIENCE PARK
Key to discovery

Leiden 'LeeuwenhoekStarters' Project (1)

- To stimulate *knowledge exploitation* from academia and the creation of high-tech companies in the Leiden region
- *Public – private partnership* centered around UL and LUMC, together with companies from the Leiden Bio Science Park, support organisations, and banking & venture capital firms (regional scope; open for new partners)



LEIDEN BIO SCIENCE PARK
Key to discovery

Leiden 'LeeuwenhoekStarters' Project (2)

- January 1, 2006 – January 1, 2010
- Activities in the fields of: scouting & screening, IP protection, facility sharing, business coaching, pre-seed funding
- Total costs €5.9 million, with €2.5 million government contribution (SKE/TechnoPartner)



Pre-Seed Funding (1)

- Pre-seed fund aimed at catalyzing the creation and growth of technology-based companies
- Total value of € 2.7 million in cash, with committed contributions of:
 - Fortis Bank (€ 750,000)
 - Leiden University (€ 500,000)
 - LUMC (€ 250,000)
 - TechnoPartner (matching: € ~1.2 million)



LEIDEN BIO SCIENCE PARK
Key to discovery

Pre-Seed Funding (2)

- Objectives: 45 pre-seed loans, 40 new technostarters
- Pre-seed loans from €10 - ~100K for technostarters
- Soft conditions: Pay back with interest/convert into shares
- Open for technostarters from academia and outside



LEIDEN BIO SCIENCE PARK
Key to discovery

Business Coaching Network

- Mentoring of starters by experienced entrepreneurs
- Specific advice from professionals and entrepreneurs
- LeeuwenhoekStarters Springboard events (2-3 per year)
- Collaboration with partners, e.g. CCLS
- Open for technostarters from outside

-



LEIDEN BIO SCIENCE PARK
Key to discovery

Biogeneration Ventures- seed funding

- ABN AMRO, NWO, NGI, SAAB, LEH
- ~€ 13 M (poss. 20 M.)
- Life Science Focus
- ~ € 0.1 – 2.0 M / project
- Office in Leiden



LEIDEN BIO SCIENCE PARK
Key to discovery

Cooperation NL-FR:

- Joint meetings (such as today)
- EU projects (BioSmile, BioTheraBizz) aiming at facilitating match making
- Scientific cooperation
- Go for new projects (KP7, Regions of Knowledge)
- Networking, meetings, etc