

Amsterdam

BioMed

Cluster

Amsterdam BioMed Cluster  
Life Sciences Café  
July 8, 2010

Today's programme:

- 16:00 **Sandra Migchielsen, Amsterdam BioMed Cluster Manager, AIM:**  
*Impressions Dutch life sciences week Shanghai*
- 16:10 **Gunnar Staaf, Chief Executive Officer, Avantium Pharma:**  
*Spin-out of the pharmaceutical business unit from Avantium*
- 16:50 **Jeanine Hendriks, Head product Development & CoFounder, CellCoTec:**  
*From a Scientific Idea to the Clinic in a Medical Device Start-Up*
- 17:00 Network drinks



PRICEWATERHOUSECOOPERS 



AIM Amsterdamse Innovatie Motor

## Life Sciences Calendar 2010

<b>January 2010</b>	<b>February 2010</b>	<b>March 2010</b>
28) Life Sciences Cafe 10, Polder	11) AIM event 2010, MusiQ	8-10) BioEurope Spring, Barcelona 17-18) BioMedica, Aachen
<b>April 2010</b>	<b>May 2010</b>	<b>June 2010</b>
22) Life Sciences Café 11, Polder 29) BioCapital Europe, Hotel Krasnapolsky	3-6) BIO Int. Convention, Chicago 18-20) International Talent Programme in Amsterdam 20) BCF Event, RAI	1) Talent company visit 8) Dag van de Valorisatie, Beurs van Berlage 10) BioBusiness Event, Almere 10) Amsterdam Inventor Award, de Kas 12-18) Life Sciences week, Shanghai World Expo
<b>July 2010</b>	<b>August 2010</b>	<b>September 2010</b>
1) Talent Café, Polder 8) Life Sciences Café 12, Polder	23 – 3 Sept) BioBusiness SummerSchool	
<b>October 2010</b>	<b>November 2010</b>	<b>December 2010</b>
14) Life Sciences Café 13, Polder	15-17) BioEurope, Munchen 17-20) Medica, Düsseldorf 23) Life Sciences Momentum	8) Life Sciences CapitalS, Beurs van Berlage



## Dutch life sciences week World Expo Shanghai

Objective:

Build (on) relations between Dutch and Chinese,  
and do business

Set up: One trade mission, three programmes (13-  
18 June 2010):

Medical biotechnology, Industrial biotechnology,  
Days for the disabled

What: site visits, seminars, matchmaking events

Joining: ca. 50 representatives from academia,  
companies ( biotech companies, service  
providers, support organisations) and public  
sector

Delegation leaders:

Asje van Dijk, Vice Governor Prov. South Holland  
Dirk Jan van den Berg, President Delft University  
of Technology\*

Jan Franssen, Queen's Commissioner Prov. South  
Holland

# Position of China in biotech today

- Well trained scientists (incl. many “sea turtles”)
- Growing number of local businesses (ca. 600, with ability to compete on global scale)
- Interest of foreign firms (pharma, CROs, CMOs)
- Improving legislation on IP...
- Supportive government
- Huge market

Difficulty foreign companies:

- Making profit
- Protecting patents/ pirating

## Some facts & figures

- Population: 1.3 billion
- Annual industry growth: 30% (2000-2005)
- Annual growth in R&D spending: 20% (1999-2008)
- Market growth for CROs: 52% in 2006, 38% in 2007
- Growth total patent applications: 30% (2009)

- 5M graduates per year of which 70% in  $\beta$  sciences
- 75k persons per year with PhD degrees in  $\beta$  sciences
- Masters degree for hire at \$700 per month

# Impressions Dutch life sciences week Shanghai 13-19 June 2010







# What is in it for me?

## Why the Netherlands?

- Portal to Europe
- Collaboration/ R&D
- Public, private infrastructure
- Tax benefits

## Further information, introduction?

contact Amsterdam BioMed Cluster:  
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## Results Dutch life sciences week

- Lol's signed, orders placed
  - Leads for matchmaking
  - Promotion Dutch LS
  - Understanding Chinese biotech market
  - Network building
  - Start co-innovation programme?
- 
- If China is going to bring your business further, get in there now!

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# Amsterdam BioMed Cluster Life Sciences Café

## Amsterdam BioMed Cluster Cafe

Provides a physical platform to stay informed on sector developments and exchange ideas

Brings people together to match supply and demand within the life sciences sector

Promotes the Amsterdam Metropolitan Area as the place to be for life sciences

[www.amsterdambioemed.nl](http://www.amsterdambioemed.nl)