



LEIDEN BIO SCIENCE PARK
Key to discovery

**25 YEARS OF
INNOVATION**
1984 / 2009

Home to successful life science companies

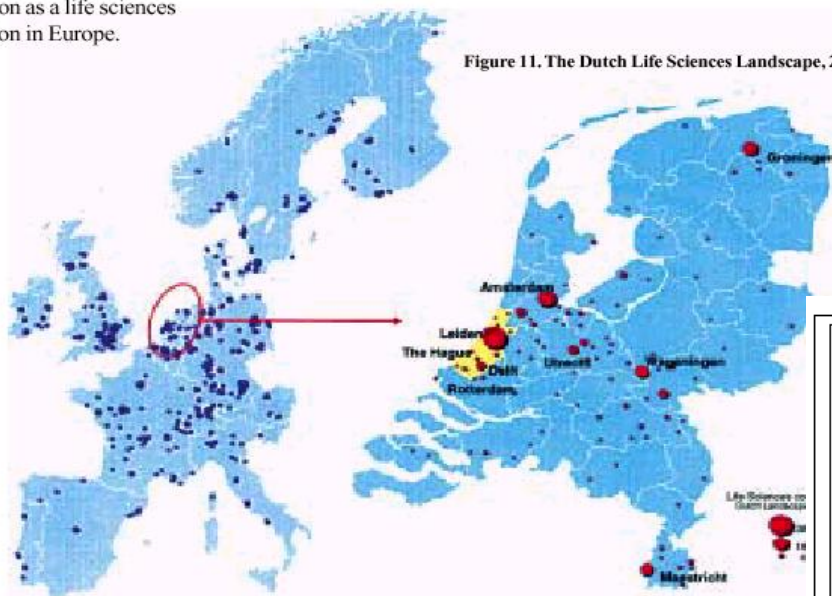
Communication on top, Davos February 2012
Talent-hunting or head-stealing?

Nettie Buitelaar

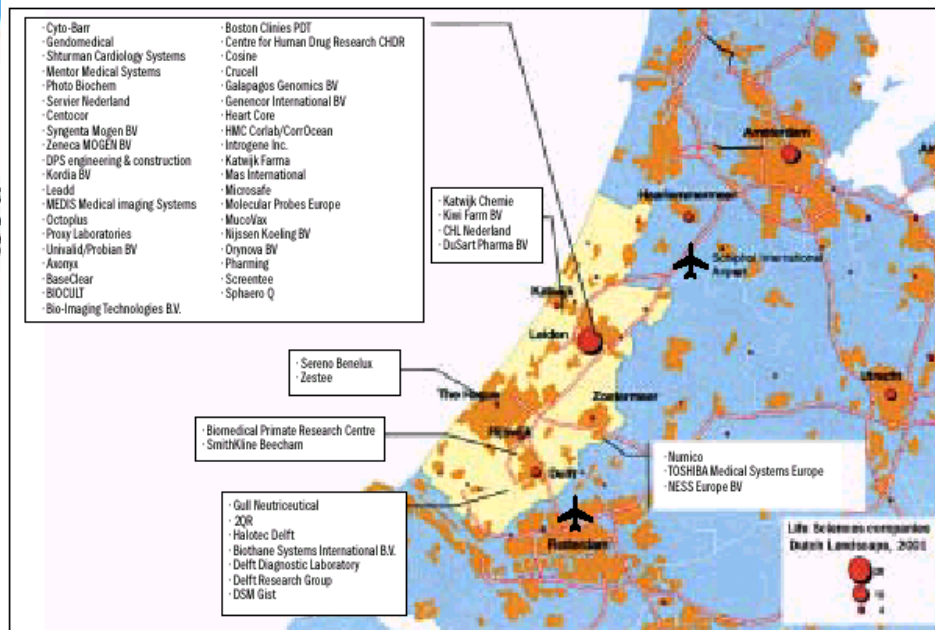
Leiden

position as a life sciences location in Europe.

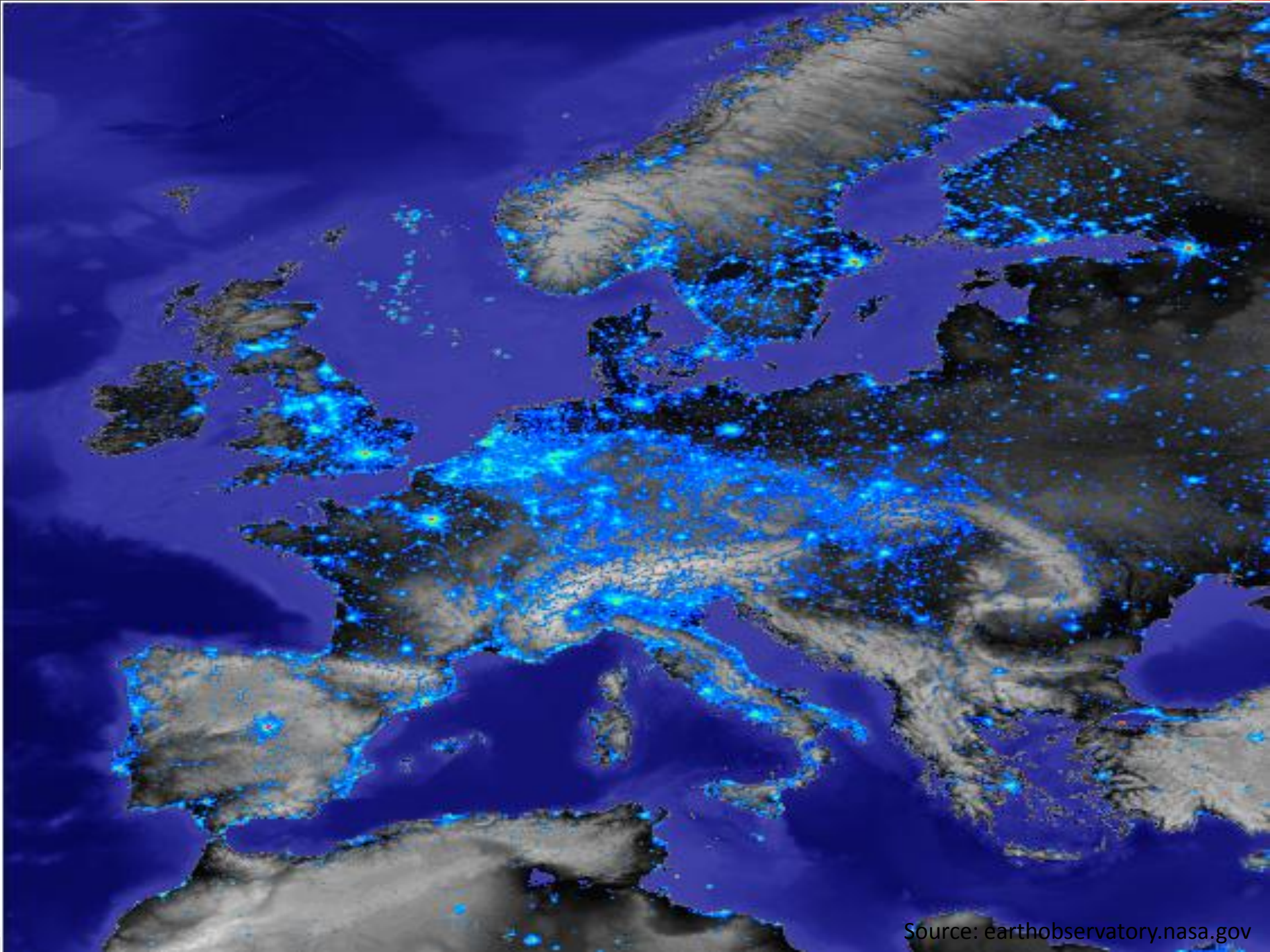
Figure 11. The Dutch Life Sciences Landscape, 2001



Source: Ernst & Young, 2002



Source: Ernst & Young, 2002



Source: earthobservatory.nasa.gov



Best business park in NL 2009



Leiden Bio Science Park



- ✓ Dedicated Bio Science Park (since 1984) with a clear focus
- ✓ Specialisation in biomedical and bio molecular life sciences; biopharmaceutical production
- ✓ Well-developed Science based economic cluster
- ✓ Central location in South Holland close to Amsterdam Airport

Leiden Bio Science Park

- ✓ ~ 120 Hectares uni-location
- ✓ Over 85 life science companies with > 3.100 employees
- ✓ Knowledge institutes with ~ 2.900 employees in life science, R&D and training
- ✓ Leiden University Medical Centre with ~ 6.500 employees
- ✓ Origin: LUMC, UL, Taiwan, USA, Japan, India
- ✓ Ample expansion plans; > €300M new investments (university)



A warm welcome

Service companies on the park:

- *Proxy*: QA, QC, stability testing, assay development, validation
- *Galapagos*: target discovery
- *Xendo*: process development, drug development, validation, RA, GMP, pharmaceutical engineering, clinical trials, bioanalytical service
- *Batavia Bioservices*: early process development
- *Octoplus*: drug delivery technology
- *TLC*: drug delivery technology
- *TNO Quality of life*: drug development
- *Millipore/Microsafe*: microbiology testing
- *BaseClear*: DNA sequencing, forensic support, bioinformatics
- *Cosine*: bioinformatics
- *CHDR*: scientific development clinical trials
- *BioTop*: Regulatory Affairs
- *ServiceXS*: genomics service center
- *LifeScienceGo!*: business resources



Ingredients of successful cluster development:

- Science
- Innovation
- Technology transfer
- Incubation
- Start-up support
- Science Park
- Park management
- Local support



Location factors

Selection of new R&D location based on:

1. Availability of qualified personnel
2. International connectivity
3. Near leading academia
4. Collaboration possibilities academia, industry
5. IT infrastructure
6. Close to market
7. R&D incentives
8. Labour costs
9. Quality of life
10. Tax climate
11. Laws, regulation
12. Entrepreneurial spirit

Source: Buck Consulting International, Dec 2011

Bio Simulation Factory

- ✓ Realistic biopharmaceutical plant, for training, education and demonstration; focus on GMP
- ✓ Bridge gap between schooling and practice
- ✓ Floor plan of 2000 m²
- ✓ Investment 7.7 M; 50% public funding (EU, city of Leiden), 50% private (private gift, in kind support by suppliers)
- ✓ Central location at Leiden Bio Science Park

Bio Simulation Factory

- ✓ Joint development of BSF and teaching modules by companies, schools and suppliers
- ✓ European tender for build & construct
- ✓ Official start early 2012
- ✓ Fully operational in 2014
- ✓ International audience
- ✓ International collaboration

Artist impression BSF



Impression

BioScience@work

Goals:

Retain workforce and talent

Provide jobs

Improve employability

- ✓ One-stop-shop
- ✓ Specific training
- ✓ Launching customers Janssen Biologics, Teva Pharmachemie, Synco BioPartners
- ✓ Regional focus
- ✓ Managed by professional agency Randstad
- ✓ Start April 1, 2011 after 2 years of preparation

Bird Bioflex

- ✓ Managed by Bird Recruitment
- ✓ Share employees among Park companies
- ✓ Aimed at service companies
- ✓ Bird bv manages legal aspects
- ✓ No firing, no hiring involved
- ✓ Started in 2011

Goal:

Facilitate smooth settling-in process for foreign students, workers and their families

- ✓ One-stop-shop Visitors' Center Leiden (opposite railway station)
- ✓ Expat officer
- ✓ Website
- ✓ Will be extended regionally; close collaboration with existing centers
- ✓ Opened January 21st, 2010

Conclusion

Collaboration is the key to success!

Leiden Bio Science Park foundation

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