



Welcome to Flanders

**“Brains, like hearts,
go where they are appreciated.”**

Robert S. McNamara
Former US Secretary of Defense



Your welcome team

Flanders Investment & Trade, FlandersBio and VIB have formed a joint welcome team to assist biotech and life sciences companies considering expansion into Flanders. The assistance we can offer covers all aspects of locating in the region, including:

- Site selection
- Personnel recruitment
- Permit applications
- Investment incentives
- Introductions to appropriate business and scientific contacts
- Identification of partnering or cooperative project opportunities

Our expert staff will offer advice and support services that are comprehensive, confidential and free of charge.

FlandersBio

FlandersBio is a non-profit cluster organization representing the major business, academic and financial players in the biotechnology sector. The network acts as a driving force for the sustained growth of the biotech industry in Flanders by:

- Stimulating the flow of knowledge between, and cooperation among, participants
- Creating a supportive environment for biotech
- Facilitating entrepreneurship
- Improving international awareness of Flanders as a biotech region

FlandersBio is an active member of EuropaBio, the European association for biotech industries.

Flanders Investment & Trade

Flanders Investment & Trade provides confidential advice and assistance to businesses considering expansion into Europe. Its expert, multilingual staff can advise companies on all aspects of an investment – from financial matters through site selection and recruitment.

Experienced advisors will provide your company with insight and data that will help you pinpoint the most favorable location for your business needs.

Flanders Investment & Trade is based in Brussels and has offices around the world.



www.flandersbio.be



Flanders Investment & Trade
Government of Flanders - Belgium

www.flandersinvestmentandtrade.com



www.vib.be

VIB

Flanders Interuniversity Institute for Biotechnology (VIB) develops molecular science applications designed to improve quality of life. VIB has three complementary activities: strategic basic research, technology transfer and science communication.

Using gene technology, some 850 VIB scientists study the biology and pathology of the human body, plants and micro-organisms. Through its technology transfer activities, VIB aims to translate scientific results into products for the benefit of society. VIB also provides information about biotechnology to students, teachers, decision-makers and the public at large.

Services

FlandersBio

Provides networking opportunities through meetings, seminars as well as targeted partnering within the life science community

- Provides a sounding board and management expertise for start-ups and/or subsidiaries of foreign companies
- Helps businesses to reduce costs by jointly sourcing services and suppliers, offering group participation at trade fairs, etc.
- Provides access to a life sciences job database
- Represents your company in interaction with authorities
- Gives you access to EuropaBio information and activities

Flanders Investment & Trade provides businesses with:

- A customized report on incentives that may be available to your organization
- Preliminary information regarding workforce, tax issues, permits and the like
- Up-to-date information on sites and premises available, their potential uses, access and the services supplied

For investor development:

- Expansion and relocation support
- Sounding board for ongoing projects
- Organization of aftercare events about topical issues (e.g. Kyoto, Belgian fiscal ruling)

VIB

- Provides opportunities for R&D cooperation
- Provides access to bio-incubator facilities for housing of R&D-driven companies
- Provides access to a broad intellectual property rights portfolio
- Provides fee-for-service activities in genomics, proteomics and transcriptomics
- Offers access to model organisms for functional validation of drugs and drug targets
- Offers access to animal facilities
- Provides you with access to the Flemish academic life sciences community

At the helm

Rudy Dekeyser is the Vice General Director of VIB and manager of VIB's technology transfer department. He is involved in strategic management of a major patent portfolio, negotiation of R&D and license agreements with companies, the establishment of biotech start-up companies and management of a bio-incubator. He is a board member at Ablynx, Peakadilly, Cardio 3, EMBLEM (the EMBL tech transfer company), FlandersBio and the Center for Agricultural Research as well as a joint founding board member of the Association of European Science and Technology Professionals (ASTP). He is guest professor of "innovation management" at the University of Ghent and advisor at KBC Bioventures, a venture capital fund. He holds a PhD in biology from the University of Ghent.

Pascal Walrave is Director Inward Investment at Flanders Investment & Trade. He began his career as financial and administrative director at a commercial advice center in Ghent before joining Decathlon in France, where he worked in sales, production and logistics. He later joined the West Flanders investment promotion agency where his major task was assisting foreign companies with investments in the province. He holds a Master's degree in law and a Bachelor's degree in business economics.

Els Vanheusden is General Manager of FlandersBio. A physician by training, she also holds Master degrees in Hospital Management and Aeronautical & Space Medicine. She has 15 years of commercial and management experience within the life sciences industry with Procter & Gamble Pharmaceuticals, Guidant Europe and Biosense Webster, a Johnson & Johnson company. In 2002 she co-founded PharmaDM, a bio-informatics spin-off company, and in 2002 IriDM, a peptidomics company. She was CEO of both companies until the end of 2004.



Contact

FlandersBio

Rijvisschestraat 118 b1
B-9052 Zwijnaarde
Belgium
Tel +32 9 241 80 41
Fax +32 9 241 80 40
els.vanheusden@flandersbio.be
www.flandersbio.be

Flanders Investment & Trade

Gaucheretstraat 90
B- 1030 Brussels
Belgium
Tel +32 2 504 88 71
Fax +32 2 504 88 70
pascal.walrave@fitagency.be
www.flandersinvestmentandtrade.com

VIB

Rijvisschestraat 120
B-9052 Zwijnaarde
Belgium
Tel +32 9 244 66 11
Fax +32 9 244 66 10
rudy.dekeyser@vib.be
www.vib.be