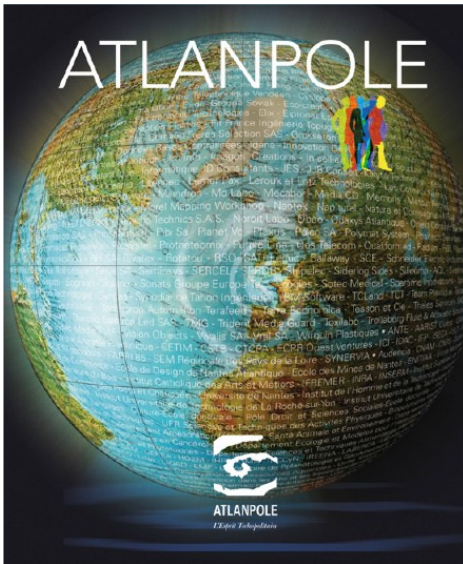


Nantes and Biosciences

From happy few to competitiveness





Recent, exponential growth

University of Nantes

1793
1961
2005

closed,
re-opened,
35,000 students

National institute for Medical research :

1987
1994
2005

1 research lab in Nantes
2 research labs, 100 researchers
8 research labs, 900+ researchers

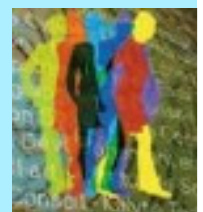
Bioscience Companies (spinoffs):

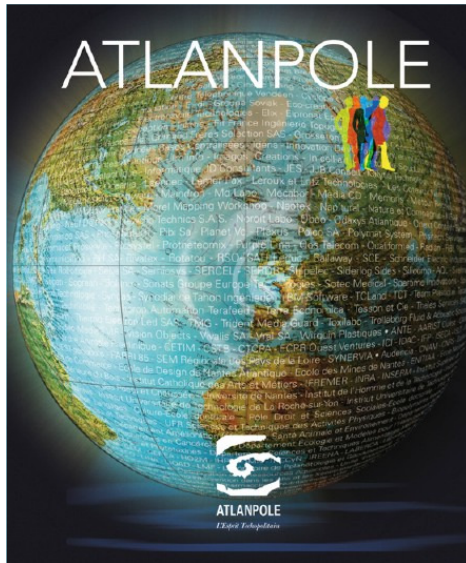
1988
1994
2005

1st created
2 companies
31 companies with biological R&D activities

Today :

Nantes acknowledged as one of France's 6 health competitiveness clusters





Competitiveness Clusters

French national initiative

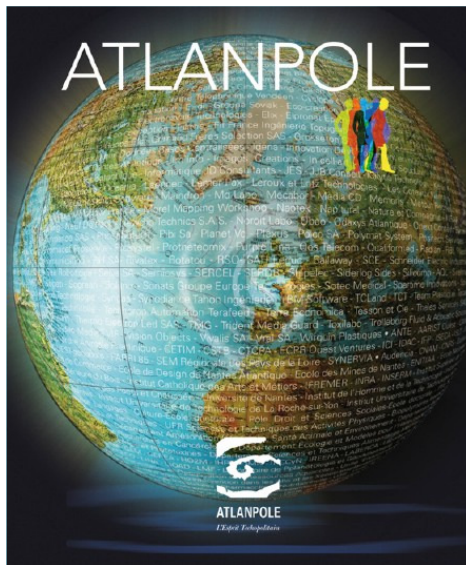
Selection of national champion clusters showing :

- « **critical** » **mass** for both research, industry and education in a given field of excellence
- proven **active collaborations** between local industry, research and education institutes.

Original concept : 15 clusters overall
6 months later : 67 clusters... and counting...

Nantes = development and validation of biotherapeutics





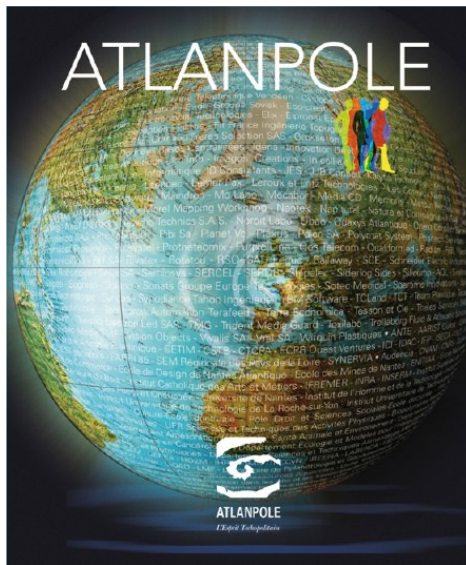
Nantes/Angers competitiveness Cluster focused on :

- cell & gene therapy
- immunology and immunotechnology
- cell and tissue engineering

Applied to

- oncology,
- cardiovascular,
- gastrointestinal diseases,
- transplantation,
- bone diseases





Key success factors our experience

Attraction of key researchers

Room for new leaders

Leading researchers attracted fellow leaders, likewise industry-minded

Every newcomer but one created at least a spinoff

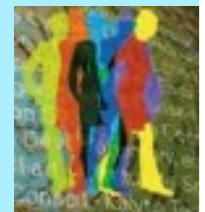
Focus on specific areas where we can « coo-pete »

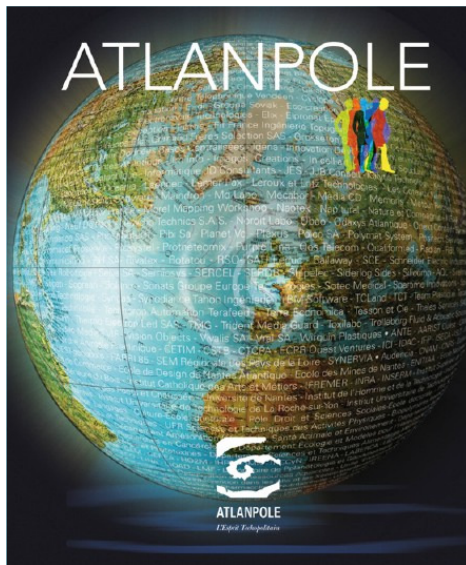
We are not competitive in Cancer

We are competitive in immunotherapy of Cancers

We are not competitive in Cardiovascular diseases

We are competitive in Cardiac arrest linked to genetic disorders





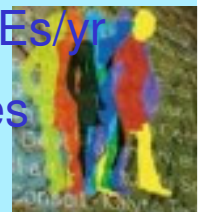
Key success factors ... our small experience

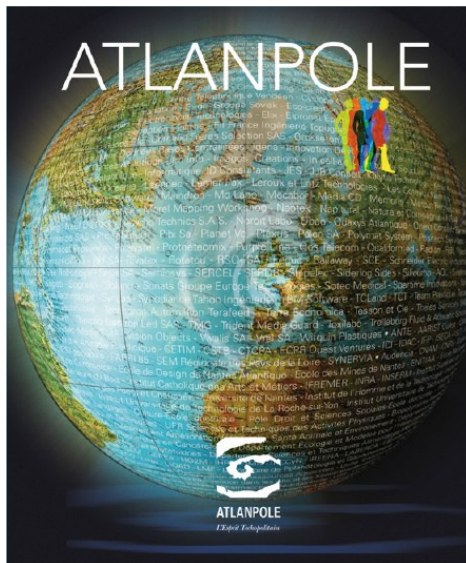
Entrepreneurship

- « Bioscience SMEs develop tomorrow's medicine » is the motto of leading University hospital professors
- Univ. Hospital is our first incubator
- Every leading professor but one created at least a spinoff

Focus on endogenous growth

- Proactive detection of potential tech transfer
- Atlanpole's core mission = creating SMEs from Research = 4 bioscience SMEs/yr
- Strong commitment of local government to build premises for local companies





Perspectives and hurdles

From quantity to quality

Grow champions
Be more selective

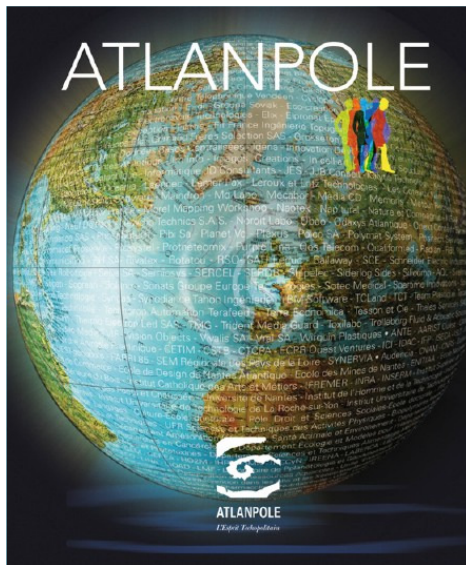
From individual to collective

Collaborative R&D programs
Build global offers

From Nantes to Tartu

Augment european partnerships at the cluster level
Make sure they lead to benefit for cluster members





Cluster-cluster cooperation

BiotheraBiz

(Nantes, **June 18th-19th**, with companies, research centers and TTOs from partner clusters)
Heidelberg/Wallonia/Leiden/Milan/Gothenburg/BioAlps/... Tartu ?

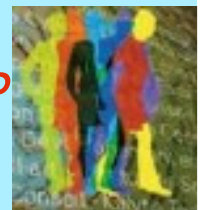
Business convention
Clustered Tech Transfer
EU collaboration opportunities

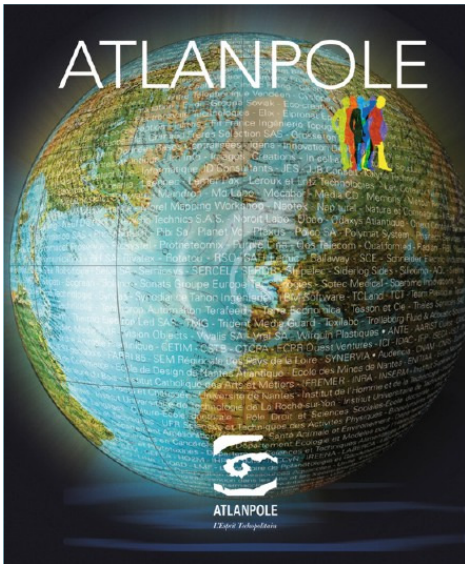
And still...

AFIBIO

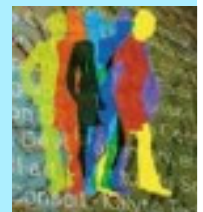
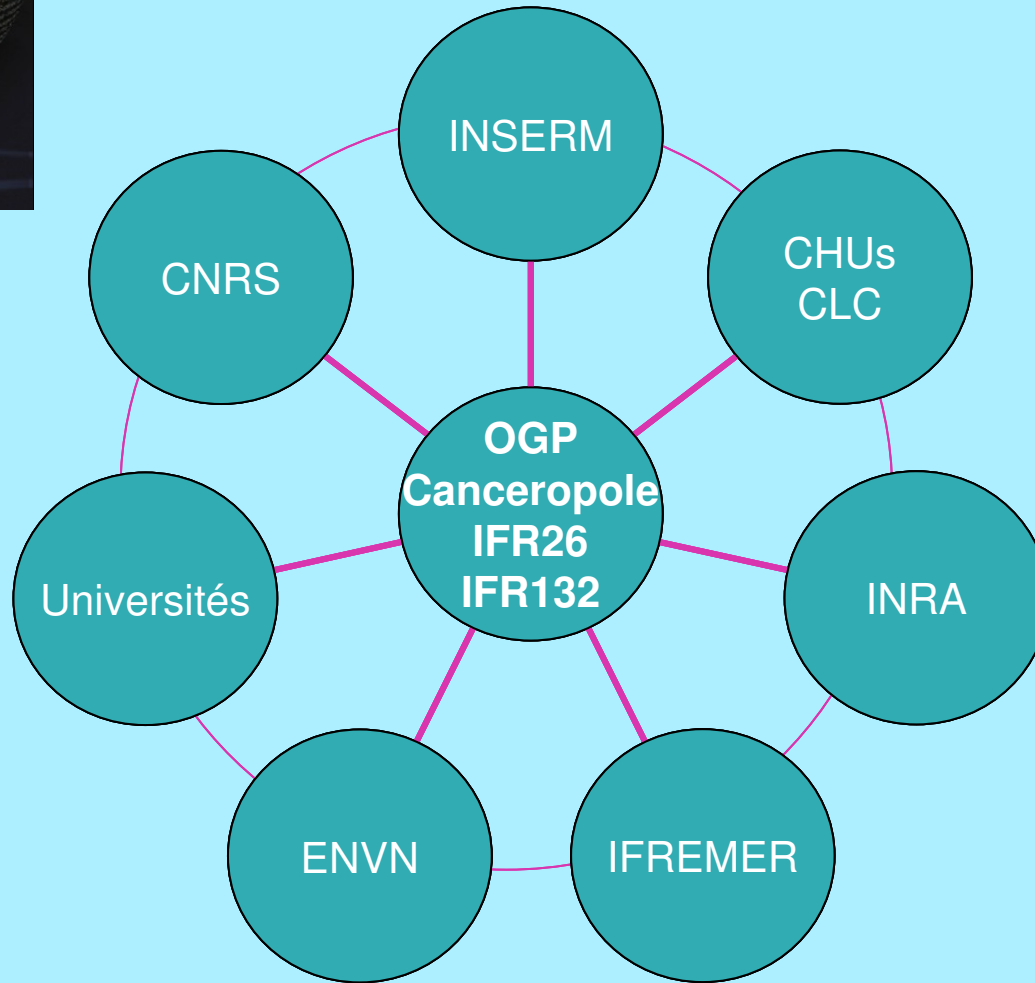
(FP6, Access to Finance in the Biotech sector)
Nantes/Heidelberg/Milan/Cardiff/Tartu + EIF/EBAN/Deloitte

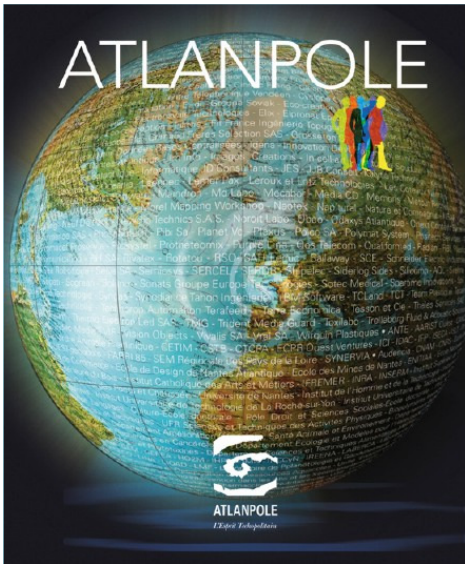
CEBR (Council of European BioRegions), **EBN** (European BICs Network), **IASP**
(International Association of Science Parks)



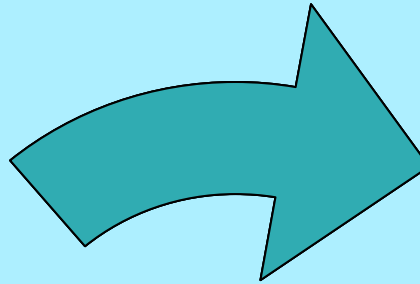
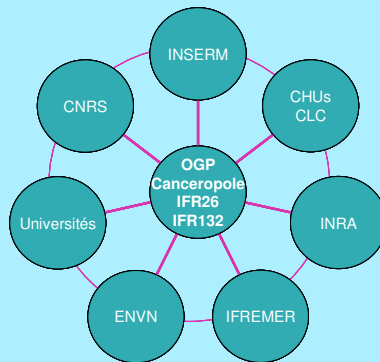


From Genes to Life Genetic Background



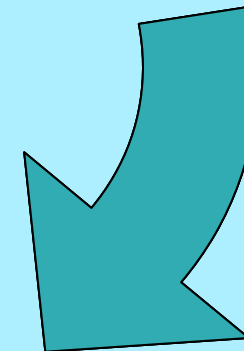


From Genes to Life Nucleus

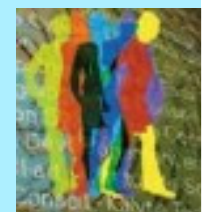
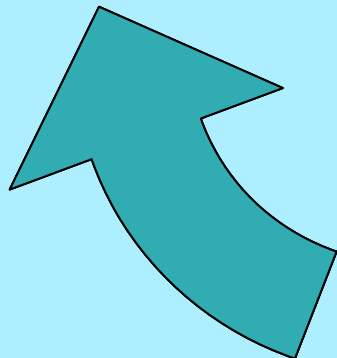


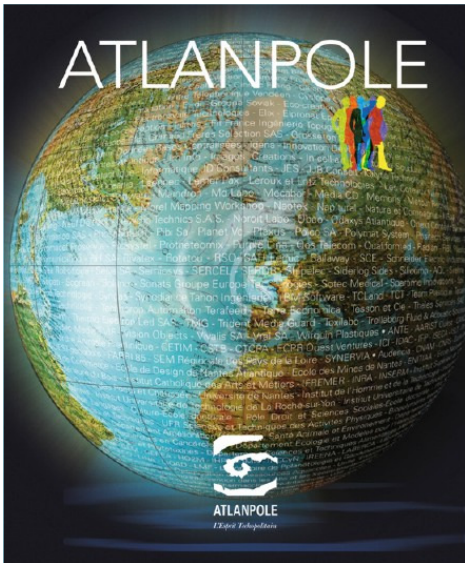
PLATEFORMES

Animation
Détection
Valorisation
Support

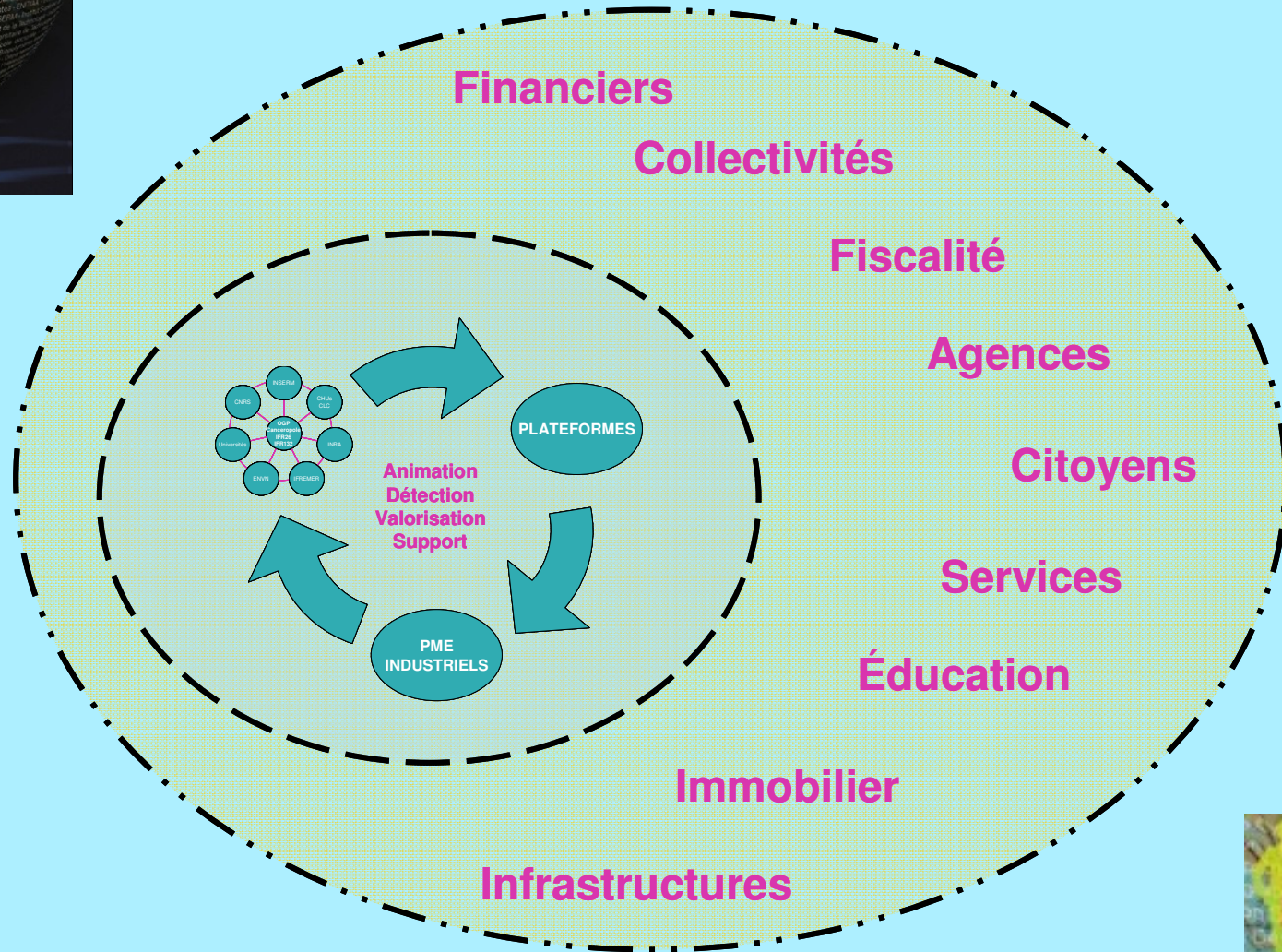


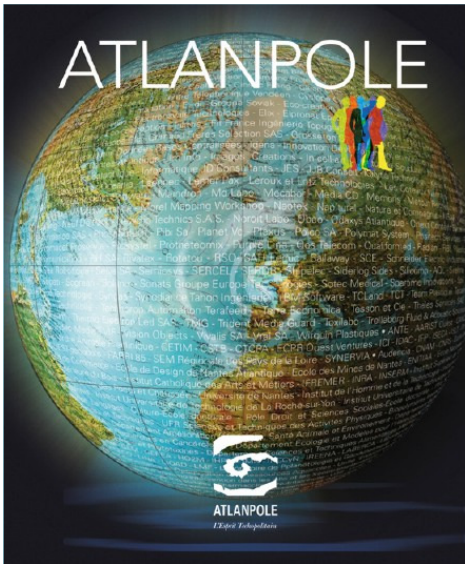
PME
INDUSTRIELS





From Genes to Life Cell





From Genes to Life Tissue

