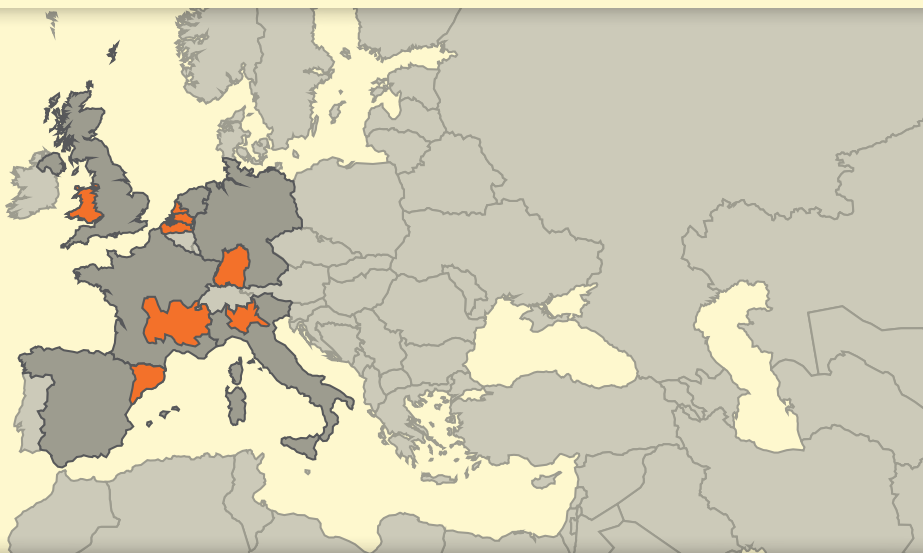


Mission of the Four Motors for Europe to the Netherlands

Noord-Brabant, South-Holland · 18 – 20 February 2019
Life Science & Health / Electro Mobility





Katrin Schütz

Welcome to the Netherlands – Welkom in Nederland!

More than 30 years ago, on 9 September 1988, the four economically strong and innovative regions Rhône-Alpes, Catalunya, Lombardy and Baden-Württemberg met in Stuttgart to found the „Four Motors for Europe“ network. Since its foundation, the Four Motors have been working together in a number of policy areas, with the aim of building bridges between citizens, businesses and Research and University Institutes. One of the most important aspects of the work of the economic group, of which Wales and Flanders are Associates, is to foster innovation and competitiveness among small and medium-sized companies and to support their involvement in international markets. For this reason, the particular region holding the presidency of the Four Motors for one year organises an Economic Mission within this period to establish new contacts with other high-performing regions.

Baden-Württemberg currently holds the presidency of the Four Motors. In this capacity, we proposed to our partners that a joint Economic Mission for companies and Cluster Organisations should travel to the Netherlands. The mission will visit the Dutch provinces of North Brabant and South Holland, both of which occupy leading positions in the Netherlands with regard to innovative and cutting-edge technologies. I am very pleased that, together with our Dutch



partners, we have managed to arrange an attractive programme, which will focus on the Electromobility, Life Sciences and Health sectors. We are confident that this will provide many insights into the research facilities of both provinces and will lead to further business contacts.

Europe needs strong and innovative regions as dynamic growth poles in order to be globally competitive. Therefore, on the first day of the Mission, political representatives from the regions of the Four Motors and its Associates, and from the two Dutch provinces North Brabant and South Holland, will be discussing the prospects of their regional innovation strategies and European cooperation. The conference will address the topic “How can Europe’s leading technology regions maintain and extend that lead?”

You can read more in this brochure about the participating companies, cluster and political representatives. I would like to thank the Dutch provinces of North-Brabant and South Holland for all their support and hospitality. I wish all participants a successful mission and hope they will establish many interesting business contacts and gain new impressions from the Netherlands.

Katrin Schütz

Katrin Schütz

State Secretary of Economic Affairs, Labour and Housing of the State
of Baden-Württemberg



Real-Life Testing Ground.



Area	2,818 km ²
Inhabitants	3.65 million
Urban centres	Den Haag, Rotterdam, Leiden, Delft, Gouda, Dordrecht
The economy	<ul style="list-style-type: none"> • Gross domestic product (GDP): 150 billion euro (2016) 21 % of national GDP • GDP per inhabitant: 37,400 euro • Exports: 25 % of regional gdp • Total R&D expenditures 3.1 billion (23.1 % of total national R&D expenditures) (2014).
Leading sectors	<ul style="list-style-type: none"> • Cleantech • High Tech & Smart Industry • Safety & Security • Horticulture, Zuid-Holland is the world leader in horticulture • Life Sciences & Health • Water & Maritime, Rotterdam is Europe's biggest port • Aerospace, ESA ESTEC is located in Zuid-Holland

Data for 2018



Adri Bom-Lemstra

Regional Minister for Spatial Planning & Housing, Economic Development & Innovation and Aviation
Province of Zuid-Holland



Noord Brabant:

Europe's Heart of Smart Solutions.

Provincie Noord-Brabant

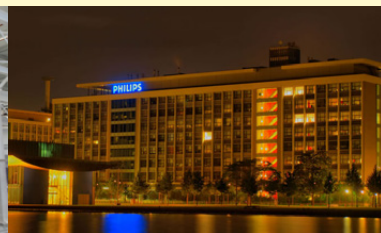
Area	5,082 km ² – approx. 12,2 % of the Netherlands
Inhabitants	2.531 million – approx. 14,8 % of the Netherlands
Urban centres	Eindhoven, 's-Hertogenbosch
The economy	<ul style="list-style-type: none"> • Gross domestic product (GDP): 111.879,860,000 euros • 15,5 % of Netherlands GDP (2017) • Economic growth (2017): 3,7 % • Labor force: 1,352,000 • Foreign companies: 1,581 • Strategic European location with excellent infrastructure and good accessibility • Highly educated, multilingual and flexible workforce • The province of Brabant also provides the Dutch overall business-friendly environment. Companies investing in the Netherlands benefit from competitive labor costs, a stable economic, political and social climate and an attractive tax climate
Leading sectors	Services, Trade, Industry, Construction

Data for 2018



Bert Pauli

Vice-Governor in the Province of Noord-Brabant
Economic and International Affairs



One region. 1000 strengths.



Baden-Württemberg

Area	35,741 km ² – approx. 10 % of Germany
Inhabitants	11 million – approx. 13 % of Germany
Urban centres	Stuttgart, Karlsruhe, Mannheim, Freiburg, Heidelberg, Heilbronn, Ulm, Pforzheim, Reutlingen
The economy	<ul style="list-style-type: none"> • Gross domestic product (GDP): 493 billion euros – 15.2 % of German GDP • GDP per inhabitant: 44,886 euros (2017) • Exports: 201 billion euros • Export volume / inhabitant: 18,164 euros (2017) • Research and development spending (in 2016): 4.9 % of GDP (German average: 2.9 %)
Leading sectors	<ul style="list-style-type: none"> • Engineering: 30.2 % of total German mechanical engineering industry • Automotive industry: with almost one third of turnover generated by the whole sector and around 40 percent of the automotive workforce in Germany Baden-Württemberg is the German “car state” • Medical technology / measuring and control systems / optics: Baden-Württemberg is market leader in the export of medical technology • Health care • Life sciences • ICT industry • Research & development: Baden-Württemberg is Europe’s number one in innovation • Aerospace industry: Baden-Württemberg is one of the most important locations for the European aerospace industry • Environmental technology and renewables

Data for 2018





Katrin Schütz

State Secretary

Ministry of Economic Affairs, Labour and Housing
of the State of Baden-Württemberg



Michael Gerner

Deputy Head of Unit, Member of the Economic Group of the
Four Motors, Crossborder Cooperation

Ministry of Economic Affairs, Labour and Housing
of the State of Baden-Württemberg



Sabine Vogl

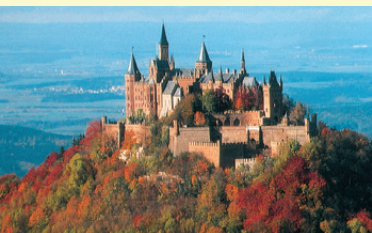
Area Specialist, Division Business Location

Ministry of Economic Affairs, Labour and Housing
of the State of Baden-Württemberg



Dr. Petra Püchner

Commissioner for Europe of the Minister of Economic
Affairs, Labour and Housing Baden-Württemberg &
Head of Steinbeis-Europa-Zentrum





Michael Statnik



Andreas Baur

Bio LAGO e.V. – health network

Byk-Gulden-Str. 2

78467 Constance, Germany

Phone +497531 921525-0

Email michael.statnik@biolago.org

Web www.biolago.org

Participants

Michael Statnik, Project Manager Diagnostics

Andreas Baur, Managing Director

Activities in the following countries

Germany, Austria, Switzerland, Liechtenstein

Sector

Diagnostics, life sciences, pharma, clinic & laboratories, medical technology

Offered services / product range

BioLAGO is the crossborder network around Lake Constance. We initiate connections and pave the way for cooperations to promote innovations. Hence, we help to create and maintain highly qualified jobs. We are a platform for information and communication and support the public relations of our members. The BioLAGO events impart knowledge and promote co-cooperations between network members and external partners.

Core competencies

- Linking business with science for innovations
- Strengthening the health industry around Lake Constance
- Improving cross-border relationships and economic development
- Public relations and further education on current business topics

Cooperation objectives

Looking for representatives, agents or distributors, joint venture partners



BIOPRO Baden-Württemberg GmbH

Alexanderstr. 5
70184 Stuttgart, Germany
Phone +49 711 218185-16
Email ref@bio-pro.de
Web www.bio-pro.de

Participant

Number of employees

Activities in the
following countries

Sector

Offered services/
product range

Core competencies

Caroline Ref, Project Manager

24

Germany

Biotechnology, medical technology, pharmaceutical industry,
healthcare sector, bioeconomy

The innovation agency focuses on the healthcare sector (including biotech, medtech & pharma) and fosters the development of a bio-economy in the state:

- We work in partnership with science, the economic sector & networks
- We contribute to cross-sectoral cooperation and hence to innovation
- We offer support for technology transfer and start-up projects
- We provide you with comprehensive information

Fostering innovation, supporting cooperations, providing comprehensive information, supporting startup companies, representing the healthcare and bioeconomy location Baden-Württemberg on the national and international level.



BioRegion STERN Management GmbH

Friedrichstr. 60

70174 Stuttgart, Germany

Phone +49 711 87035432

Email altintoprak@bioregio-stern.de

Web www.bioregio-stern.de/en

Participant

Number of employees

Activities in the
following countries

Sector

Offered services/
product range

Core competencies

Cooperation objectives

Requirements for an
ideal business partner

Klara Altintoprak, Project Manager,

8

Austria, Belgium, Denmark, France, Italy, Ireland, Luxembourg,
The Netherlands, Poland, Spain, UK

Services in biotechnology, medical engineering, automation,
digitalization

Supporting SMEs of the biotech and medtech in networking,
Investment, founding. Organising Events: Networking,
regulatory, awards

Promoting dialogue and cooperation between SMEs and RTOs
from the sectors of biotechnology and medical technology

We have long lasting cooperations with different Cluster
Organisations from the Netherlands. Example: Interreg NWE
projects

Institutes, companies and Cluster organisations form the life
science sector

BizIOs



BizIOs GmbH

take-off GewerbePark 3
78579 Neuhausen ob Eck, Germany
Phone +49 7467 949012
Email gaudenzil@bizios.de
Web en.bizios.de

Participant

Number of employees

Activities in the
following countries

Sector

Offered services/
product range

Core competencies

Cooperation objectives

Requirements for an
ideal business partner

Luigi de Gaudenzi, Managing Director

1

Germany, Austria, Switzerland, Italy

Engineering, medical engineering, chemicals industry, services

- IP management
- FTO analyses
- Market research
- Licensing support
- EU 2016/943 implementation
- Making market know-how protectable
- Making protected ideas marketable
- Product life-cycle extension
- Product development

Looking for 1. any technology-driven SME, 2. pouch-makers
SME



Efficient Robotics GmbH

Bahnhofstr. 82

70806 Kornwestheim, Germany

Phone +49 7154 15998-50

Email jutta.gerstner@efficient-robotics.com

Web www.efficient-robotics.com

Participant

Number of employees

Activities in the
following countries

Sector

Offered services/
product range

Core competencies

Cooperation objectives

Requirements for an
ideal business partner

Dr. Jutta Gerstner, Senior Sales Manager

10

Europe

Chemicals industry, biotechnology, pharmaceutical industry,
food and feed industry

High throughput screening system for biological and chemical
processes.

- Microfluidic system
- Complete automation of the entire screening workflow
including assay addition, incubation and detection
- Ultrahigh throughput of up to 10 mio. samples / day
- Easy handling and small footprint
- Modular system

Looking for customers, representatives, agents or distributors

- Medium and large size pharmaceutical companies
developing antibodies and other biologics
- Medium and large size biotech companies developing
enzymes, other recombinant proteins or peptides
- Providers for biotechnical services like enzyme or antibody
development, contract research



Fraunhofer IPA

Theodor-Kutzer-Ufer 1 – 3

68167 Mannheim, Germany

Phone +49 621 172070

Email christian.reis@ipa.fraunhofer.de

Web www.ipa.fraunhofer.de

Participant

Number of employees

Activities in the
following countries

Sector

Offered services/
product range

Core competencies

Cooperation objectives

Dr. Christian Reis, Deputy Head of Department

500

Applied R&D for national and international partners, mainly
active in Germany and Europe

Measuring and control technology, information technology,
biotechnology, services, engineering, medical engineering

Applied R&D with numerous living labs, test sites and other
R&D capabilities

Applied R&D with direct link to a University Medical Center

Looking for R&D subcontracting, R&D partners



Matrix Requirements GmbH

Blumenstr. 9 a
77704 Oberkirch, Germany
Phone +33 643046634
Email wolfgang@matrixreq.com
Web matrixreq.com

Participant	Wolfgang Huber, Managing Director
Number of employees	6
Activities in the following countries	Europe, North America, India, Oceania
Sector	Medical engineering, biotechnology
Offered services / product range	Requirement management and quality management solutions for medical device manufacturers
Core competencies	Dedication to medical, ease of use / modern application supporting agile development
Cooperation objectives	Looking for direct sales through website / SEO

tec-connection



tec-connection

Oberlohnstr. 3

78467 Konstanz, Germany

Phone +49 175 448-4963

Email patrick.courtney@tec-connection.com

Web www.tec-connection.com

Participant

Activities in the
following countries

Sector

Offered services/
product range

Core competencies

Cooperation objectives

Dr. Patrick Courtney, Partner

UK, CH, DE

Robotics ai, laboratory, life science, biotechnology, measurement

- R&D
- Innovation
- Market research

Laboratory robotics

Looking for R&D partners



Hochschule
Albstadt-Sigmaringen
Albstadt-Sigmaringen University



University of Applied Science, Campus Sigmaringen

Anton-Günther-Str. 51

72488 Sigmaringen, Germany

Phone +49 161 133 5679

Email ter.woort@hs-albsig.de

Web www.hs-albsig.de

Participant

Sector

Offered services /
product range

Core competencies

Andreas ter Woort, Innovation & Transfer Manager

University of Applied Science life science, economics,
engineering and informatics

Education, research, innovation and transfer

Life science, economics, engineering and informatics,
foodproduction, foodproductionmachinery, cosmetics,
pharma- and diagnostic industry, food-facility management,
renewable energy



Post CH AG · Post Logistics

Wankdorfallee 4

3030 Bern, Schweiz

Phone +41 7632 60067

Email karin.reukauf@post.ch

Web www.post.ch/logistics

Participant

Number of employees

Activities in the
following countries

Sector

Offered services/
product range

Core competencies

Cooperation objectives

Requirements for an
ideal business partner

Karin Reukauf, Sector Manager Health

59.369

Solution provider for Switzerland but also active in Europe (Import & Export) and in combination with partners internationally

Services to all sectors

Logistics, e-health, documentation solutions and mailroom, financing, people transportation – physical and digital logistics in different sectors

Trusted partner in Switzerland for transportation of data and goods, being at the point of use B2B and B2C – every day at every customer at any time in Switzerland

Looking for customers, wholesale partners, suppliers

Companies searching for innovative process solutions in Switzerland, direct marketing as well as digital and physical process solutions into hospitals, laboratories, to physicians, rehabilitation center, retirement homes and to the patients at home



Baden-Württemberg International GmbH (bw-i)

Willi-Bleicher-Str. 19
70174 Stuttgart, Germany
Phone +49 711 22787-0
Email info@bw-i.de
Web www.bw-i.de

Participants

Heike Passauer, Regional Manager Western Europe

Baden-Württemberg International – Your one-stop agency on the way to success.

Baden-Württemberg International (bw-i) is the competence centre of the State of Baden-Württemberg (Germany) for the internationalisation, promotion and development of business, science and research. We lend support to domestic and foreign companies, clusters and networks, research institutions and universities by serving as the central first point-of-contact in all questions relating to internationalisation.

Our main objectives are:

- Strengthening contacts between foreign and local companies, universities and research institutions
- Supporting the endeavours of Baden-Württemberg companies, universities and research institutions to enter foreign markets
- Positioning Baden-Württemberg as an excellent location for business and science

Our support services include:

- Provision of general information on Baden-Württemberg as a location for business and science, as well as specific location and structural data
- Supply of general information on the legal framework and social insurance
- Identification of suitable business and scientific partners for your company
- Identification of potential sites and organisation of site visits in cooperation with regional and local business-promotion agencies
- Support with administrative procedures
- Gateway to all actors in the field of business promotion and development, such as technology-oriented industrial institutions and sector-specific networks



e-mobil BW GmbH

Leuschnerstr. 45
70176 Stuttgart, Germany
Phone +49 711 89238526
Email info@e-mobilbw.de
Web www.e-mobilbw.de

Participant
Number of employees
Activities in the
following countries
Sector

Offered services/
product range

Core competencies

Maren Louchet, International Cooperation

24

Europe and worldwide

Public sector (State Agency for New Mobility Solutions and Automotive Baden-Württemberg)

In order to enhance the innovative strength in Baden-Württemberg, e-mobil BW promotes networking of all players in all sectors of new mobility solutions and automotive. As cluster and network management, we integrate SME in the innovation process and initiate joint research projects along the entire value chain up to the point of application. e-mobil BW assists municipalities and communities to advance electrification and digitalisation of traffic and supports suitable framework conditions in infrastructure, training and education as well as talent promotion.

The future of mobility will be automated, connected and electric. Efficient low-emission powertrains, digitalisation of vehicles, services and work processes will lead to dramatic changes worldwide. e-mobil BW, the central agency for innovation in new mobility solutions of the State of Baden-Württemberg, is well connected in a large partner network and joins the effort of shaping the deep-going transformation in technology to a successful outcome.



Energy Storage



ads-tec Energy GmbH

Heinrich-Hertz-Str. 1

72622 Nürtingen, Germany

Phone +49 7022 2522-1492

Email k.knezar@ads-tec.de

Web www.ads-tec.de

Participant

Activities in the following countries

Sector

Offered services / product range

Core competencies

Cooperation objectives

Requirements for an ideal business partner

Karl Knezar, Head of Sales Charging Infrastructure

Europe mostly but also overseas projectwise

Energy storage, EV-charging

- High-Power-Charging EV's (up to 320 kW)
- Battery Storage Systems (9 kWh – x Mwh)
- Industrial computing (hardware & software)

- Combination of storage and charging
- End2End warranty (end-customer to cell supplier)

Looking for CPO's, wholesaler, integrater

- Experience in EV Charging
- Contacts to relevant customers in Energy Sektor



conZentrik GmbH

Landecker Str. 16

70329 Stuttgart, Germany

Phone +49 711 3808-909

Email heiner.schmeck@konzentrik.de

Web www.konzentrik.de

Participant
Activities in the
following countries
Sector

Dipl.-Ing. Heiner Schmeck, CEO and founder
Germany, France, Italy, Spain, Denmark, Sweden, Israel

Automobile industry, electrical and electronic industry,
information technology, engineering, mobility systems,
traffic and transportation

Offered services/
product range

conZentrik provides consultancy and engineering services
in the field of automotive systems, electrics/electronics, e-
mobility, telematics and ADAS. Based on system dynamics and
sensitivity modelling a systemic approach determines the work
principles of conZentrik.

Core competencies

Goals of participation in the trade mission (please specify):
Find partners to cooperate with in the fields of e-mobility and
automation, e.g. within H2020 projects or other initiatives.
Foster the cooperation amongst the regions and companies
concerned.



IPG Automotive GmbH

Bannwaldallee 60

76185 Karlsruhe, Germany

Phone +49 721 98520-29

Email charles.miquet@ipg-automotive.com

Web www.ipg-automotive.com

Participant	Charles Miquet, Technical Account Manager France – Belgium – The Netherlands – Luxemburg – Italy – Spain
Number of employees	220
Activities in the following countries	Austria, Belgium, China, Germany, France, Italy, India, Japan, Luxemburg, The Netherlands, Spain, South Korea, Sweden, UK, USA, ...
Sector	Automobile industry, electrical and electronic industry, engineering
Offered services/ product range	As an innovation driver for virtual test driving, the company is a leading global provider of software and hardware products for the automotive and supplier industry. With the areas Simulation Software, Realtime Hardware, Test Systems and Engineering Services, IPG Automotive supports its customers with future-oriented solutions in creating innovations and shaping their development process efficiently.
Core competencies	The innovative solutions CarMaker, TruckMaker, and MotorcycleMaker, as open integration and test platforms, facilitate great savings in time and cost for customers, in a continuous development process of MIL, SIL and HIL, all the way to the VIL method. The application ranges from the advanced driver assistance systems, autonomous driving, powertrain and vehicle dynamics simulation.

In cooperation with

Netherlands Business Support Office

Kleiner Schloßplatz 13 – 15
70173 Stuttgart, Germany

Phone +49 711 87038-550

Email info@nbso-stuttgart.de

Web www.nbso-stuttgart.de



Generalkonsulat des Königreichs der Niederlande

Nymphenburger Str. 20a
80335 München, Germany
www.sieunddieniederlande.nl



Kingdom of the Netherlands

Auvergne- Rhône-Alpes



Area	70,000 km ² (same size as Ireland) – 13 % of metropolitan France
Inhabitants	8 million (higher than several European countries) – approx. 12 % of France
Metropolises	Lyon, Clermont-Ferrand, Grenoble and Saint-Etienne
The economy	<ul style="list-style-type: none"> • Gross domestic product (GDP): 244 billion euros – more than 12 % of French GDP • GDP per inhabitant: 31,104 euros • More than 608,000 businesses • 1st French region for the R&D investments (6.5 billion euros) • 2nd region in France for the number of researchers (35,000), the number of patents applied every year (2,600) and the number of laboratories both private and public (550) • 2nd French region for exports and foreign direct investments
Leading sectors	<p>8 excellence sectors identified in the Regional Scheme for Economic Development, Innovation and Internationalisation (SRDEII) and the Regional Scheme for Higher Education, research and Innovation (SRESRI) 2017 – 2021:</p> <ul style="list-style-type: none"> • Industry of the future and industrial production: with more than 500,000 employees, Auvergne-Rhône-Alpes is the first industrial region in France • Digital technologies: Auvergne-Rhône-Alpes is the biggest digital cluster in Europe, with more than 600 companies • Mobility and Intelligent Transport Systems • Health & Energy • Construction and Public Works • Agriculture / Agri-food / Forestry • Sport / Mountain / Tourism: the largest ski area in the world

Data for 2018





Annabel André-Laurent

Vice-President in Charge of Enterprises, Employment, Economic Development

Regional Council Auvergne-Rhône-Alpes –
Economic Development Department



Elisabetta Schena

Project Manager

Regional Council Auvergne-Rhône-Alpes –
Economic Development Department



Sabine Loireau

Project Manager – Mobility and Intelligent Transport Systems,
Coordinator Regional Excellence Sectors' Policies and
Interclustering Activities

Regional Council Auvergne-Rhône-Alpes –
Economic Development Department



Hervé Dumont

Service Coopérations Européennes
Direction des Relations Internationales

Regional Council Auvergne-Rhône-Alpes –
Economic Development Department



IMAXIO

99 rue de Gerland
69007 Lyon, France
Email slandon@imaxio.com
Web www.imaxio.com

Participant	Sylvain Landon, Chief Operating Officer
Number of employees	10
Sector	Pharmaceuticals laboratory (vaccine), biotechnology
Offered services/ product range	Provide a vaccine to prevent Leptospirosis
Core competencies	Hold a French MAA and trade marks to produce, distribute & support a vaccine protecting against leptospirosis vaccine (Spirolept (r))
Cooperation objectives	Looking for respresentatives, agents or distributors, joint venture partners
Requirements for an ideal business partner	Pharmaceutical laboratory having (regular authorisation to market, distribute and support a vaccine)

*Emilie Romeo**Melanie Denizot*

Lyonbiopôle

321 avenue Jean Jaures

69007 Lyon, France

Phone +33 727 65330

Email emilie.romeo@lyonbiopole.com

Web www.lyonbiopole.com

Participants

Emilie Romeo, Head of European Affairs

Melanie Denizot, EU Project Manager

Activities in the following countries

As a French cluster, Lyonbiopole is the gateway to healthcare innovation in Auvergne-Rhône-Alpes. It aims at supporting ambitious projects and innovative companies in the healthcare & life sciences' sector.

Sector

Life sciences, biotech and medtech

Offered services / product range

The cluster's strategic missions are focused around:

- promoting the emergence of innovative R&D collaborative projects;
- supporting SME in areas such as strategic partnerships, access to private investors, expertise and training;
- fostering SME Internationalization and the cluster's position at the European and International levels;
- offering access to high-level facilities dedicated to life sciences companies.

Cooperation objectives

We are looking for cooperation with clusters organisations, academic institutes to build up EU projects / find partners for our SMEs members



CARA – European cluster for mobility

c/o CCI de Lyon – Place de la Bourse

69002 Lyon, France

Phone +33 472 405700

Email magali.jouve@cara.eu

Web www.cara.eu

Participant

Number of employees

Activities in the
following countries

Sector

Offered services/
product range

Core competencies

Magali Jouve, Project manager

10

Germany, Sweden, Canada

Automobile industry and mobility industry

- Genesis of projects
- Supporting the project set-up phase
- Accreditation process
- Promoting innovation
- Anticipating and developing the solutions for the future
- Looking for testing grounds
- Methodological support for testing
- Promoting demonstrators
- Global performance
- Business development skills
- Pooling resources and skills
- Providing support for developments in urban mobility
- Representing and coordinating the automobile and industrial vehicle industry in the Auvergne-Rhône-Alpes Region



Carpenter SAS

Parc d'activités de Champgrand
26270 Loriol sur Drôme, France

Phone +334 75 61 15 15

Email lionel.gaillard@carpenter.com

Web www.carpenter.com

Participant

Number of employees

Activities in the
following countries

Sector

Offered services/
product range

Cooperation objectives

Lionel Gaillard

4,700

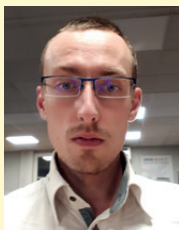
We have factories in US, Canada, UK, Belgium, Sweden, France and Germany. We deliver our customers in North America and in Europe

Automobile industry, plastics industry, environment, chemicals industry, textile industry

Through our assembly, cutting and shaping of flexible or semi-rigid materials (foam, textiles, films, adhesives...), we can offer technical combinations to respond to problematics posed by industries:

- Thermal and acoustic insulation, equipment water and air tightness
- Protection of materials against hostile environments (fire, chemical products)
- Individual protection (PPE) and personal comfort
- Addition of esthetic materials (textiles, leather) for a better Look

Looking for customers, retail partners, suppliers

*David Mugnier**Richard Delattre*

OROS

23 Chemin Des Pres
38240 Meylan, France
Phone +33 476 906236
Email info@oros.com
Web www.oros.com

Participants

David Mugnier, Export Sales Manager
Richard Delattre, Area Sales Manager

Number of employees

46

Activities in the following countries

Japan, South Korea, India, Thailand, Malaysia, South Africa, Saudi Arabia, Russia, Poland, Czech Republic, Scandinavia, The Netherlands, Belgium, Hungary, Germany, Austria, France, UK, Italy, Spain, USA, Canada, ...

Sector

Automobile industry, aerospace industry, electrical and electronic industry, measuring and control technology, engineering, energy, chemicals & petrochemicals, oil & gaz, marine

Offered services / product range

Noise & Vibration Testing solutions

Core competencies

OROS is a manufacturer of Noise & Vibration analyzers, hardware, software and services. We offer comprehensive solutions covering many application for R&D, Production and Maintenance.

Cooperation objectives

Looking for representatives, agents or distributors

Requirements for an ideal business partner

Knowledge in Noise & Vibration. Good relationship with local industries



NETRI

321 avenue Jean Jaures
69007 Lyon, France
Phone +33 65 2970938
Email honegger@netri.fr
Web www.netri.fr



Participant	Thibault Honegger, Chief Science Officer, President and Co-founder
Number of employees	6
Activities in the following countries	EU, US, JP, CH
Sector	Medical engineering, biotechnology, engineering, neuroscience, neurological disorders, pharmaceutical industry
Offered services / product range	Organ on chip approach for predictive medicine services for neurological troubled patients and drug, efficiency assessment
Core competencies	Physiologically relevant neural circuits in vitro model, network level functional recovery assessment, high throughput drug assays, high throughput manufacturing of chips
Cooperation objectives	Looking for customers, suppliers / subcontractors, representatives, agents or distributors
Requirements for an ideal business partner	Complementary partners, distributor settled in hospitals / patients associations

Catalunya



Generalitat de Catalunya
Government of Catalonia

Area	32,108 km ² – approx. 6 % of Spain
Inhabitants	7.5 million – approx. 16 % of Spain
Urban centres	Barcelona, Girona, Tarragona, Lleida, Sabadell
The economy	<ul style="list-style-type: none"> • Gross domestic product (GDP): 234 billion euro – 20 % of Spanish GDP • GDP per inhabitant: 31,223 euro • Exports: 70 billion euro • Research and development spending (in 2017): 1.5 % of GDP (25 % of Spanish expenditure) • 1.05 % of world's scientific production (2015) • SMEs account for 99 % of Catalan companies • 17,000 Regular exporting companies
Leading sectors	<p>A diversified productive base</p> <ul style="list-style-type: none"> • Food & Drinks (12 %) • Chemicals (11.9 %) • Energy (9.8 %) • Automotive (9 %) • Pharma (7.6 %) • Metal (excl. machinery) (7.3 %) • Water supply and Waste Management (5.75 %) • Industry makes up 21.4 % of Catalan GDP, while Services represent 73 % of GDP

Data for 2018





Joan Romero

CEO

ACCIÓ (Agency for Competitiveness of Catalunya)



Montserrat Casas

Institutional Relations Director

ACCIÓ Barcelona



Paul Barreveld

ACCIÓ Netherlands



Natascha Van Bijsterveld

ACCIÓ Belgium





Anagram – ESIC

Esteve Terradas 37 – 41, bajos 2

Barcelona, Spain

Phone +34 934515250

Email s.casellas@anagram-esic.com

Web www.anagram-esic.com

Participant

Number of employees

Activities in the
following countries

Sector

Offered services/
product range

Core competencies

Cooperation objectives

Requirements for an
ideal business partner

Silvia Casellas, CEO

9

Active in Spain but with clients in: Germany, the Netherlands, France, Spain, Canada, US, UK

Biotechnology, chemicals industry, medical engineering

We organize, coordinate and manage clinical research with new study drugs and new medical devices, from first in human (phase I) to phase III and also observational/postmarketing studies.

We are a flexible, customer focused organization. We use a risk management strategy to achieve success by identifying potential risks and planing contingency and mitigation measures. We have a stable and experienced team who is passionate about their work and support clients and investigators during the life of the study in order to obtain good quality data, within budget and as per agreed timelines.

Looking for customers, joint venture partners

Small / medium companies who have a medical device or a study drug for which they need to organize a study to obtain data.



Nanobiotechnology for Diagnostics Group (Nb4D) IQAC-CSIC

Carrer Jordi Girona 18 – 26 · 08034 Barcelona, Spain

Phone +34 666 089096

Email izaskun.miguel@iqac.csic.es

Web www.iqac.csic.es/nb4d

Participant

Dr. Izaskun Miguel-García, Project Manager and Research Promoter

Number of employees

18

Activities in the
following countries

Spain, Belgium, UK, Denmark, USA

Sector

Environment, chemicals industry, biotechnology

Offered services/
product range

Hapten design and synthesis, customized polyclonal and monoclonal antibody production, antibody purification, immunoassay development, hybridoma banking, preparation of bioconjugates and molecular probes, development of immunochemical methods, biofunctionalized nanoparticles and surfaces, biosensors development, medium and large scale-up antibody production, personalized project discussions.

Core competencies

At the Nb4D we design versatile antibody-based strategies to develop new diagnostic methods by performing a highly multidisciplinary research at the interface of disciplines such as organic chemistry, immunochemistry, surface chemistry, bioanalytical chemistry and nanobiotechnology. The enhanced and improved diagnostic tools developed at the Nb4D have application for clinical diagnostics in different fields (i. e., infectious, cardiac or mental diseases) and the detection of residues and pollutants for food and environmental safety.

Requirements for an
ideal business partner

Open for collaboration in research projects and / or interested in our IP portfolio or services.



AICTINA CONSULTING

C / Gomis, 34

08023 Barcelona, Spain

Phone +34 935 108120

Email jose@aictina.eu

Web www.aictina.eu

Participant

Number of employees

Activities in the
following countries

Sector

Offered services /
product range

Core competencies

Cooperation objectives

Requirements for an
ideal business partner

Jose De Miguel, CEO

9

Belgium, Holland, France, Germany, Luxembourg, Switzerland, Ireland, Denmark and Spain

Automobile industry, information technology, services

We are unique in our mission, which is to provide the best IT Talent in Europe for our clients. Since our foundation we have been helping companies incapable of finding their IT specialist in their own countries to find them among the best skilled in the EU. Fervent supporters of the EU, we firmly believe in the free movement of talent across countries as a way to strengthen our client's competitiveness.

- Huge Pool: We will find you the specialist you are looking for within an incredible pool of over 8 million ICT professionals in the EU.
- Salary GAP: The salary differences between EU countries allows us to find top professionals from lower-waged countries and still be market competitive.
- Tailored service: We can help you with all the selection process. From the profiling to language, psychological or technical screening, from video-interviewing to on-site visits and of course with ant contracting, transitioning or relocation.
- EU Nearshore: We can also help you with nearshoring at the EU to reduce your costs.

Looking for customers, representatives, agents or distributors. Offering our services to companies winning European Institution's contracts.

Any company / institution with IT positions unable to fill them.



Anna Terradas



Dr. Francisco Manuel Ramos

Francisco Alberó, S.A.U. FAE

C / Rafael Barradas, 19

08908 L'Hospitalet de Llobregat, Spain

Phone +34 93 261 85 00

Email a.terradas@fae.es

Web www.fae.es

Participants

Anna Terradas, OEM Business Developer

Dr. Francisco Manuel Ramos, R&D Manager

Number of employees

350

Activities in the following countries

Spain, France, Germany, Italy, The Netherlands, Poland, Portugal, UK, Belgium, Turkey, Austria, Denmark, Argentina, Belgium, Brazil, China, Colombia, Canada, USA, Finland, Sweden, Switzerland, Australia

Sector

Automobile industry, aerospace industry, electrical and electronic industry, engineering

Offered services / product range

FAE designs and manufactures electrical and electronic products for the automotive sector since 1952. Products that FAE offers: Oxygen sensors, pressure sensor, exhaust gas pressure sensor, camshaft sensor, crankshaft sensor, ABS, RPM sensor, speed sensor, electro valves, solenoid valves, knock sensor, thermostatic solenoid valves (heating), water, ambient, air intake temperature sensor

Core competencies

Innovation, flexibility, knowledge of automotive sector

Cooperation objectives

Looking for customers/partners, Sales



MANCOMUNITAT DE LA CONCA D'ÒDENÀ

Avinguda Mestre Muntaner, 86

8700 Barcelona, Spain

Phone +34 609 022014

Email now@investcentercatalonia.cat

Web www.investcentercatalonia.cat/en

Participant

Joan Serra Muset, CEO CAMPUS MOTOR ANOIA,
Delegate of Invest Center Catalonia

Number of employees

1 – 10

Activities in the
following countries

Spain

Sector

Automobile industry, aerospace industry

Offered services/
product range

The facilities of Anoia Motor Campus have an integrated ecosystem of innovation so that users and customers can develop new products and services linked to smart and sustainable mobility.

In addition to this, we're working together with Catalonia Living Lab to turn the territory into a test field for the autonomous and connected vehicle.

Finally, industrial land is available for the establishment of companies in the territory as well as accompaniment is offered during the process of setting up.

Cooperation objectives

Looking for customers

Requirements for an
ideal business partner

Automotive companies, R&D business and engineering businesses, national and international clusters, Piers, OEMs, competition and sports teams, research and development centers, universities, and associations of the automotive industry.



NAD S.L.

Octave Lacante 2 – 6

08100 Barcelona, Spain

Phone +34 93 5795860

Email jxicola.nadsa@shad.es

Web www.shad.es

Participant

Number of employees

Activities in the
following countries

Sector

Offered services/
product range

Core competencies

Cooperation objectives

Requirements for an
ideal business partner

Jaume Xicola, CEO

250

Germany, France, Uk, Spain, Italy, China, South Korea,
Indonesia, Taiwan, Argentina, United States, Mexico

Automobile industry, plastic industry, textile industry,
engineering, metal processing, electrical and electronic industry

- Plastic boxes for motorcycles
- Seats for motorcycles
- Bags for motorcycles
- Metal carriers for motorcycles
- Engineering office to develop projects for the motorcycle sector related to boxes and seats
- Foam injection for the production of seats for motorcycles
- Assembly of plastic components for the production of boxes worldwide

Looking for suppliers / subcontractors

Motorcycle manufacturer with electric vehicles in his fleet
willing to add a connected box

*Emilio Garcia Conde**Ruben Espin*

QEV Technologies S.L.

Rec Molinar 11

08160 Montmelo, Spain

Phone +34 639 708483

Email egarcia@qevtech.com

Web www.qevtech.com

Participants

Emilio Garcia Conde, Project Manager

Ruben Espin, CFO

Number of employees

82

Activities in the following countries

China, UK and Spain

Sector

automobile industry, electrical and electronic industry, engineering, services

Offered services / product range

Motorsport services

Core competencies

We design electric hypercars, competition cars and powertrains minibuses or trucks. We are also experts in EV charging systems.

Cooperation objectives

Looking for customers or suppliers of the automotive industrie

Requirements for an ideal business partner

OEM of the automotive market. Suppliers in OIT, connected car and autonomous automated vehicles systems.

Lombardia



Area	23,864 km ² – approx. 8 % of Italy
Inhabitants	10 million – approx. 16.5 % of the Italian population
Urban centres	Milano, Bergamo, Brescia, Como, Cremona, Lecco, Lodi, Mantova, Monza, Pavia, Sondrio, Varese
The economy	<ul style="list-style-type: none"> • Gross domestic product (GDP): 367 billion euros – 21.8 % of Italian GDP • GDP per inhabitant: 36,600 euros • Enterprises: 818,484 • R&I System: 13 universities, 1 School of Higher Education, 12 NRC institutes, 5 scientific and technology parcs, 19 IRCCS • Research and development spending (2016): 1.3 % of regional GDP • Exports: 120 billion euros
Leading sectors	<p>The economy of Lombardy is characterized by a wide variety of industries</p> <ul style="list-style-type: none"> • agriculture and livestock • heavy and light industries • Service sector: Mostly related to international trade and financial services • Touristic industry: highly increased its share on contribution to the regional GDP • The Research and Innovation actors play a key role on the territory, supported by a large number of universities • Lombardy Region has recently identified 8 cross- sectorial eco-systems where the main R&I/business regional actors are involved to answer citizen needs. The 8 eco-systems are: nutrition, health and life science, culture and knowledge, connectivity and information, smart mobility e-architecture, environmental, social and economic sustainability, social development, advanced manufacturing.

Data for 2018





Alan Christian Rizzi

Undersecretary to the President of the Lombardy Region for
International Relations





Lombardy Cluster TAV Techforlife

Via tonale 30

23900 Lecco, Italy

Email jacopo.buzzi@univerlecco.it

Web www.cluster.techforlife.it

Participant

Activities in the
following countries

Sector

Marcel Cremades

Italy - Lombardy - Interregional level

Medical engineering



Lombardy Life Sciences Cluster (LLS)

Via Pantano 9

20122 Milano, Italy

Phone +39 348 4805528

Email vera.codazzi@lombardialifesciences.it

Web www.lombardialifesciences.it

Participant

Vera Codazzi, Cluster Manager

Sector

Information technology, medical engineering, biotechnology, services

Offered services/
product range

Lombardy Life Science cluster is the gateway to all regional opportunities in the life science sector. Lombardy Region refers to the cluster to debate and define local policies. The Cluster develops specific activities/projects in support/connected to these policies.

Core competencies

Lombardy Life Sciences Cluster (LLS) represents all actors working in life science sector placed in Lombardy. Until now 62 companies, 14 research institutions, 9 university, 22 hospitals, 6 associations and 1 public body are involved. After 2 start-up years, in July 2015 Cluster developed in an Association with growing relevance at regional level. Now it is the principal local subject for the Lombardy Region to consult in planning its strategy in the life sciences sector.



**UNIVERSITÀ
DEGLI STUDI
DI BERGAMO**



Università di Bergamo

Via Salvecchio 19

24129 Bergamo, Italy

Phone +35 2052111

Email caterina.rizzi@unibg.it

Web www.unibg.it

Participant

Number of employees

Activities in the
following countries

Sector

Offered services/
product range

Caterina Rizzi, Head of Department, Department of
Management, Information and Production Engineering

346 Professor/Researcher and 220 administrative staff

Higher Education, sector of interest: Engineering, Medical
engineering, automobile industry, textile industry

Higher Education, basic and applied research

The competences of the Engineering Departments (Dpt. of
Mgmt, Information and Production Eng. and Dept of
Engineering and Applied Sciences) covers different areas:
management engineering, computer science, design and
management of production systems, mathematical methods,
statistical and economic, bioengineering, product development,
energy, chemistry, civil engineering, electronics, automation
and robotics.



Participant

Lombardy Mobility Cluster

Piazza Leonardo da Vinci, 32

20133 Milano, Italy

Email mastinu@mecc.polimi.it

Web www.clusterlombardomobilita.it

Gianpiero Mastinu is full professor of Vehicle System Engineering at Politecnico di Milano. Born in Como on August 4th, 1960. Graduated with honours at the Politecnico di Milano (1984). Doctoral degree in Applied Mechanics (1989). Appointed as Full Professor at TU Delft (2000). Full professor at Politecnico di Milano (2004).

Co-founder of the Laboratory for Safety of Transport systems (LaST) of the Politecnico di Milano and coordinator of the Active Safety Division.

- Secretary General of the Cluster Mobility of Lombardy (Government of Lombardy Region).
- Coordinator of the Scientific Board of the National Mobility Cluster of Italy.
- Member of the EAG of the FIA.
- Director of the Master “Vehicle Engineering” organized by University of Modena and Politecnico di Milano, (sponsored by primary automotive companies from Emilia and Lombardy).
- Author of two books and of about 200 papers on International Journals.

The scientific activity has focused on the design, construction, and test of machines, structures, and mechanical systems, with particular reference to ground vehicles. Topics: conceptual, functional and structural design (optimization methods); experimental mechanics; modelling and simulation of machines; road and rail vehicle system engineering. Prof. Mastinu was President of the XIX IAVSD Symposium (Milan, August 2005).



Soliani EMC SRL

Via Varesina N122

22100 Como, Italy

Phone +39 031 5001112

Email i.soliani@solianiemc.com

Web www.solianiemc.com

Participant

Number of employees

Activities in the
following countries

Sector

Offered services/
product range

Core competencies

Cooperation objectives

Dr. Eng. Ivano Soliani, President

65

Germany, France, Belgium, Spain, India, Russia, Switzerland,
Turkey

Automobile industry, aerospace industry, military industry,
also in Naval

Gaskets + shielding tent and room + silico conductive + textile
conductive

Custom shielding solutions

Looking for customers, production partner

Flanders



Flanders
State of the Art

Area	13.522 km ² – approx. 44 % of Belgium (2017)
Inhabitants	6.5 million – approx. 58 % of Belgium (2018)
Urban centres	Antwerpen, Gent, Brussel
The economy	<ul style="list-style-type: none"> • Gross domestic product (GDP): 240 billion euros – 55,8 % of Belgian GDP • GDP per inhabitant: 36.662 euros (2018) • Exports: 302 billion euros • Export volume / inhabitant: 46.147,04 euros • Research and development spending (in 2016): 2,67 % of GDP (Belgian average: 2,46 %) • Patterns applied for in 2016 in Flanders : 1.397 (2.184 in total in Belgium; 64 % by Flanders)
Leading sectors	<ul style="list-style-type: none"> • Life Sciences & Health: Flanders is ideally situated between the UK (more specifically, the London-Oxford-Cambridge triangle), France, Germany and Switzerland. Each of these four nations has significant strengths in life sciences • Food: ideal test market for new products. More than 80 % of the Belgian turnover in food is generated in Flanders • Solution Driven Engineering & Technology • Smart Logistics: Flanders is home to about 800 European Distribution Centers. E-fulfilment and intelligent transport are key focus areas when it comes to innovating • Sustainable resources and Materials & Chemistry: world-leading hub for the circular economy. Number one in the world when it comes to sales of chemicals and plastics per capita. 10 out of the world's top 20 chemical companies are located in Flanders. 32.1 % of Flanders' exports comes from the chemistry industry

Data for 2018





Johan Hanssens

Secretary-General

Department of Economy, Science & Innovation,
Flemish Government





DSP Valley Flanders

Esperantolaan 4

3001 Leuven, Belgium

Phone +31 16 241440

Email peter.simkens@dspvalley.com

Web www.dspvalley.com

Participant

Number of employees

Activities in the following countries

Sector

Offered services / product range

Core competencies

Cooperation objectives

Peter Simkens, Cluster Development & Internationalisation

10

Belgium, the Netherlands, Germany, France, USA, Japan, Taiwan, China

Electrical & electronic industry, information technology, medical engineering, measuring & control technology

Matchmaking services and brokerage services in smart electronics systems and IoT solutions, for applications in smart health, smart cities and smart industry.

- B2B Matchmaking: stimulating companies for (open) innovation and bringing them together in project consortia
- For the DSP Valley cluster members: innovation / development partners
- For DSP Valley itself as cluster organisation: cluster partners in smart health systems

Looking for own office in Eindhoven, companies looking for digital technologies (micro / nano-electronics, sensors, embedded software, data processing software, AI...) for bringing innovation in (body wearable and body implantable) medical devices



Flanders Investment & Trade – Representation of Flanders – Embassy of Belgium

Koninginnegracht 86 · 2514 AJ Den Haag, The Netherlands

Phone +31 642 062282

Email dirk.verlee@fitagency.com

Web www.flandersinvestmentandtrade.com

Participant
Activities in the
following countries
Sector

Offered services/
product range

Core competencies

Cooperation objectives

Requirements for an
ideal business partner

Dirk Verlee, Trade and Investment Commissioner
Over 100 countries

Biotech, IT, logistics, chemicals, life science, all industrial and services sectors

Flanders Investment & Trade is the trade development and foreign investment agency of Flanders, Belgium's northernmost state. We help Flemish companies to expand their business abroad and attract foreign investors to Flanders.

The investment development experts in our HQ in Brussels and in over 70 offices around the globe provide a round-the-clock service to Flemish exporting companies and foreign companies willing to set up shop in Flanders. Our main subjects of expertise are fiscal incentives, subsidies and locations. The advice we deliver is bespoke and fully confidential.

Looking for companies that wish to set up a company in Flanders

Companies that wish to set up (incorporate) in Flanders


ABSOLEM

unfold your plans



Absolem

Sint-Katelijnestraat 145

2800 Mechelen, Belgium

Phone +32 15 294242

 Email wimverboven@absolem.be

 Web www.absolem.be

Participants

 Wim Verboven, Business Development Manager
 Ing. Herman Van Dijk, Technical Operations Manager

Number of employees

70

Activities in the following countries

Offices: Belgium, US

Sector

Automobile industry, engineering, medical engineering, biotechnology, services

Offered services / product range

Engineering services, consultancy, process development, equipment design and realisation, pilot series

Core competencies

High precision, high cleanliness, cutting edge mechanics, outstanding process development expertise

Cooperation objectives

Looking for customers, sales

Requirements for an ideal business partner

Customers for which we can apply our expertise in manufacturing challenges, such as laser welding for battery packs, for microfluidic devices, sensors and other products



DataStories International NV, Augmented analytics

A. Coppenslaan 27 / 11
 2300 Turnhout, Belgium
 Phone +32 497 596600
 Email roel@datastories.com
 Web www.datastories.com

Participant	Roel Van den Bergh, VP Commercial Operations
Number of employees	18
Activities in the following countries	Belgium, Germany, the Netherlands, Italy, USA, UK, Switzerland
Sector	Automobile industry, plastics industry, chemicals industry, biotechnology, metal processing
Offered services / product range	<ul style="list-style-type: none"> • Self service industrial artificial intelligence / machine learning software • Data related projects • Fire fighting • Training
Core competencies	<p>SPEED: New models are built in minutes instead of weeks to months due to the many AI breakthroughs and automated 3-click-flow.</p> <p>INSIGHTS: DataStories proprietary technology has proven to uncover key drivers out of thousands that stayed hidden with all famous algorithms.</p> <p>ACTION: DataStories not only tells best where to focus on, but also how you can improve.</p> <p>COMPETING OBJECTIVE OPTIMISATION</p>
Cooperation objectives	Looking for customers direct
Requirements for an ideal business partner	Interest in making more margin, improve quality & yield, increase market share by taking data driven decisions



Flanders Make

Oude Diestersebaan 133

3920 Lommel, Belgium

Phone +32 49 7438247

Email ger.vandenkerkhof@flandersmake.be

Web www.flandersmake.be

Participant

Number of employees

Activities in the
following countries

Sector

Offered services/
product range

Core competencies

Cooperation objectives

Requirements for an
ideal business partner

Ger van den Kerkhof, Sr. Account Manager EU Affairs

465

Europe

Automotive, electrical, information technology, engineering

Innovation projects with manufacturing companies

Novell technologies

Looking for other research institutes, companies active in
manufacturing / automotive

Innovation projects with automotive



Verhaert New Products & Services

Hogenakkerhoekstraat 21

9150 Kruibeke, Belgium

Phone +32 3 2501900

Email lieven.claeys@verhaert.com

Web www.verhaert.com

Participant

Number of employees

Offered services/
product range

Core competencies

Lieven Claey, Business Consultant Innovation – IoT

Approx. 200

Verhaert Master in Innovation® is a leading integrated product innovation and engineering company supporting ambitious organizations to innovate, creating new breakthrough products, businesses and services. We are active in the markets like Automotive, Smart city, Smart home, Connected/Smart products, Medical (surgical tools, diagnostic devices, wearables, ...), Industry and Advanced material.

Verhaert has 8 competence centers which are used in creating teams to be complementary to the teams of the client in support of new product development or product improvement services. Those competence centers are:

- Innovation services (roadmap, new business model, ...)
- Design services (product design, surveys, HFE, ...)
- Mechanical engineering services
- Embedded HW/SW engineering (sensors, PCB, firmware, ...)
- Physics engineering (simulation & analysis, ...)
- Digital services (web, mobile, IoT, analytics, communication)



Llywodraeth Cymru
Welsh Government

Wales

Area	20,779 km ² – approx. 9 % of UK
Inhabitants	3.125 million – approx. 5 % of UK (2017)
Urban centres	Cardiff, Newport, Swansea
The economy	<ul style="list-style-type: none"> • Gross domestic product (GDP): 82 billion euros – 3.4 % of UK GDP (2016) • GDP per inhabitant: 26,200 euros (2016)² • Exports: £16.9 billion (year to September 2018) • Export value / inhabitant: £5,400 • Research and development spending (in 2016): • 1.2 % of GVA (UK: 1.7 % of GDP) • Patents applied for per 100,000 inhabitants: 12 (2017)
Leading sectors	<ul style="list-style-type: none"> • Life Sciences – Wales is the only nation with a £100m dedicated Life Sciences Fund. It has world-leading academic expertise, a talent-drawing £50m initiative and a central Life Sciences Hub • Automotive – Over 150 companies operate in Wales and produce more than 20 million engines. A skilled workforce of over 18,000 people • Renewable Energy – demonstration zones 80 operational wind farms, including three offshore wind farms • Fintech – The nation's tech sector is worth an estimated £8.2bn to the Welsh economy and it continues to grow. Almost 44,000 people are actively employed within the Digital Economy in Wales • Food & Drink – Around 170,000 people work in the food & drink industry, generating £17.3 billion to the economy. • Tech – 40,000 people work in the sector, contributing over £8 billion a year to the Welsh economy • Aerospace & Defence – Wales is a major centre for Maintenance, Repair and Overhaul (MRO). • Compound Semiconductors – Academia, Government and industry are collaborating in south Wales to develop the world's first compound semiconductor cluster.

Data for 2018





Eleanor Vaughan

Head of Economic Development Policy, Welsh Government
Wales House; Brussels



Huw Roberts

Senior Business Development Manager, Trade & Invest,
Welsh Government
Wales House, Brussels





Hwb Gwyddorau Bywyd | Cymru
Life Sciences Hub | Wales



Life Science Hub Wales

3 Assembly Square

Cardiff, UK

Phone +44 7741 635439

Email helen.northmore@lshubwales.com

Web www.lshw.com

Participant

Number of employees

Activities in the
following countries

Sector

Offered services/
product range

Core competencies

Helen Northmore, Programme Delivery Manager

24

United Kingdom

Information technology, medical engineering, biotechnology

Our aim is to help the people of Wales benefit from improved healthcare and economic wellbeing. We do that by working with innovative companies to find solutions for NHS and healthcare providers.

Understanding of Welsh healthcare sector, innovative projects and technology in Wales, unmet needs within NHS Wales, AI, data driven technologies used within NHS Wales, support available to companies wishing to develop new products and services in Wales.



Swansea University Medical School

Singleton Park, Swansea

SA2 8PP Wales, UK

Phone +44 1792 51 3400

Email r.s.conlan@swansea.ac.uk

Web www.swansea.ac.uk/medicine/enterprise-and-innovation/

Participant	Steve Conlan, Head of Enterprise & Innovation
Number of employees	300
Activities in the following countries	Worldwide
Sector	Biotechnology, medical engineering, information technology, measuring and control technology
Offered services / product range	Research & development. Work with companies through government-funded grants. Provide services like Mass Spectrometry. Home to a UK National Mass Spectrometry facility.
Core competencies	Biomedical research, health informatics, artificial intelligence, business development, pre-clinical research & development, clinical trials through a dedicated clinical trials unit, clinical trial design, direct links to health providers in the NHS.
Cooperation objectives	Looking for collaborative research & development, and product & process development.
Requirements for an ideal business partner	Medical or health based.



Llywodraeth Cymru
Welsh Government



Welsh Government

Pnellerger Business Park

SA4 9NX, Wales

Phone +44 3000254506

Email ceri.edwards@gov.wales

Web www.tradeandinvest.wales

Participant

Number of employees

Activities in the
following countries

Sector

Offered services/
product range

Core competencies

Cooperation objectives

Ceri Edwards, Business Development Manager

5,000

Wales; offices in London, Belgium, France, Germany, Ireland,
USA, Canada, India, China, Japan, UAE, Qatar

Medical engineering, biotechnology, automobile industry,
aerospace industry, environment

Government investment and support

Production possibilities

Looking for collaboration, inward investment



Deregallera LTD

Unit 2 DeClare Court
CF83 3HU Caerphilly Wales, UK
Phone +44 2920 849009
Email Martinb@deregallera.com
Web www.deregallera.com

Participant	Martin Boughtwood, CEO
Number of employees	25
Activities in the following countries	UK
Sector	Automobile, aerospace
Offered services / product range	<ul style="list-style-type: none"> • Materials science, R&D • Electronic engineering • Software • Mechanical engineering • Systems development
Core competencies	<ul style="list-style-type: none"> • Material science • Innovation • High performance engineering
Cooperation objectives	Looking for joint venture, production partners, agents

Contact.

Baden-Württemberg International

Agency for International Economic
and Scientific Cooperation

Haus der Wirtschaft
Willi-Bleicher-Str. 19
70174 Stuttgart
Germany

Phone +49 711 22787-0
Email info@bw-i.de
Web www.bw-i.de
www.bw-invest.de

Ministry of Economic Affairs, Labour and Housing Baden-Württemberg

Postal address:	Office building:
Neues Schloss, Schlossplatz	Theodor-Heuss-Str. 4
70173 Stuttgart	70174 Stuttgart
Germany	Germany

Phone +49 711 123-2096
Email poststelle@wm.bwl.de
Web www.wm.baden-wuerttemberg.de

