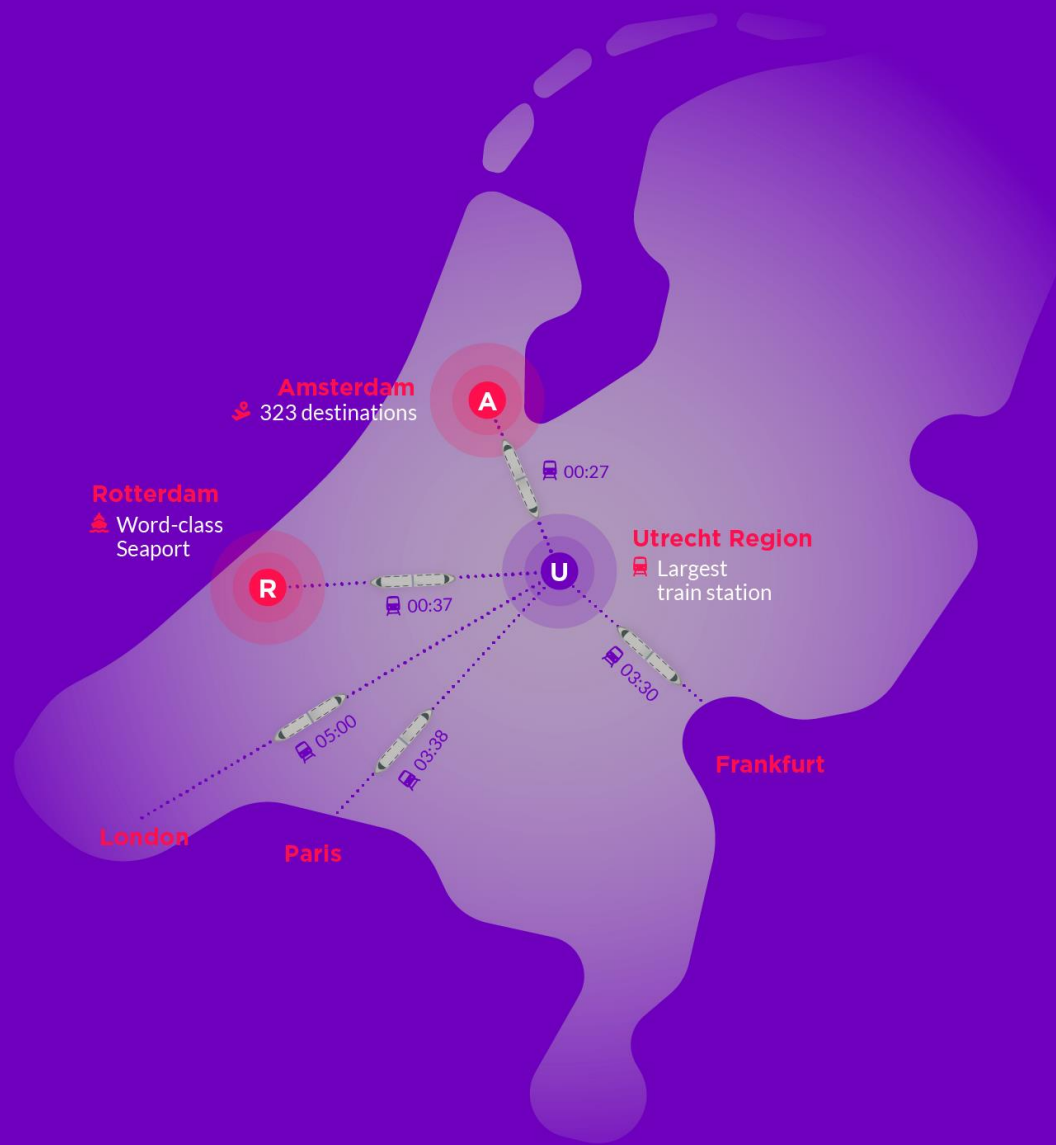


# WELCOME TO THE UTRECHT REGION

Leonard van Nispen  
Utrecht City in Business  
City development & Economic

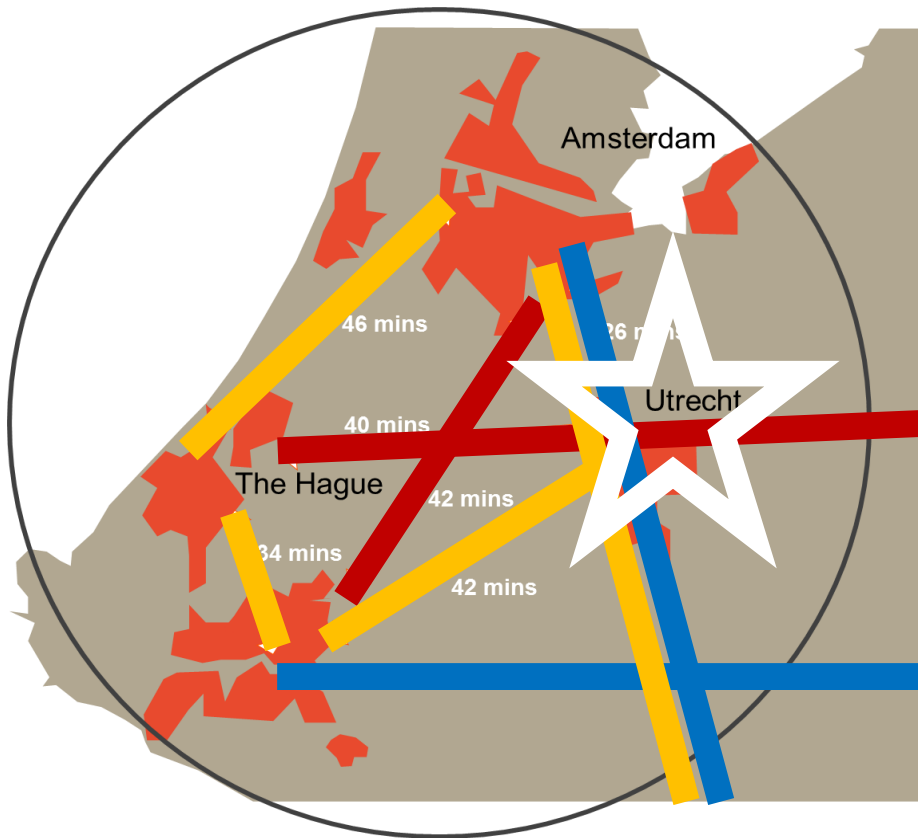








# Central part of Holland Metropole

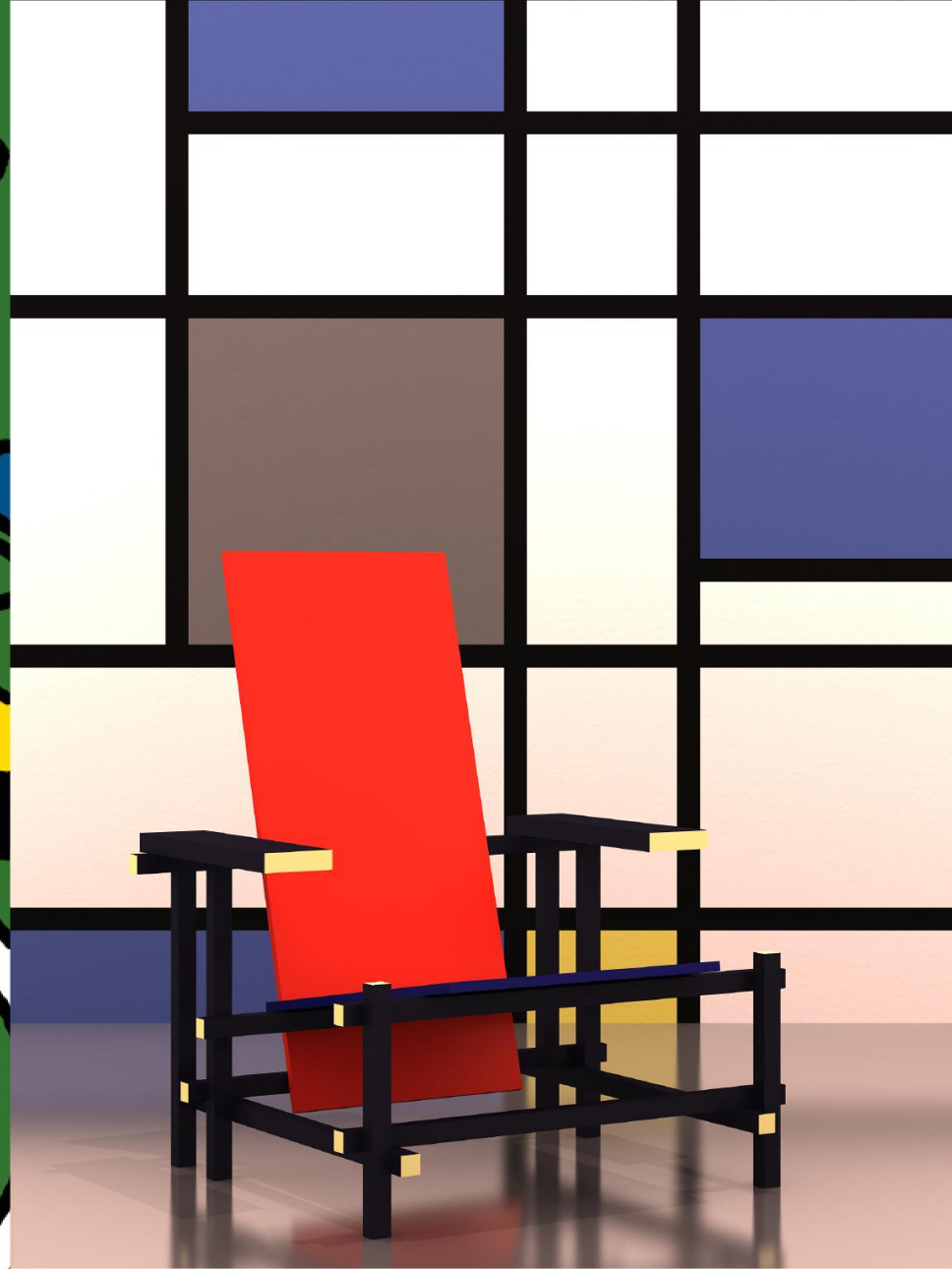


1	Singapore
2	Hong Kong
3	London City Region
4	New York Region
5	Holland Metropole*
6	Paris Region

11	Greater Toronto Area
24	San Francisco Bay Area
26	Munich metro
29	Greater Sydney
58	Greater Boston

DHL Globalization Giants Index











**2<sup>nd</sup>**

**Second place for  
Utrecht as the most  
Competitive  
Region of Europe**

**UTRECHT REGION**





**4<sup>th</sup>**

**Most rapidly  
growing city**





# This is Utrecht

<https://www.youtube.com/watch?v=N4ytCsnQ4KU&feature=youtu.be>



**HOW  
DO WE  
CREATE  
A HEALTHY URBAN  
ENVIRONMENT?**









Healthier





# Sustainable

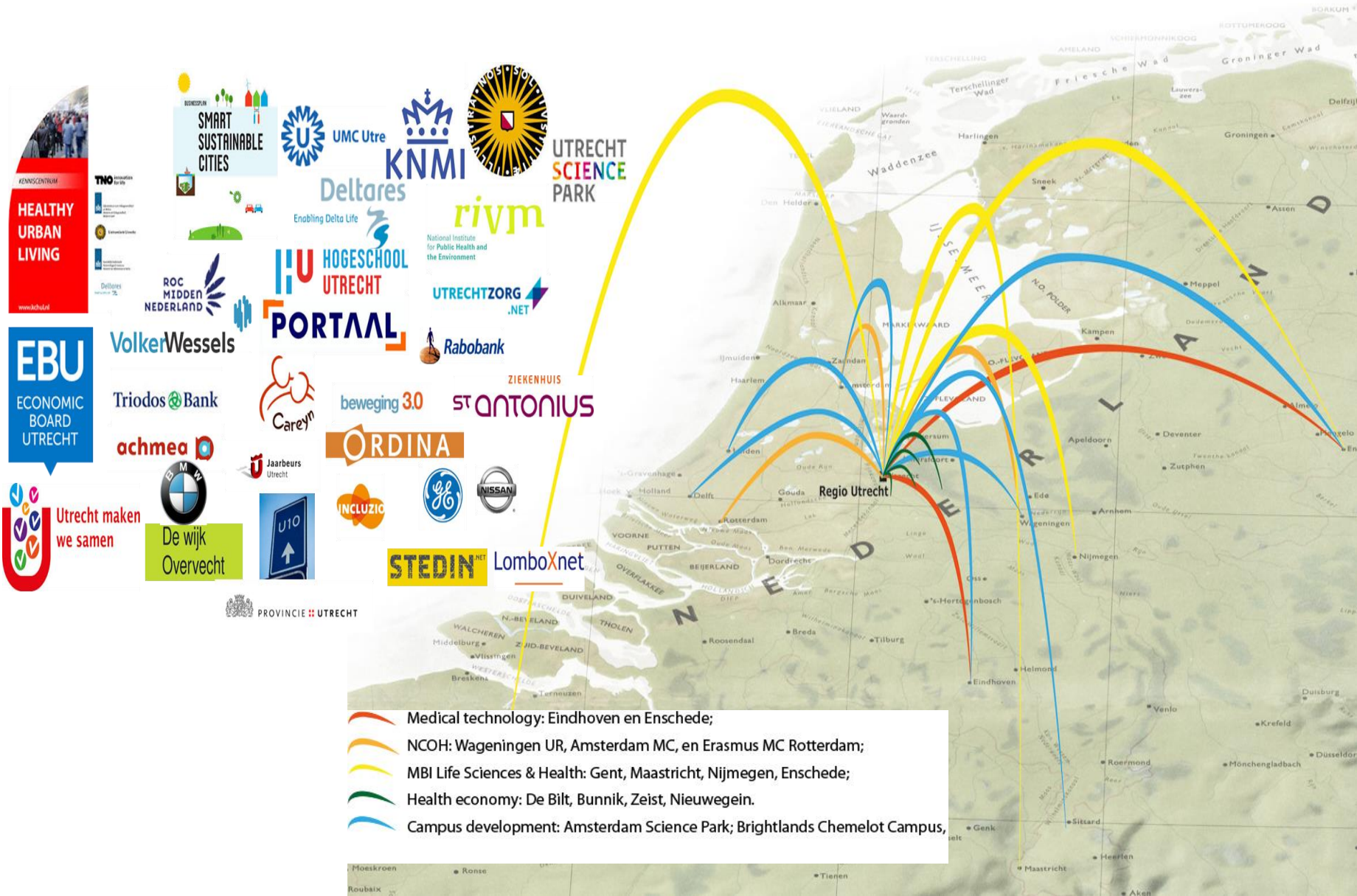


A wide-angle photograph of a canal in Utrecht, Netherlands, during the golden hour of sunset. The canal is flanked by lush green trees and historic buildings. On the left, a row of outdoor cafe seating with blue umbrellas is filled with people. On the right, more cafe seating with black umbrellas is visible. Several boats, including a red one and a white one with people, are on the water. The sun is low in the sky on the right, creating a bright lens flare. The text "Healthy Urban Living." is overlaid in the center in a large, white, sans-serif font.

# Healthy Urban Living.



# Triple helix collaboration









17:02 ICE International 

**Frankfurt (M) Hbf**

via Arnhem, Oberhausen Hbf,  
Duisburg Hbf, Düsseldorf Hbf,  
Köln Hbf en Frankfurt Flugh.

Trein met toeslag  
17:08 Intercity Maastricht

18<sup>b</sup>

**300**  
thousand  
travellers every  
single day

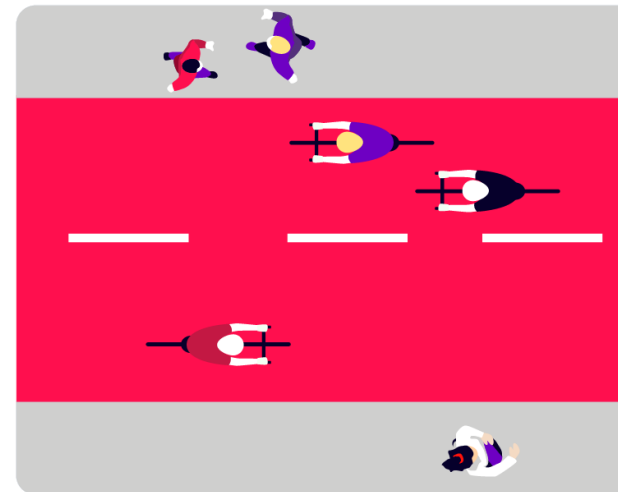
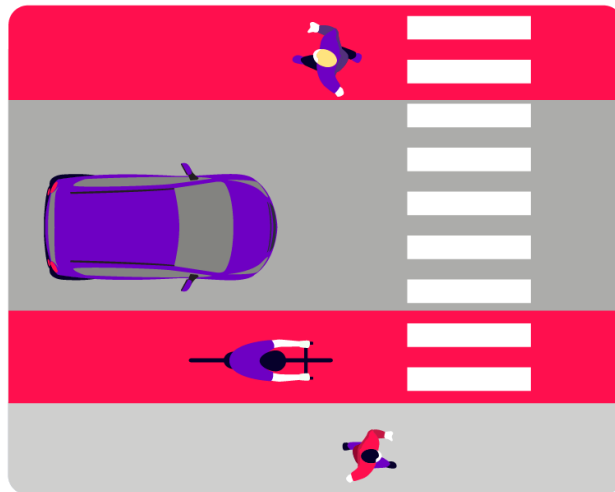
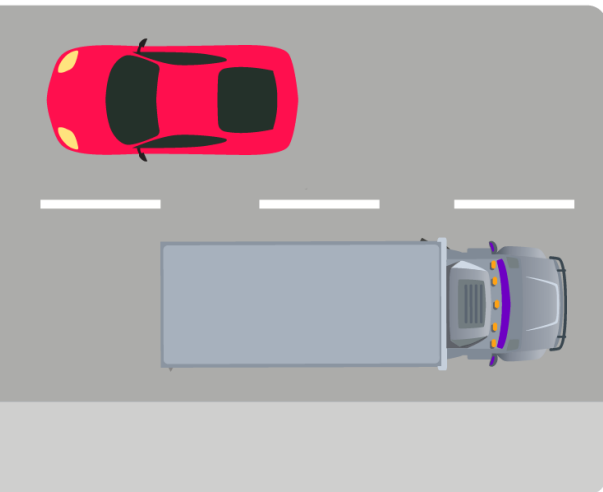




**The bridge on  
top of utrecht  
central station**



**FIRST  
FULLY  
LOW-EMISSION  
ZONE IN THE  
NETHERLANDS**



# Utrecht City Centre

**30%**  
less cars

**20%**  
more cyclists





**100.000**

bicycles roam  
through our city  
every day

**2<sup>nd</sup>**

bicycle city in  
the world





**12.500**

bikes can be  
stored in the new  
bike parking



**OUR**  
**STRATEGY**  
**FOR THE**  
**FUTURE**  
**OF OUR CITY**



The background of the slide is a close-up photograph of numerous test tubes arranged in rows. Each test tube contains a different colored liquid, including shades of blue, green, yellow, orange, and red. The lighting is soft, creating a professional and scientific atmosphere.

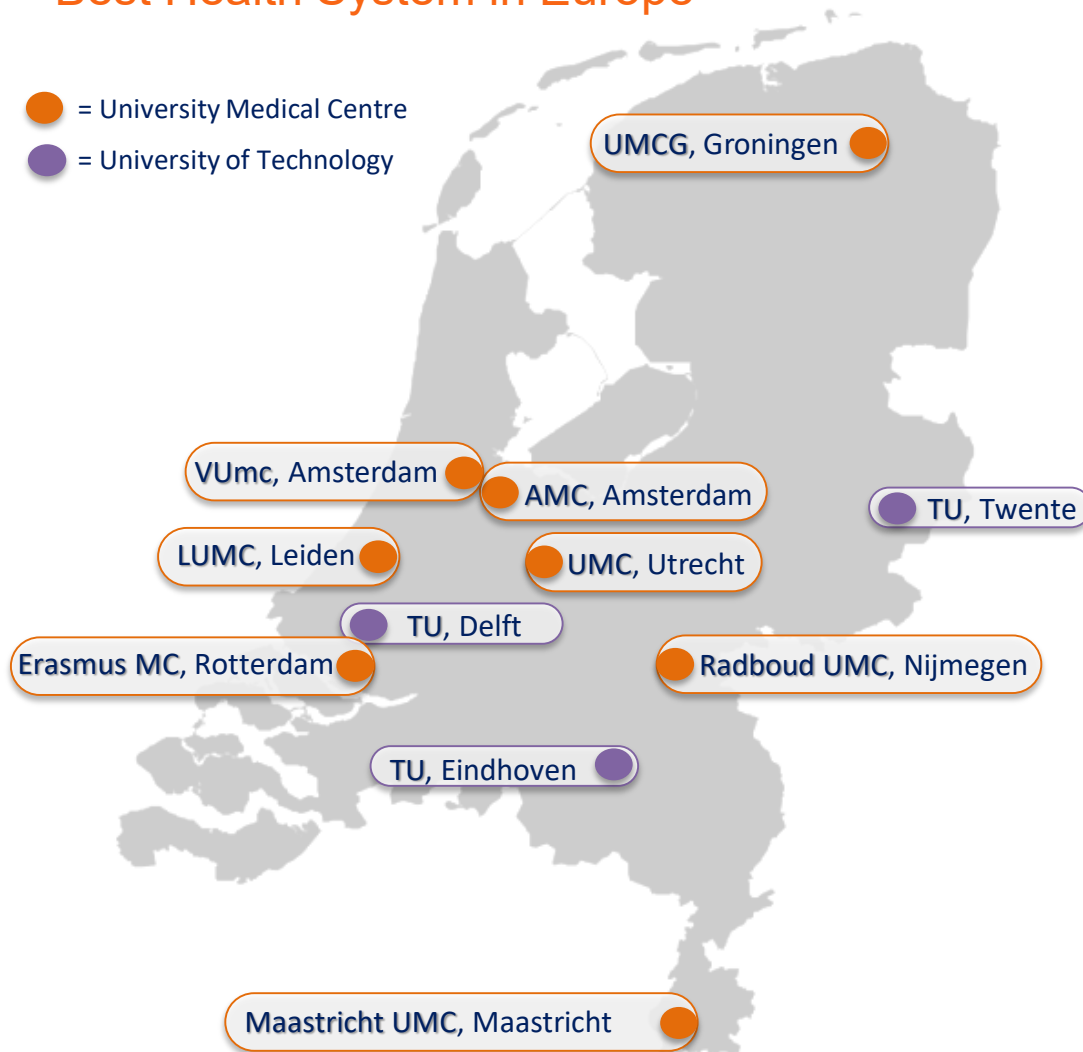
INVEST IN  
HOLLAND



## Regional info

## “Best Health System in Europe”

- = University Medical Centre  
● = University of Technology



### Life Sciences & Health industry:

Companies: ~2,900, employees 34,000

Employees: ~ 34,000

source: Ministry of EZ (2017)

### Achievements:

*“best health system in Europe”*

source: EU Health Consumer Powerhouse 2014, 2015, 2016

*“Netherlands ranks first in Healthcare Performance”*

source: The Commonwealth Fund, 2010

### Facts and Figures:

- Health Budget 2015: 71.3 billion EUR (11,8% of GDP)
- Average health exp. over a lifetime: 280,000 EUR
- 1.1 million workers in healthcare (excl. volunteers)
- 8,865 General Practitioners
- 92 Hospitals (incl. 8 University Medical Centres)
- Hospital Beds: 4.7 per 1,000
- Average stay in Hospital: 5.8 days

source: Dutch Ministry of Health (2016)

**UTRECHT REGION**



## 5 reasons to invest in the Life Sciences & Health sector in The Netherlands



The world's most concentrated Life Sciences & Health cluster



Outstanding research & education and well trained professionals



Gateway to Europe



European Medicines Agency (EMA) moves to Amsterdam (operational in 2019)



Plenty of opportunities for Public-Private Partnerships



# NL Life Sciences & Health cluster

## The world's most concentrated LSH cluster



- Worldwide **#1** for number of medical technology patents
- **#1** EuroHealth Consumer Index **2014, 2015, 2016, 2017**
- **3rd** for number of biotechnology patents
- **7th** for number of pharmaceutical patents
- Areas and diseases of focus include:
  - Biopharmaceuticals
  - Biotech
  - Molecular imaging
  - Medical technology
  - e-Health
  - One Health
  - Biomaterials and regenerative medicine
  - Biobanking
  - Vaccines
  - Oncology
  - Cardiovascular diseases
  - Health systems and research infrastructure

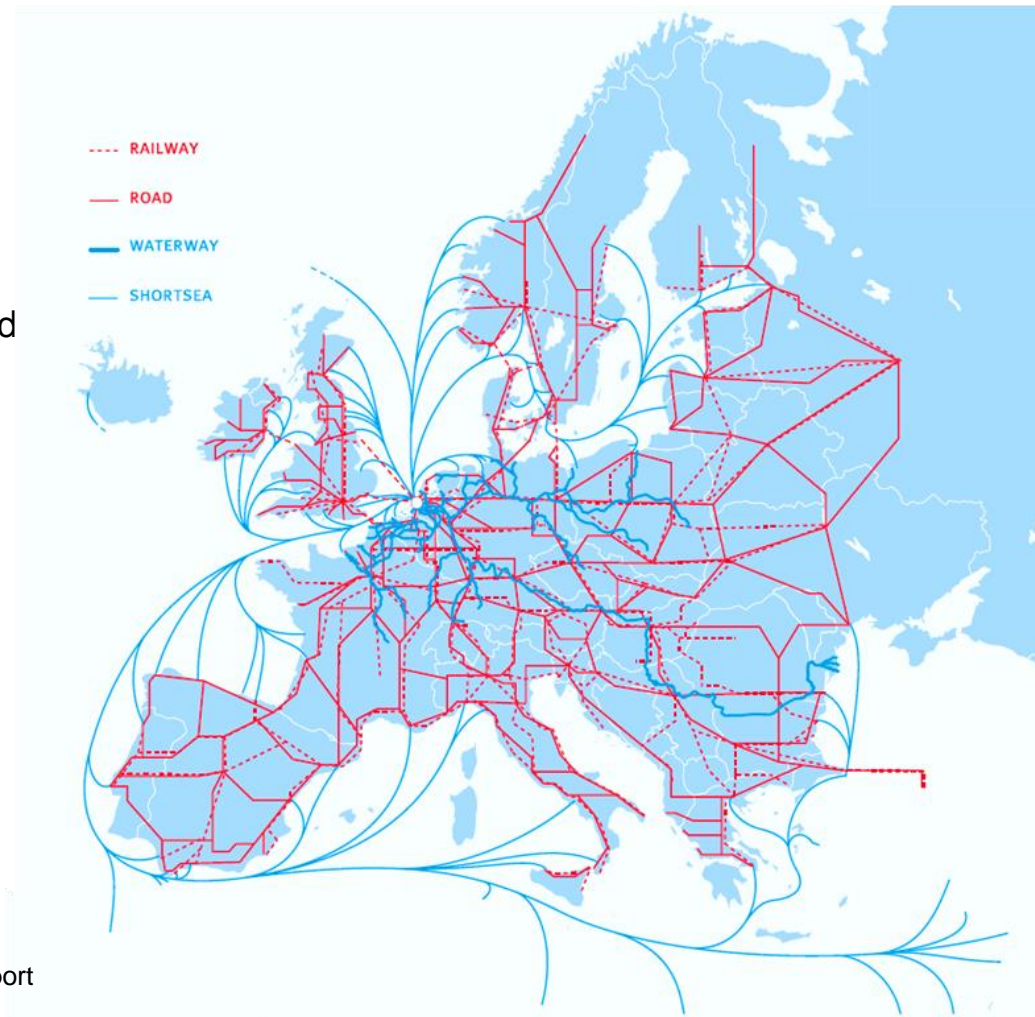




# Gateway to Europe

## Strategic location

- Central location in continental Western Europe
- Access to markets throughout Europe, the Middle East and Africa
- 160 million consumers within a 300-mile radius
- 95% of Europe's major markets can be reached within 24 hours from Amsterdam or Rotterdam
- Digital gateway to Europe: #1 most connected country in the world



**€5.7** **BILLION+**  
IN TOTAL EXPORTS OF LIFE  
SCIENCES AND HEALTH GOODS

# R&D and education

## Outstanding research & education and well trained professionals



- The Netherlands is home to outstanding research and an excellent research and digital infrastructure in several areas such as oncology, vaccination and antibiotic resistance.
- Outstanding patient records give ample opportunities for big data analysis.
- Twelve Dutch universities are listed among the top 200 universities in the world.
- The Netherlands has a highly educated and multilingual workforce with a high productivity rate.

# 8.6 %

OF DUTCH R&D SPEND IS INVESTED IN  
LIFE SCIENCES AND HEALTH  
*adding up to €799 million in 2015*

FRONTRUNNER  
in *eHealth* solutions

.....  
**HIGHEST ADOPTION**

WORLDWIDE IN HOSPITALS  
AND CLINICS






# EMA to move to Amsterdam

## The European Medicines Agency moves to Amsterdam



EUROPEAN MEDICINES AGENCY  
SCIENCE MEDICINES HEALTH

- In November 2017 the European Union member states decided to relocate the European Medicines Agency (EMA) to Amsterdam.
- The Netherlands Medicines Evaluation Board (MEB) is one of the top European regulators for central and pharmacovigilance procedures and a major contributor of expertise to the European network of pharmaceutical authorities coordinated by EMA



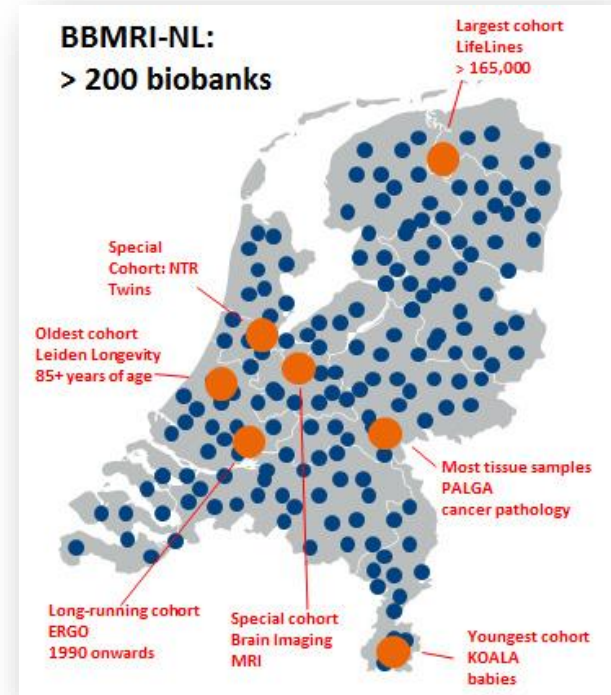
“Amsterdam ticks many of our boxes. It offers excellent connectivity and a building that can be shaped according to our needs. I am very grateful that the [European] Member States took into account our requirements for business continuity and gave priority to the protection of public and animal health.”

Professor Guido Rasi, Executive Director EMA

# Unique Selling Points

## Overview of some of the Dutch USP's

- **8 University Medical Centres (UMCs)** with the unique combination of higher education and scientific research, training, clinical research and the associated care.
- **Over 200 biobanks and cohorts** that store the data of thousands of people.
- Scannexus, an Ultra-High-Field MRI centre
- Pivot Park Screening facility, includes state-of-the-art robotic systems, instrumentation for biological profiling and a collection of 300,000 high quality drug-like compounds.
- **#1 World Market leader in medical isotopes** More than one third of the total global production of isotopes is fabricated in The Netherlands
- The HUB (Hubrecht Organoid Technology) was founded on the pioneering work of Prof. Dr. Hans Clevers who discovered methods to grow organoids from tissues of patients. Applications are in drug discovery & drug screening.
- Biotech Training Facility provides hands-on pharmaceutical training in a GMP environment.





## Who's here

abbvie

stryker®

janssen  
PHARMACEUTICAL COMPANIES  
OF Johnson & Johnson

NOVARTIS

MSD

Pfizer

Boston  
Scientific

uniQure

PHILIPS

DSM

ADURO  
BIOTECH™

astellas

Abbott

Medtronic

AMGEN

AcertaPharma  
INNOVATE · DEVELOP · CURE

Kite Pharma

SANOFI GENZYME

AstraZeneca

novo nordisk®

Galápagos

Genmab

Synthon

Kiadis<sup>pharma</sup>

Merus closing in on cancer

ThermoFisher  
SCIENTIFIC

Boehringer  
Ingelheim

Mallinckrodt  
Pharmaceuticals

FUJIFILM  
Value from Innovation

Lonza  
Pharma & Biotech

STRENGTH REGION

## Utrecht Region – At the heart of the Dutch Life Science and Health sector

Utrecht is at the heart of the Netherlands' life sciences industry and is particularly strong in public health, one health, cancer research, regenerative medicine and stem cell technology.



- The Life Sciences & Health sector is mainly clustered at the *Utrecht Science Park*.
- Utrecht Science Park is the largest and fastest growing science park in the Netherlands

### Facilities Utrecht Science Park:

- 3 universities
- 100+ companies
- 3 incubators
- University Medical Center Utrecht
- National Institute for Public Health and the Environment
- Only Faculty of Veterinary Medicine in the Netherlands
- Hubrecht Institute – stem cell research)
- Princess Máxima Center – pediatric oncology



### Utrecht Region institutes and companies participate in:

- Lygature
- Oncode
- One Health – human and animal infectious diseases and antibiotic resistance
- RegMed XB



- Most highly educated workforce in the Netherlands: 46% of the working population has a university degree
- 8 million skilled employees within an hour's travel of Utrecht.
- Life science and health community: 1,700 researchers and 1,750 PhD candidates



- The Utrecht Region: excellent public transport and road links to the rest of the Netherlands and Europe
- Just 30 minutes from Schiphol airport and Amsterdam
- Largest train station in the Netherlands



The Utrecht region has been ranked the most competitive place on the European mainland by the European Commission since 2010

**UTRECHT REGION**



## Inspiring Companies



Provider of innovative medical device products and technologies for the health-care sector, such as surgery, cardiology, urology and gynaecologic specialties



Produces vaccines for the prevention and treatment of diseases like polio and diphtheria. Part of Serum Institute of India.



Danone's largest research and development center. Concentrates on baby nutrition and clinical food combining technology and human health



Specializes in creation and development of differentiated antibody therapeutics for the treatment of cancer through immunotherapy



One of the largest and leading pharmaceutical and medtech companies in the world, working on innovative new treatment concepts



Clinical-stage immuno-oncology company developing innovative bispecific antibody therapeutics



Develops, manufactures, commercializes and facilitates innovative medical devices in the field of minimal invasive therapies within medical aesthetics



Biotech company focused on the development of biosimilars to therapeutic monoclonal antibodies (mAbs)



Develops and markets in vitro diagnostic tests and services, analysis software and education. A pioneer in Sequencing-Based Typing (SBT)



Biopharmaceutical company with the development of vaccines as core business initiated by the Ministry of Health



CRO clinical testing



MICREOS

Micreos Human Health develops targeted antibacterial products based on macrophages, set to replace antibiotics

## Research institutions

### Universities & Academic Medical Centers:

 <div>Universiteit Utrecht</div>	Utrecht University	 <div>UNIVERSITY OF APPLIED SCIENCES UTRECHT</div>	Utrecht University of Applied Sciences		
 <div>UMC Utrecht</div>	Utrecht Medical Center (UMC)	 <div>princessMÁXIMA center for pediatric oncology</div>	Princess Máxima Center for Pediatric Oncology	 <div>Wilhelmina Kinderziekenhuis</div>	Wilhelmina Children's Hospital (WKZ)

### Scientific institutions and research facilities:

 <b>WESTERDIJK FUNGAL BIO DIVERSITY INSTITUTE</b> Westerdijk Fungal Biodiversity Institute: institute for fungus, yeast and bacteria	 <b>CPCT</b> Center for Personalized Cancer Treatment Research center for personalized cancer treatment
 <b>hub</b> Hubrecht Organoid Technology Living biobank of organoids for preclinical drug discovery and precision medicine	 <b>Hubrecht Institute</b> Developmental Biology and Stem Cell Research Hubrecht Institute – Developmental Biology & Stem Cell Research
 <b>netherlands centre for one health</b> Netherlands Center for One Health: Center for integrated (human and animal) approach of infectious diseases	 <b>Utrecht Biofabrication Facility</b> – institute for biofabrication research

### Facilitating public-private partnerships:

 <b>IMMUNO VALLEY</b> Immuno Valley – brings together science and business in the field of human and animal health research of infectious diseases	 <b>UTRECHT LIFE SCIENCES</b> Utrecht Life Sciences – open innovation network that facilitates strategic public-private partnerships in education, research and business
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### National governmental institutions:

 <b>CBG</b> MEDICINES EVALUATION BOARD CBG – Dutch Medicines Evaluation Board	 <b>rivm</b> National Institute for Public Health and the Environment RIVM – National Institute for Public Health and the Environment
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# Internationals

- International Welcome Center Utrecht Region
- International Baccalaureate World School
- International Community

# Our soft landing services

- One-stop shop for practical assistance and information services to help international companies establish, roll out, expand and maintain their operations in the Utrecht Region.
  - Personal guidance throughout entire process
  - Tailor-made fact finding trips
  - Location scouting
  - Legal advisory
  - Tax & company structure advisory
  - Introduction to regional partners and networks



# Tips & Tricks

## succsesfull expansion to Utrecht

- Buy a bike!
- Business English
- 75% is the same as in Taiwan, but it's that last 25% which needs extra attention.

**Welcome**

**Utrecht**

**Region**