



EURASANTÉ:
CONTRIBUTE TO HEALTH AND WELL-BEING
THROUGHOUT LIFE, IN HAUTS-DE-FRANCE REGION



#FOOD #SPORT, HEALTH & WELL-BEING #HEALTHY-AGING

A POLITICAL IMPULSE

FROM ECONOMIC DECLINE TO AN AMBITIOUS REVATILIZING STRATEGY

From 70s to 90's - Industrial decline of key sectors

- Textiles
 - Mining
 - Steel and metallurgy
- High unemployment rate

Leading to a common ambition from politics :

- **Support the emergence of new economic sectors**
- **Position ourselves on a European scale**
- Make the region a strong scientific hub.
- Develop technological centers of European scope.
- Transfer and promote research into the economic fabric.
- Foster innovation
- **Exogenous development**
- **Endogenous development**



REGIONAL COUNCIL



Metropolitan Area of Lille
(85 cities & 1,2M inhabitants)
Become an European Metropolis

LILLE REGION: AN AREA WITH INTERNATIONAL APPEAL

- **No. 3** in France for Foreign Direct Investment
- **1,900** foreign companies in the region

Lille's proximity to the main EU **decision-making centers**, combined with its **transport infrastructure**, is a major asset for foreign investors.

- **141,000** jobs
- **85%** of foreign companies already established in our region recommend it
(source: 2017 KPMG Study).



LILLE REGION: AT THE HEART OF EUROPEAN MARKETS

- In direct contact with Europe's largest concentration of consumers
- Located at less than **300 km** from **4 European capitals**
- Access to a market of **80** million people
- A population equivalent to **25%** of the total US population
- **\$2 trillion** in total purchasing power (€2,000 billion)



FRANCE'S 3rd LARGEST HEALTH CENTRE OF EXCELLENCE

1100 COMPANIES IN Hauts de France Region

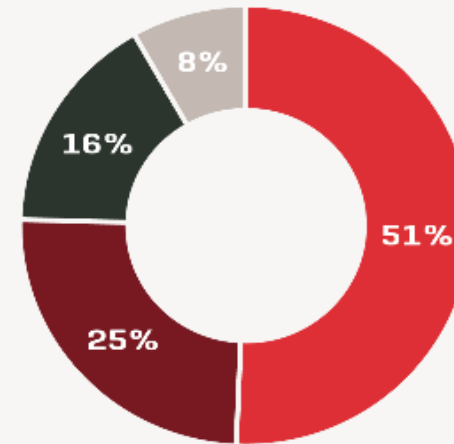
32,000 employees
2.5 billion in sales

590 COMPANIES based in Lille area

Almost 54% of regional companies
12,300 employees

160 hospitals and clinics
90,000 health professionals

Region HDF



**PHARMA BIOTECH
NUTRITION**



E SANTÉ

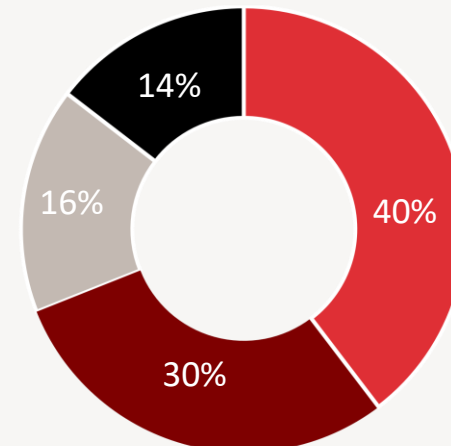


BIOMÉDICAL



**SERVICES
SPÉCIALISÉS**

MEL



Lille Metropolitan Area's strategy : 5 centers of excellence



Key challenges today : create synergies between these centers of excellence

Note: the Regional Council also support these centers and have labeled several additional “Innovative Business Park” across its territory

COMPETITIVENESS CLUSTERS : KEY ORGANIZATIONS GATHERING INNOVATORS



UP-tex

Center for advanced textile materials, polysensoriality, design and mass customization.

The UP-tex Competitiveness Cluster



I-Trans

Center specializing in the fields of sustainable land transport and logistics, whose I-viaTIC program is based in Villeneuve d'Ascq.

The I-Trans competitiveness cluster



Picom

Competitiveness cluster for commerce industries.

The Picom competitiveness cluster



Nutrition-Health-Longevity Center

Center promoting innovation in health and nutrition.

The NSL competitiveness center



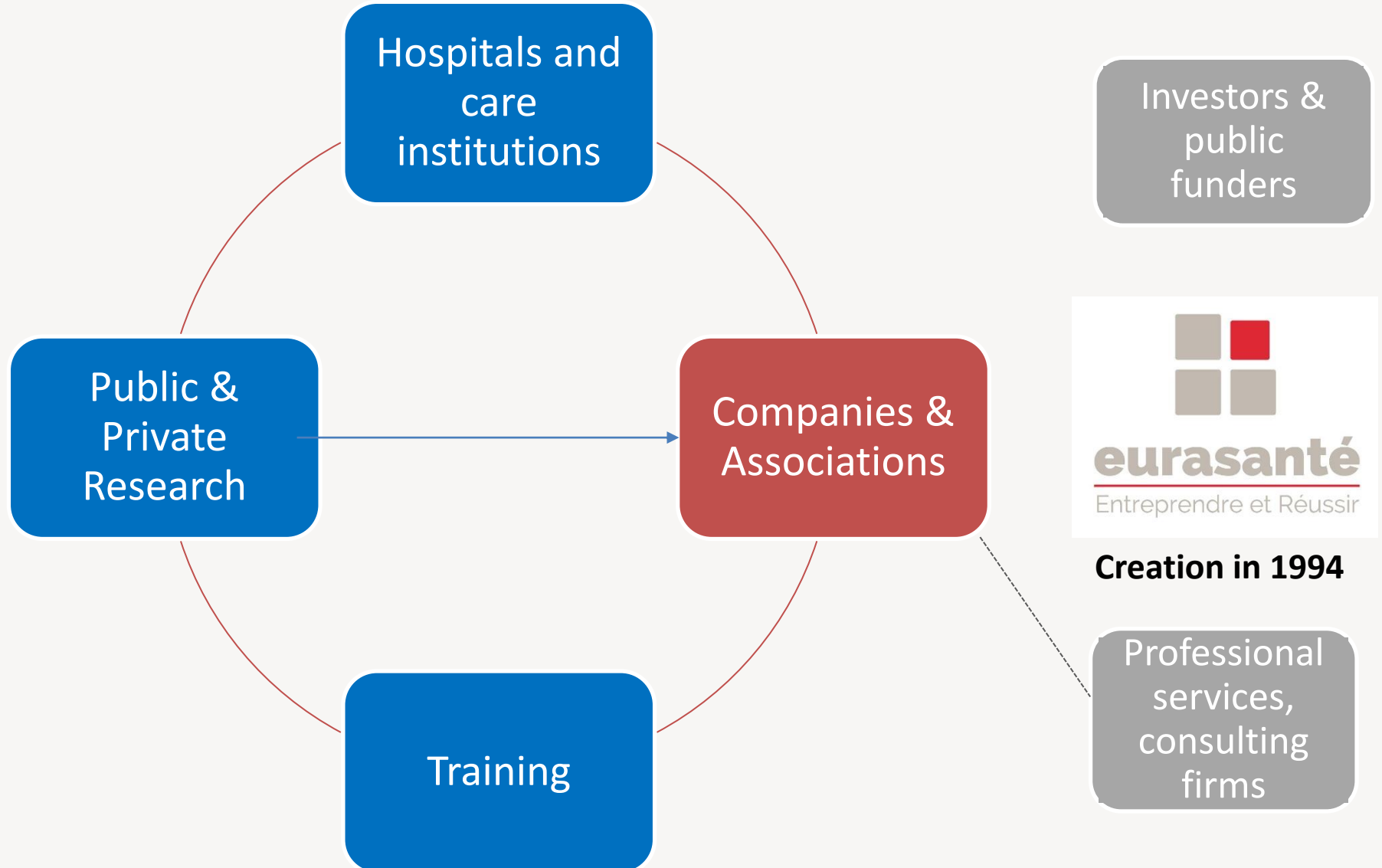
Matikem

Center focused on the fields of chemistry and materials.

The Matikem competitiveness center

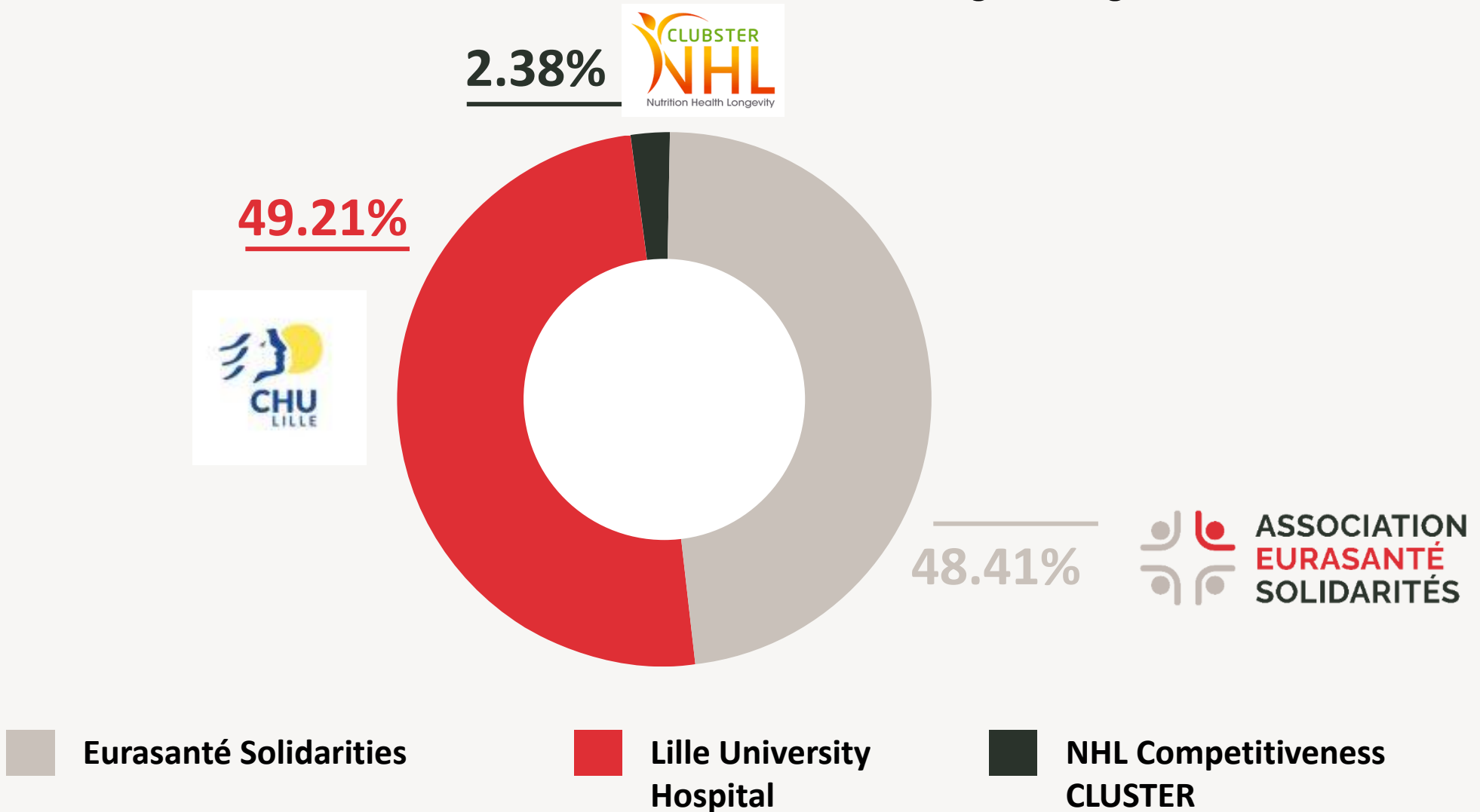
**LILLE HOSPITAL-UNIVERSITY CENTER
A CORE DYNAMIC IN EURASANTE'S CREATION**

THE KEY STAKEHOLDERS TO FOSTER INNOVATION IN HEALTHCARE



OUR LEGAL & FINANCIAL STRUCTURE

EURASANTE HAS A MOTHER STRUCTURE named “GIE Eurasanté” gathering 3 shareholders :



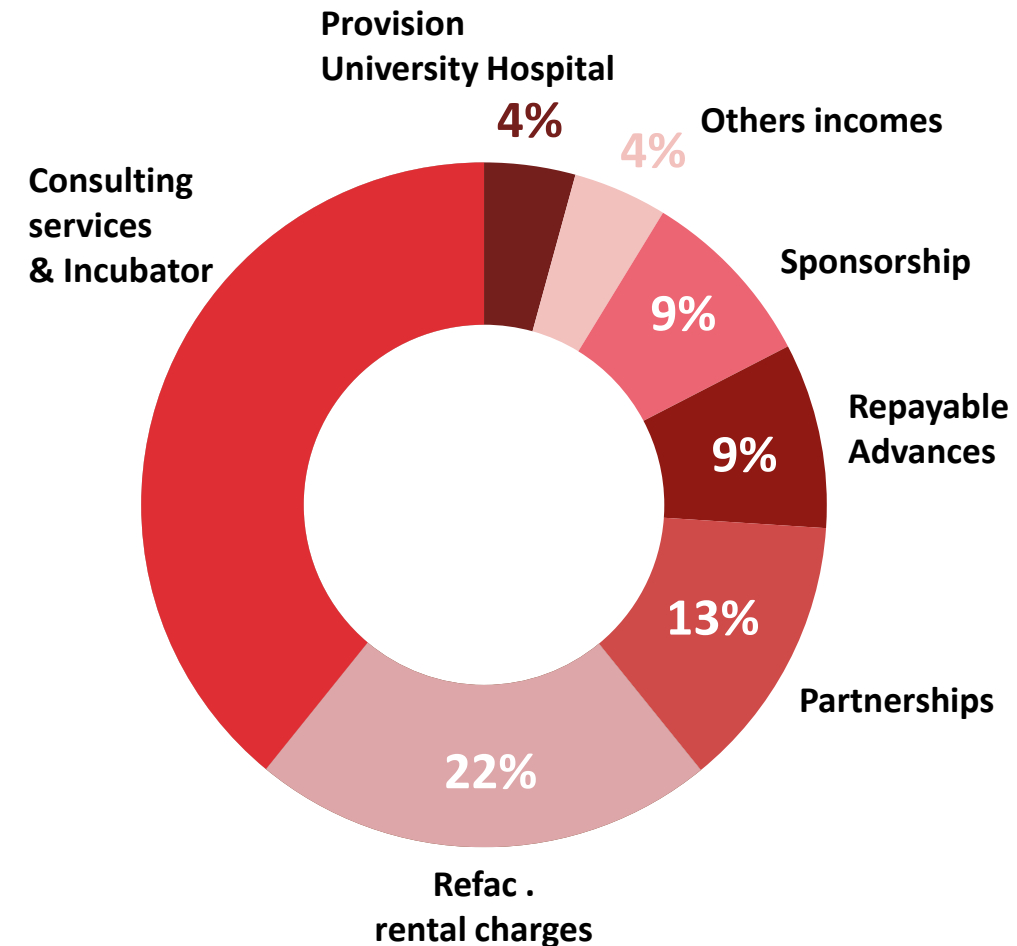
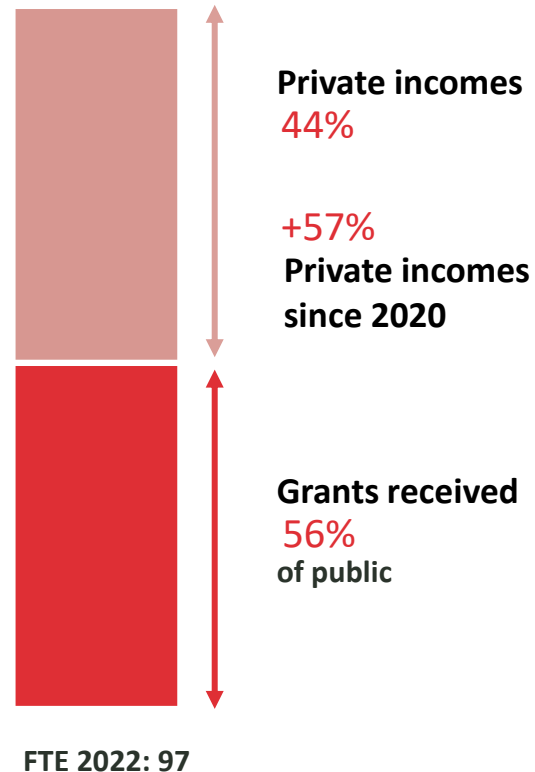
A MIXED INCOME MODEL

GIE revenue = nearly €10 million in 2022
Increase of €3.7 million between 2020 and 2022

2 categories of income:

- **public revenues** (mainly subsidies)
- **income from relationships with private actors**, including:
 - ✓ External services to companies, training organizations and health establishments
 - ✓ Partnerships with companies, regional organizations... (Roquette Frères, CARSAT, Malakoff Humanis, University of Lille)
 - ✓ Sponsorship to finance part of the events

Eurasante GIE's Revenues



**EURASANTÉ: ACCELERATING HEALTH INNOVATIONS IN
HAUTS-DE-FRANCE REGION**

THE ONLY REGIONAL CLUSTER DEDICATED TO HEALTH IN ALL ITS DIMENSIONS AND THROUGHOUT LIFE...

For nearly 30 years, Eurasanté has supported researchers, project leaders and companies in the fields of health, food, ageing well and sport/health/wellness in their research, business creation and development projects.

MISSIONS :

- Support the creation of businesses;
- Develop businesses
- Provide the best conditions for players to meet, exchange ideas and work together to innovate more and better;
- Attract new companies in the Hauts-de-France region.

OBJECTIVES ?

Contribute to job and wealth creation in the region, while improving prevention, well-being and lifelong care.



THE STRENGTH OF COMPLEMENTARY TOOLS

4 INCUBATORS

+ 400 projects supported | 250 companies created
+ 1,400 jobs created | 700 million Euros in funds raised



3 SITES OF EXCELLENCE

450 hectares | nearly 250 companies | 4000 employees



1 COMPETITIVENESS CLUSTER

360 members
280 projects certified
since its creation
€215 million received



11 EUROPEAN PROJECTS

Interreg, Horizon Europe, Erasmus+
A network of 120 partners from 19 countries

1 ASSOCIATION



5 INTERNATIONAL BUSINESS AGREEMENTS

+2700 annual participants



**THE
EURASANTE BIO BUSINESS PARK**

EURASANTÉ IS THE ANIMATOR OF THE EURASANTÉ BIO-BUSINESS PARK

A PIONEER SITE OF THE METROPOLITAN AREA OF LILLE'S STRATEGY



300 HECTARES

dedicated to the fields of HEALTH & NUTRITION
Directly located alongside
the Lille's Hospital-University Campus



205 COMPANIES | 3 800 EMPLOYEES



10 HOSPITALS | 16 800 HEALTH PROFESSIONALS



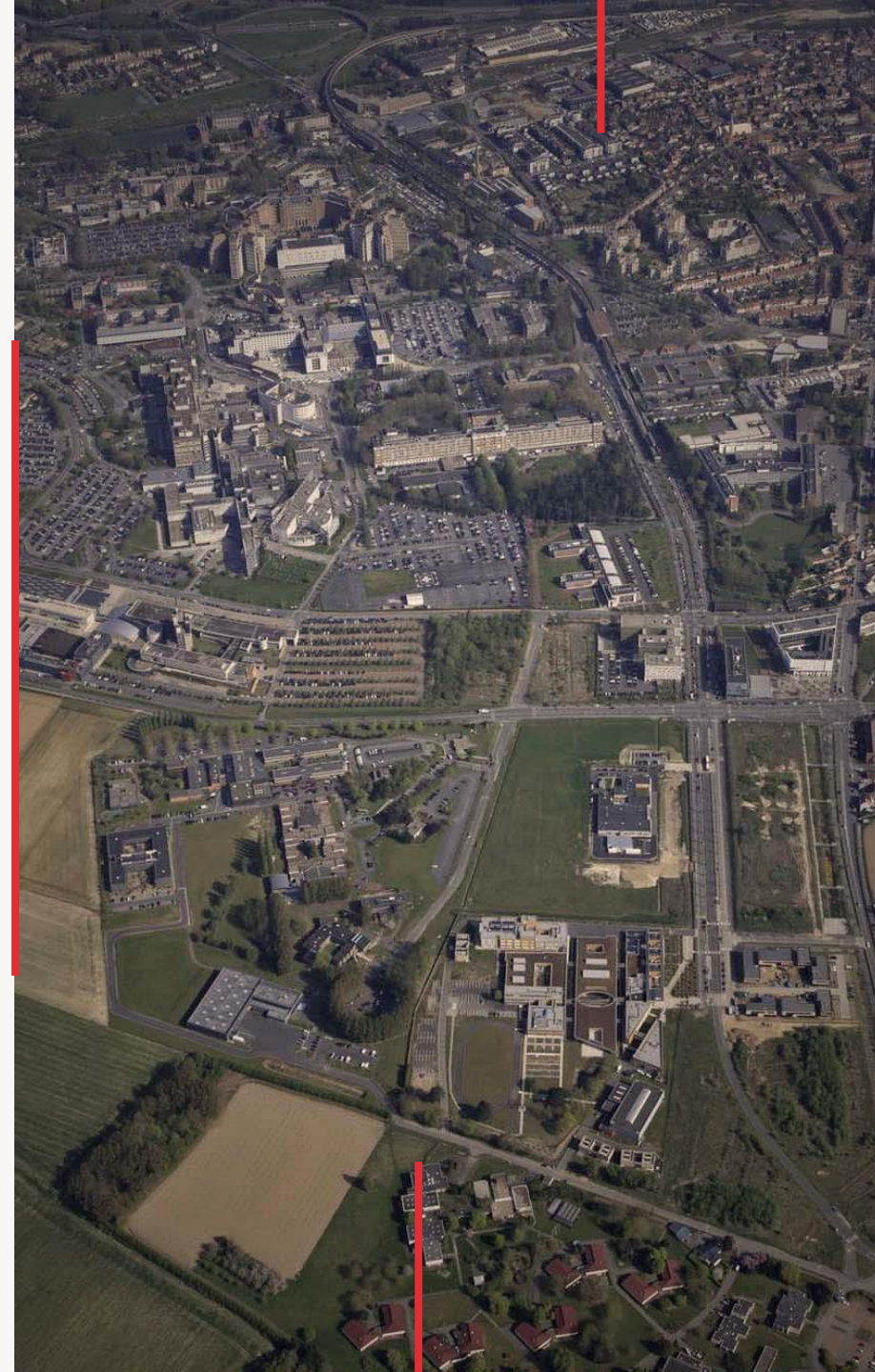
50 LABORATORIES | 1 800 RESEARCHERS



4 UNIVERSITIES | 8 PARAMEDICAL SCHOOLS | 22 000 STUDENTS



A wide range of real-estate programs fully-designed for
healthcare companies on each stage of development



**OUR SUPPORT TO
HEALTH ACTORS**

OUR EXPERTISE FOR RESEARCHERS

OUR PROMOTION MISSIONS



RAISING RESEARCHERS' AWARENESS OF GOOD PRACTICES

Intellectual Property | Search for funding | Technology transfer planning



SEARCH FOR INDUSTRIAL PARTNERS

Connecting with industrials identified by Eurasanté and Clubster NHL | Support during business conventions



DETECTION OF TRANSFERABLE TECHNOLOGIES AND PROJECTS

Regular visits to laboratories throughout the region | Key Account days



SUPPORT TOWARDS INCUBATION

Project structuring | Support during the Approval Committee's acceptance process



ASSESSMENT OF THE ECONOMIC POTENTIAL OF THE SOLUTION

Competitive pre-study | Market pre-study

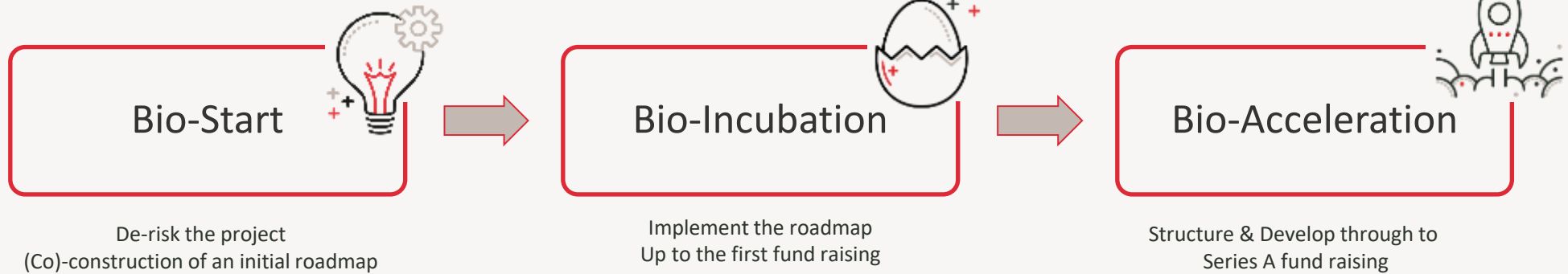
OUR SUPPORT TO ENTREPRENEURS

PROJECT



BIO-INCUBATOR

BIO-ACCELERATOR



Market Access / Business Development / Intellectual Property / Finance / HR

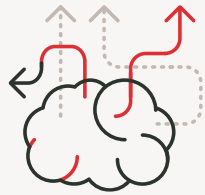
ENTREPRENEUR



DU Health Entrepreneurship

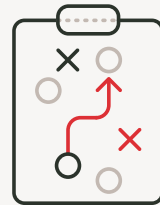
Develop your entrepreneurial spirit in the health sector.
Gain new responsibilities by developing your skills and competencies.
Understand innovation in the world of Healthcare and new trends.
Develop your network.

OUR CONSULTING SERVICES TO DEVELOP INNOVATIONS AND COMPANIES



INNOVATION

Diversification
Technology development
Collaborative projects
Open Innovation



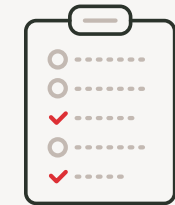
STRATEGIC DEVELOPMENT

Market research
Positioning



COMMERCIAL DEVELOPMENT

Commercial strategy
Prospection
Export development



USER TESTS

Experimentation
Panel testers
Analysis and recommendation



SEARCH FOR FUNDING

Business Plan
Financial strategy
Search for investors
Search for national and
european funding



HR/TRAINING

Search for talents
Organisational Diagnostic
Skills development



LAWS AND REGULATIONS

Contract and business law
Industrial and intellectual property
New technologies law applied to
health



COMMUNICATION AND MARKETING

Strategy and
communication plan
Graphic design
Web development

OUR SUPPORT TO FOREIGN COMPANIES

After a successful establishment in the region, and favorable market returns, you will be able to accelerate the deployment of your company thanks to our Bio-Accelerator



DISCOVER THE ECOSYSTEM

Initial support

First 2 to 3 weeks
Free of charge services

- General information on regional main market actors and ecosystem
- Connections with regional partners and consulting firms
- Real estate support
- Access to Eurasanté job platform



ESTABLISH

Softlanding package

3 to 6 months
Tailor-made consulting services

- Create your business
- Connect with the ecosystem (Hospitals / Regulations / University / Distributors)
- Hire your first talents
- Get your first financing
- (Get your French Tech visa)



DEVELOP

Bio-Acceleration program

Next 18 months
Fully integrated assistance program with a dedicated Startup Manager

- Market access
- Business development
- Finance
- HR

A PARTNERSHIP WITH LOCAL GENERALISTIC DEVELOPMENT AGENCIES



L'agence d'attractivité



HAUTS-DE-FRANCE REGION

The missions of NHL CLUBSTER



Benefit
from the network



www.clubster-nhl.com/

FINANCE
your innovative projects

1) Personalized support

Identify counters and label the submission of your R&D projects

DEVELOP
your business

2) Privileged meetings & events

Stay alert and collaborate
thanks to our 100 annual workshops and events

INNOVATE collectively

3) Innovation opportunities

Access new innovation opportunities
and business opportunities through collaborative projects



**+ 135 PROJECTS
FUNDED**



**+ 215 M€
FUNDING RECEIVED**

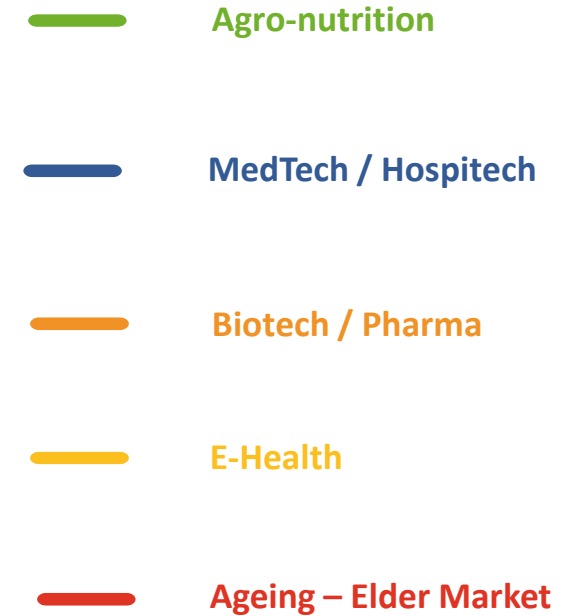
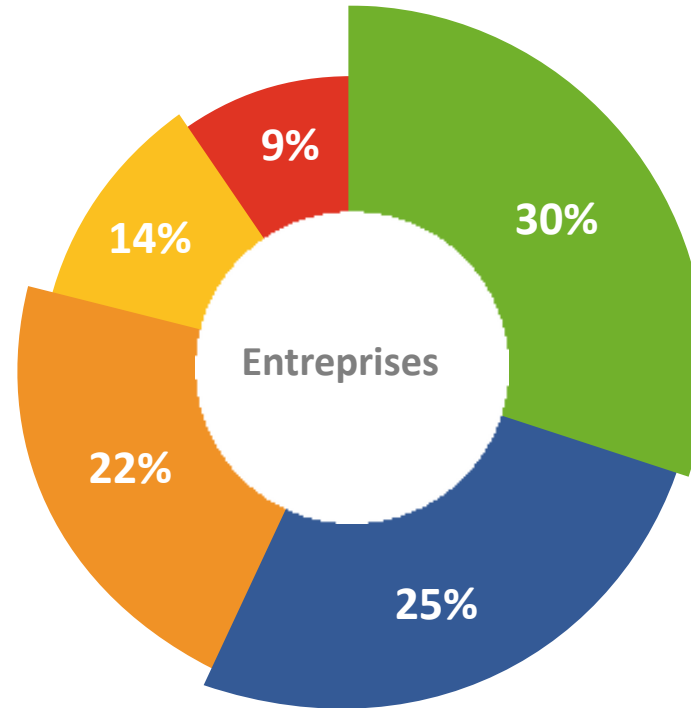


**+ 120
EVENTS / YEAR**

360 members

- 80% Corporate
- 10% Research, training and users
- 10% innovation partners

(subject to approval by the Board of Directors; application strengthened by involvement in network projects & subjects)



5 EUROPEAN BUSINESS CONVENTIONS FOSTERING INNOVATION

Providing a framework to connect key European innovators :

- Research for tech transfer
- Academia-industry partnerships,
- Early-stage innovations, Start-up & Mature companies
- Investors : pre-seed, seed, and Series A
- Consulting firms
- Key stakeholders from each sector (funders, regulators, major firms...)



ONE-TO-ONE MEETINGS



PITCH SESSIONS



EXHIBITION



CONFERENCES

A STRONG NETWORK OF EUROPEAN PARTNERS

60 PARTNERS FROM 21 COUNTRIES

10 ongoing European projects similar to Interreg and Erasmus+



Senior Eco-Nect project will prepare a **joint action plan** to support the emergence and the development of **European ecosystems dedicated to silver economy**

CONCLUSION

For further information and to take action with us :

- Attend our Business conventions to meet innovation stakeholders and represent your territory (BioPmed is our Partner)
- Build new european projects together
- Visit The Eurasante Bio Business Park and the Lille University Hospital
- Strengthen a partnership to help our respective local companies for their establishments in Italia and France

THANK YOU FOR YOUR ATTENTION

For further discussions, feel free to contact me



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