



Indirect Support in NL

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Analysis Support Mechanisms in NL

Deskresearch to direct and indirect support in the Netherlands

13 European, 8 national, 4 regional, 7 local arrangements

BBI : BioForever & Agrimax WSBO: Several projects













Situation earlier: support foundation BPF

SmartPilots: Direct Support Factsheet Netherlands

Support, through public funded financial instruments, that is available to Shared Pilot Facilities in Industrial Biotechnology for capital investment, capability build and organisational revenues for the creation, upgrading and managerial costs of maintaining open access infrastructures.

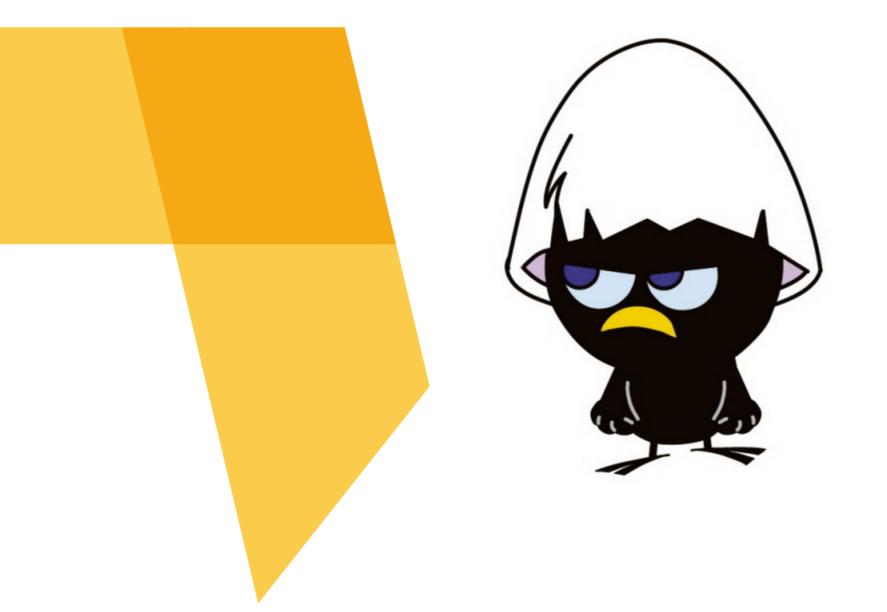
Partner Organisation: Province of Zuid-Holland, Den Haag, The Netherlands **Organisation Description:** BPF (Bioprocess Pilot Facility);

BPF (Bioprocess Pilot Facility), Private, open access company, 35 FTE, Turnover in range of 5- 10 M EUR (2016). Currently 3 shareholders (DSM, Corbion and Technical University of Delft). Shareholders are committed to invest a based load of scale up projects until end of 2019.

Impact: Building and Maintaining Industrial Biotechnology Pilot Capability for Open Access Organisation Description:

Research & Demonstration I	nfrastructure/Organisation	Yes
Public/Private		Private
For Profit/Not For Profit		Non-for profit SME. Note: categorized as large company for EU funding projects because of multinational shareholders
Public Contracting Authority		No
Subsidiary/Parent Compa <mark>nie</mark>	es	Not applicable, fully independent organisation
Number of Employees		35 by end of 2016
Turnover		5 - 10 m€ in 2016
Value of Assets		75 m€

Situation now: "reversed Calimero Effect"



Highlights interviews stakeholders

On the position of pilot facilities

- Recurring investments to keep state-of-the-art equipment necessary
- Specialisation versus 'one-stopshop': can complementarity in a European ecosystem be accomplished?
- How to get from current funding mechanisms to future options: more complex arrangements and cooperation.

On the projects and funding

- Subsidies are regarded as complicated by inexperienced companies (SME and other).
- Scaling up is seen as risky by financiers as company, technique and business case did not prove themselves yet.
 When economic impact approaches (plant building), this gets easier. Larger financing companies lack trust ánd are slow to change their views.
- Subsidy-advisors are specialized in some of the formats and miss the overall pictures, larger consultancy firms ask a lot of hours in the accepted projects.
- Projects are vulnerable: they lean heavily on cooperation with one university for example.

Conclusions

NL and Provincie Zuid-Holland used to have development funds, not existing any more

Different kinds of non-financial support mechanisms, such as:

- Biobased Delta
- Innovation Quarter Business Development

Future: opportunities for strategic collaboration for development

DSM, Corbion, Heineken





Dankjewel!

Questions welcome