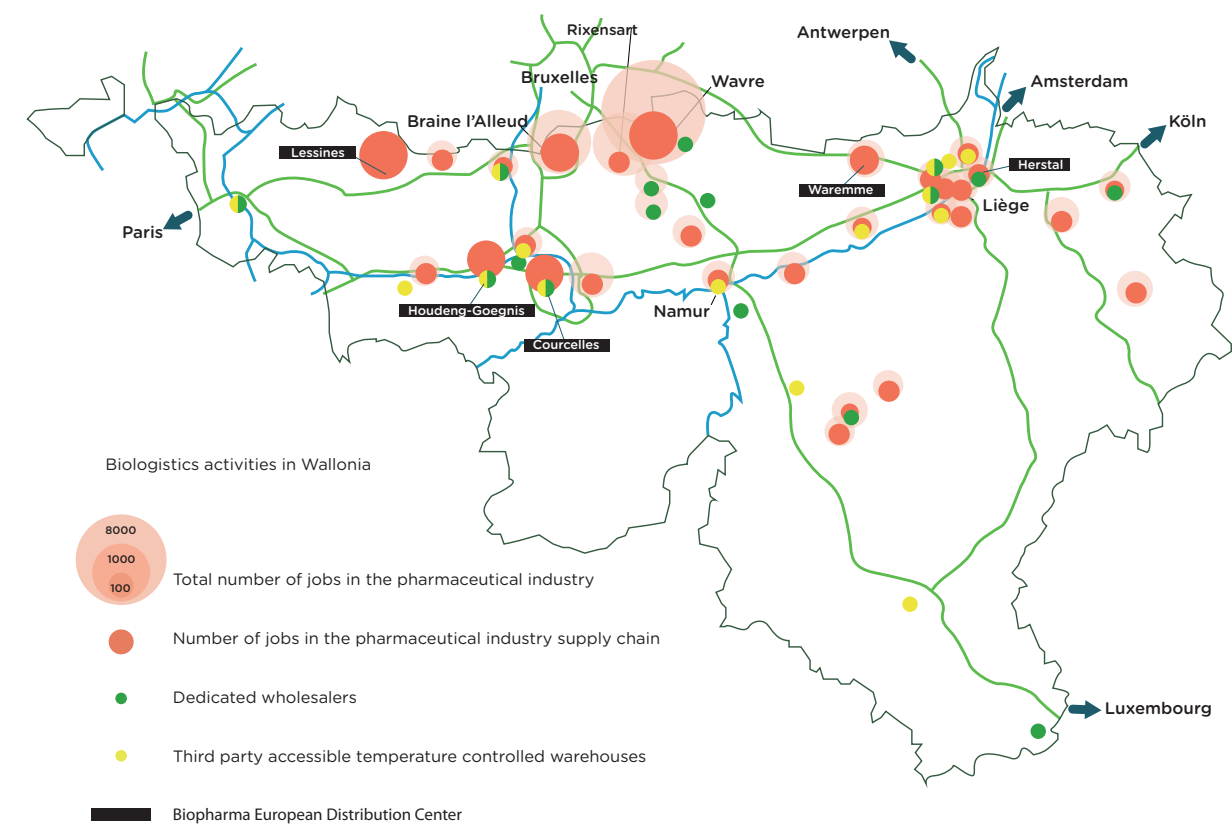


# SNAPSHOT OF THE BIOLOGISTICS INDUSTRY



Source : «Expert Logistic Files N°5 (Biologistic)», page 14-15. By «Logistics in Wallonia».

# 5 more good reasons to invest in Wallonia

Located at the center of economic Europe :



Favorable business environment :



R&D Culture :



Economy open to the world :



Quality of life :



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Feel inspired



# BIOLOGISTICS IN WALLONIA



# Our key assets

**1** Optimum localization: Wallonia is located at the heart of the golden triangle between Amsterdam, Paris and Frankfurt and close to 8 of the top 10 cargo airports with direct connections to the main seaports of Antwerp and Rotterdam.

**2** Supply chain excellence: qualified services providers that are GDP compliant (E.U. Good Distribution Practice), IATA (International Air Transport Association) & CEIV (Center for Excellence for Independent Validators in Pharmaceutical Logistics) certified, highly qualified logisticians, home to several R&D centers and presence of « contract manufacturing organizations ».

**3** State of the art transport, distribution facilities and infrastructure: « recent investments in cold chain infrastructure and equipments ensure a quality treatment of your products. Other processes with customs and regulatory authorities do facilitate transport and transit of shipments ».

**4** Attractive incentives & tax regime: opportunities to use systems such as bonded warehouses, ET14000 tax deferment to the next period and no VAT prefinancing, depot transit, easy customs declarations.

**5** Favorable framework for optimizing investments: from national interest deduction to specific VAT regime, to favorable rulings and to grants made available for research, etc.

**6** Worldwide center of excellence: the Region hosts « Biolog Europe », a NPO that puts through world-class leaders with young enterprises often arising from university research.

**7** Highly trained staff and availability of workforce with life sciences supply chain background.



# BIOLOGISTICS IN WALLONIA

Major players for each step of the value chain :



R&D Clinical Trials

Manufacturing

Distribution/ Logistics

# BIOLOGISTICS : EXCELLENCE IN WALLONIA

## A force in the European biopharma industry

- Belgium represents 16% of the Europe biotech industry turnover
- 2/3 of the 24,400 pharma industry direct jobs are concentrated in Wallonia. 9,000 of them are linked to supply chain activities

## World leaders and world class emerging companies

- World leaders such as GSK, Takeda, UCB, Lonza, IBA... and up-and-coming names like MaSThercell, Diagenode, Physiol, Celyad, Promethera... have a massive presence in Wallonia.
- The Region is also the home of many European distribution centers such as J&J, Mölnycke, Coopervision...

## Excellence in biologistics operations

- Third Party Logistics with long track biopharma capability - express services for clinical trials, biomaterials, cells,... - specialized packaging services, traceability solutions, quality control & regulatory affairs companies, biologistics trained customs officers, minimum transit times, cold chain expertise

## Mobility & multimodal solutions

- Wallonia combines high-density motorway, railway & river system networks with a cargo airport strategically located in Liège. Major other pharma cargo airports are located closeby. Besides customer proximity, efficiency is granted through multimodal platforms, including sea/river shipping solutions - and - in the near future - express rail.

## Specific tax advantages

- Tax & Fiscal environment is ideal for logistics operations - including a deferment of VAT & customs duties, bonded warehouses or easy and centralized filing. Innovative measures allow for significant employee cost reduction.

# Growing in Wallonia



UCB has succeeded in its 'biopharma' move

In a matter of years, UCB has moved from the development of traditional medicines towards biopharmaceutical products and an orientation centered on the patient. This change in direction has had a substantial impact on the supply chain, as Alain Hébrant (Global Transport Manager) explains.

"The move towards biopharma products has had the effect of considerably reducing the volumes to be transported and largely increasing their value. Consequently, our transport management has adapted. Since 2009, all our shipments have been temperature controlled, and we anticipated the coming into force of the Good Distribution Practices", explains Hébrant.

The UCB site in Braine-l'Alleud plays a central role in this organization. While the transport of finished products across the entire world still accounts for the largest part of the volumes, API volumes (Active Pharmaceutical Ingredients) and those of semi-finished products between the UCB sites and other partners now also play an important role.

"With such a complex supply chain, we ensure perfect traceability up to the patient". Hébrant goes on, UCB manages to combine this requirement with strict cost control by very carefully selecting our transporters, requiring they comply with strict safety criteria, and auditing them at regular intervals.

Alain Hébrant

Global Transport Manager, UCB, Belgium



Bio Pharma Logistics is a dedicated player in the field of biotech and pharma transportation of temperature controlled and time-critical shipments with operations in Belgium, Spain, the United Kingdom, Canada, and India. B.P.L. entertains a large network of partners all over the world. From Belgium, it operates globally thanks to an excellent infrastructure in Liège and Brussels airports, the availability qualified and well-trained staff, an excellent ecosystem with a large pool of biotech and pharma companies, a great collaboration with customs and authorities as well as the ability to speed up processes and manage costs in an efficient way.

Frédéric Peelman

COO Biopharma Logistics