OPPORTUNITIES FOR BELGIUM-JAPAN

COOPERATION IN DIGITAL MEDTECH

Thursday, 28 September 2023

For techno-entrepreneurs.

WSL, a long journey

2021
FinMaX

2020
CSL booster
by CSL

2022
TRL booster
MedTech

DIANA

2019
greenbooster

2016
atom-it

2014
thelabs

2017
MedTech
MatMaX™

2018
BELGIAN
MEDTECH
BOOSTER

Création antenne
Gembloux

2015
WeLL
Walloon e-Health Living Lab

2011
esa
startech

2012
wsl@mons
wsl@charleroi
wsl@louvain-la-neuve

2009
wslland

2002
Ouverture aux 1ères
SU (science de
l'ingénieur)

2005
nbia

2000
Wallonie

WSL
For techno-entrepreneurs.

WSL, is NOT … a conventional Start-Up Incubator

➢ We support our CEO on a daily basis at 360°

➢ We are independant with no financial interest

➢ We want to free our CEO from any obligation

➢ We support over 3 years + (2 x 1 Y) = Start-up / 5 Y + (2 x 1 Y) = spin-off

➢ We support in HR, Regulatory, Strategies, Marketing/Sale, Bus dev, …

➢ We are 8 experienced and independent coaches

➢ We are focused on deep-tech engineer-related project/company
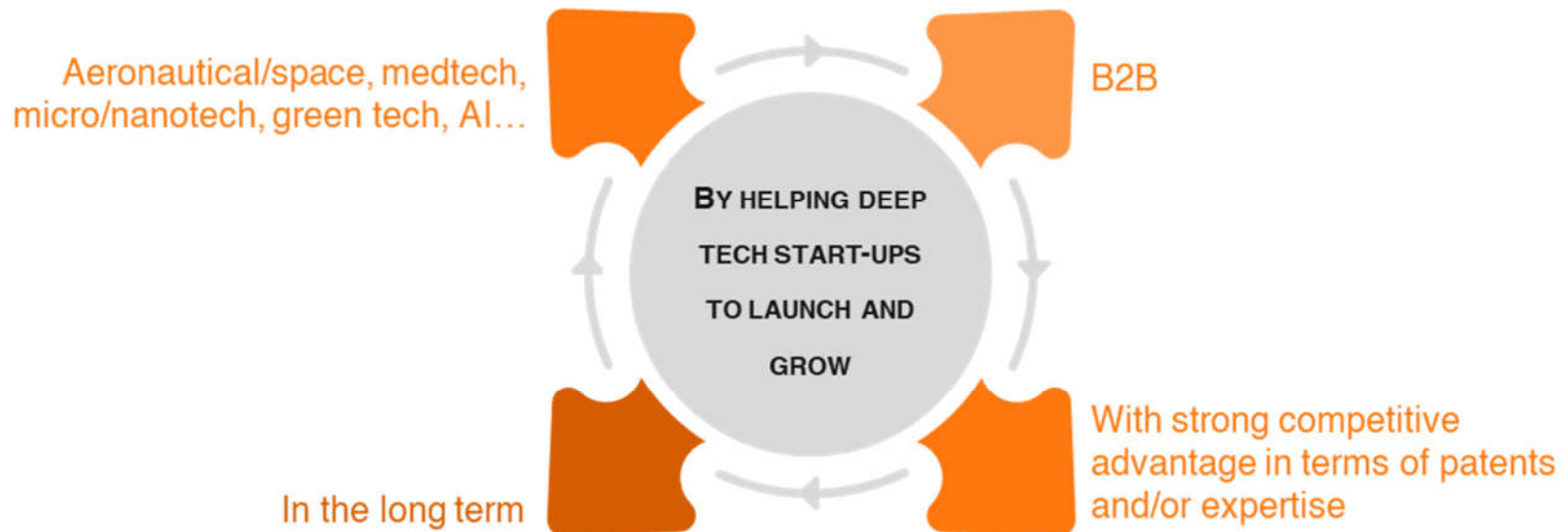
WSL
For techno-entrepreneurs.

WITHOUT WSL
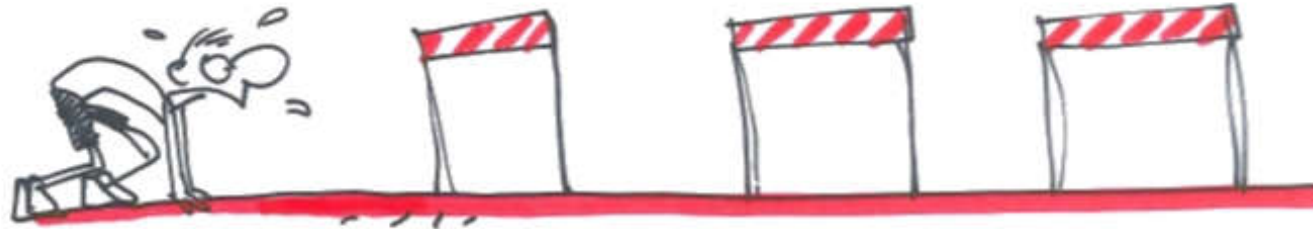
WITH WSL

WSL, our mission

To contribute to the development of a new industrial landscape in Wallonia with strong retention of talents and technologies.

Aeronautical/space, medtech, micro/nanotech, green tech, AI…

B2B

By helping deep tech start-ups to launch and grow

With strong competitive advantage in terms of patents and/or expertise

In the long term

5

WSL, our Team

Ir. Agnès FLÉMAL
Chief Executive

Ig. Laurent GILIS
Business Coach

Ir. Christophe BARONHEID
Business Coach

Ir. Robert BURY
Business Coach

?

Ir. Vincent COLARD
Business Coach

Dr. Fabrizio GIANNOTTA
Business Coach

Véronique RALET
Resources Human Expert

Ir. Julien TOUSSAINT
International Business Advisor

WSL
For techno-entrepreneurs.

WSL, our Team

Pascal ALEXIS
Financial management manager.

Sandrine LEGRAND
Responsable administrative

Mélissa DI CHIARA
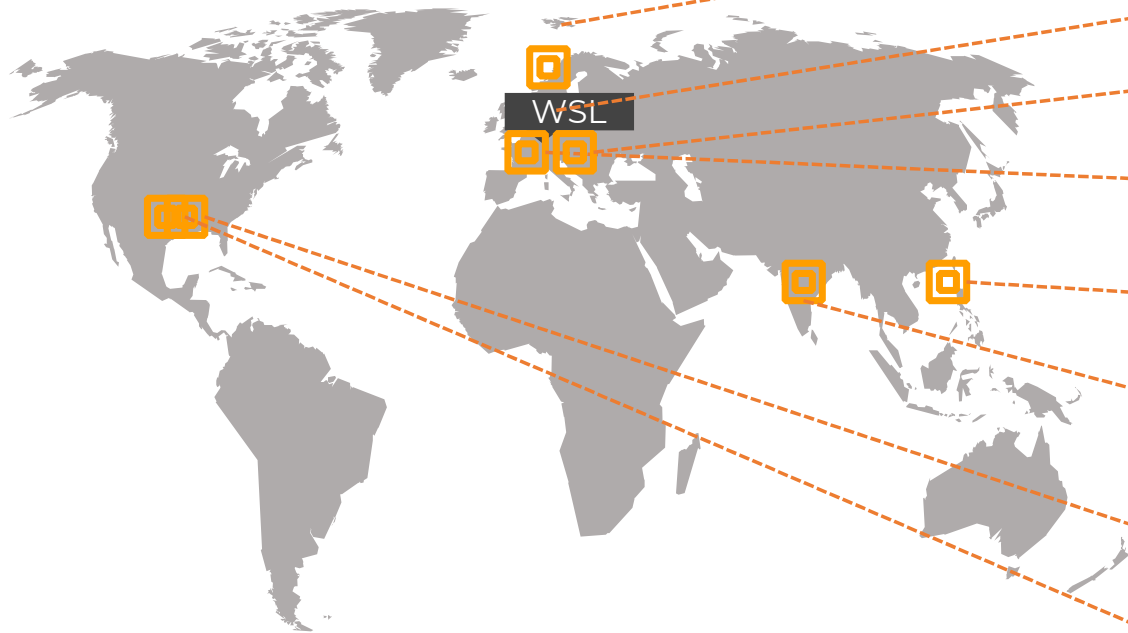*Community Manager*

Aurélie DEVAUX
The Labs assistant

WSL
For techno-entrepreneurs.

WSL is active in Wallonie-Bruxelles Regions

11 COMPANIES IN PARTNERSHIP
10 wsl|liens

6 COMPANIES IN PARTNERSHIP

14 COMPANIES IN PARTNERSHIP
28 wsl|liens

wsl@bruxelles

wsl@louvain-la-neuve

wsl@gembloux

wsl@liège

15 COMPANIES IN PAR' wsl|liens **0**

wsl@mons

wsl@namur

wsl@charleroi

12 COMPANIES IN PARTNERSHIP
9 wsl|liens

10 COMPANIES IN PARTNERSHIP
8 wsl|liens

WSL, our International partners

UBI GLOBAL

technoport®
technology business incubator

UNIVERSITÉ DE GENÈVE

esa

TAÏWAN

aic-aartech
SUPPORTED BY ATAL INNOVATION MISSION, NITI AAYOG

TIDES
BUSINESS INCUBATOR

CAL POLY

TEXAS A&M UNIVERSITY

WSL

WSL
For techno-entrepreneurs.

9

WSL, our community

10 ELECTRONICS & MECATRONICS

aerospacelab · BREVO · LIFE LINE · MICROMEGA · MIRMEX MOTOR · EQUESTRIAN · SDR Technologies · Selinko · Streetbrewers · Q

7 INDUSTRY 4.0

iCS · iSpark · METHEORE A MATTER OF VISION · SCOUP · Secoya · V₂i · WideTech

11 GREENTECH / CLEANTECH / AGROTECH

agroptimize · CARE4WATER · APO-GEE · KAMEO · ARTESIA HYDROGEOLOGY & ENVIRONMENT · MURVERT · NeuroGreen · PHILEOLE · vocalise · novobiom

13 ICT & AI

alphacom · ed · inmersiv technologies · SkalUP · cooperlink · MyData-TRUST · Triseum · CuDB · gyw · ROMBIO · DEPTHEN IMAGE ENRICHMENT WITH AI · hovertone · Sensorea

22 HEALTH & MEDTECH

AARDEX GROUP · cytomine · insilicare · Momly · CMD COAT · kando CARING TECHNOLOGY · MYOCENE · REHAL-IT · Cleo · VERDEEN · LITHCIDE Nanocoat · NeuroPath · Samson · COMUNICARE · Fenyx · LiveDrop · ODIX · Sensotronic Medical · Coussin cinétique · HK HEARTKINETICS · MintT · Oncomfort

On Going

Our community

…more or less 150 members.

ELECTRONICS & MECATRONICS

VDD TECH · SmartNodes · E2 DRIVES · MT-C · BATTLE KART · image · Quimesis · RSQ · nSilition · TAI PRO Engineering · BROTA · Space2 · OPTRION

INDUSTRY 4.0

X4C · ARGOS SOLUTIONS · ISOHEMP · ADDIPARTS · CITIUS ENGINEERING · POLYWORKS CONCEPTS · CISEO · Pepite · NOLISYS · Wielandts upmt · ESNAH

GREENTECH / CLEANTECH / AGROTECH

INVINEO · Stone Assistance · PROTEIFOOD · ESOMUS · b blue · AIRRIA · TIS TECH · MICROSPIR · Ecar 333 · 4INCH · ELIOSYS · Lipofabrik

ICT & AI

opinum · OSCARS · amoobi · eRowz · WaPT · MICA SYSTEMS · APP & WEB · dbizners · Mesydel · flows · esia · tessares

HEALTH & MEDTECH

Ubitemp · pulplink by IMW Productions · cytomine · BT Clinical Computing · OSIMIS · CERHUM · NeomaLab · FORMYFIT

wsl liens

WSL
For techno-entrepreneurs.

Our tools

WSL, our Tools

MatMaX — Evaluate and measure the level of maturity of a new innovative product

WiKi — Virtual platform of the WSL community.
Allows the exchange of information and discussions between members of the community

FinMaX — Identification of financial need and planning, and in particular, assistance in monitoring R&D project financing.

WSL
For techno-entrepreneurs.

Interactive tool: www.matmax.wsl.be
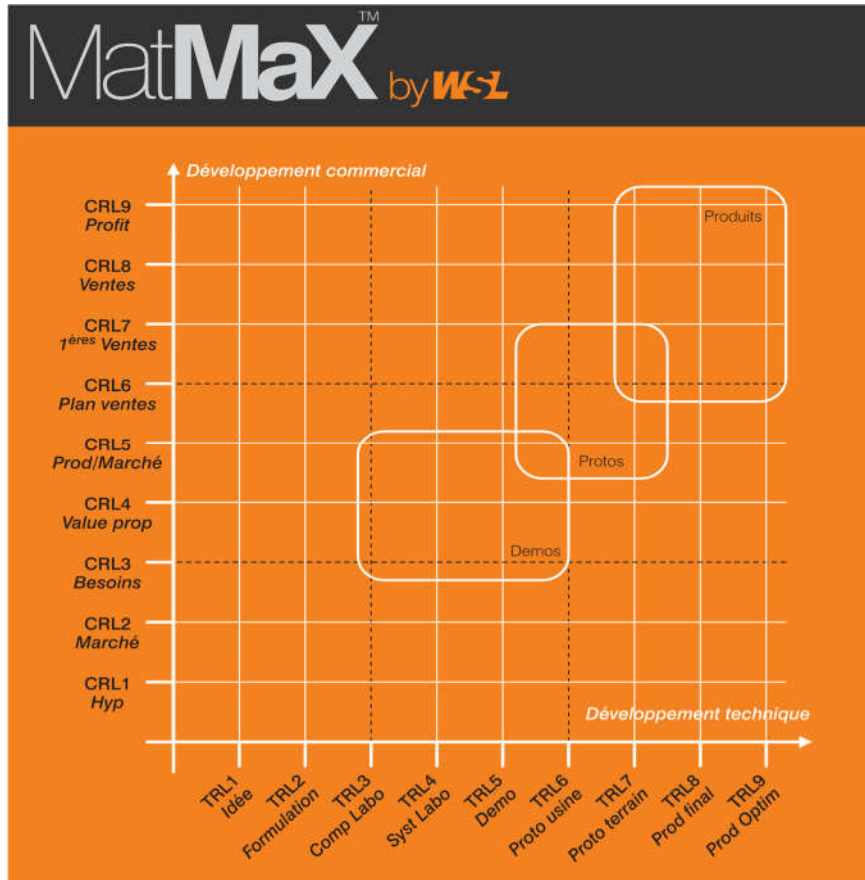
MatMaX™ : Key steps
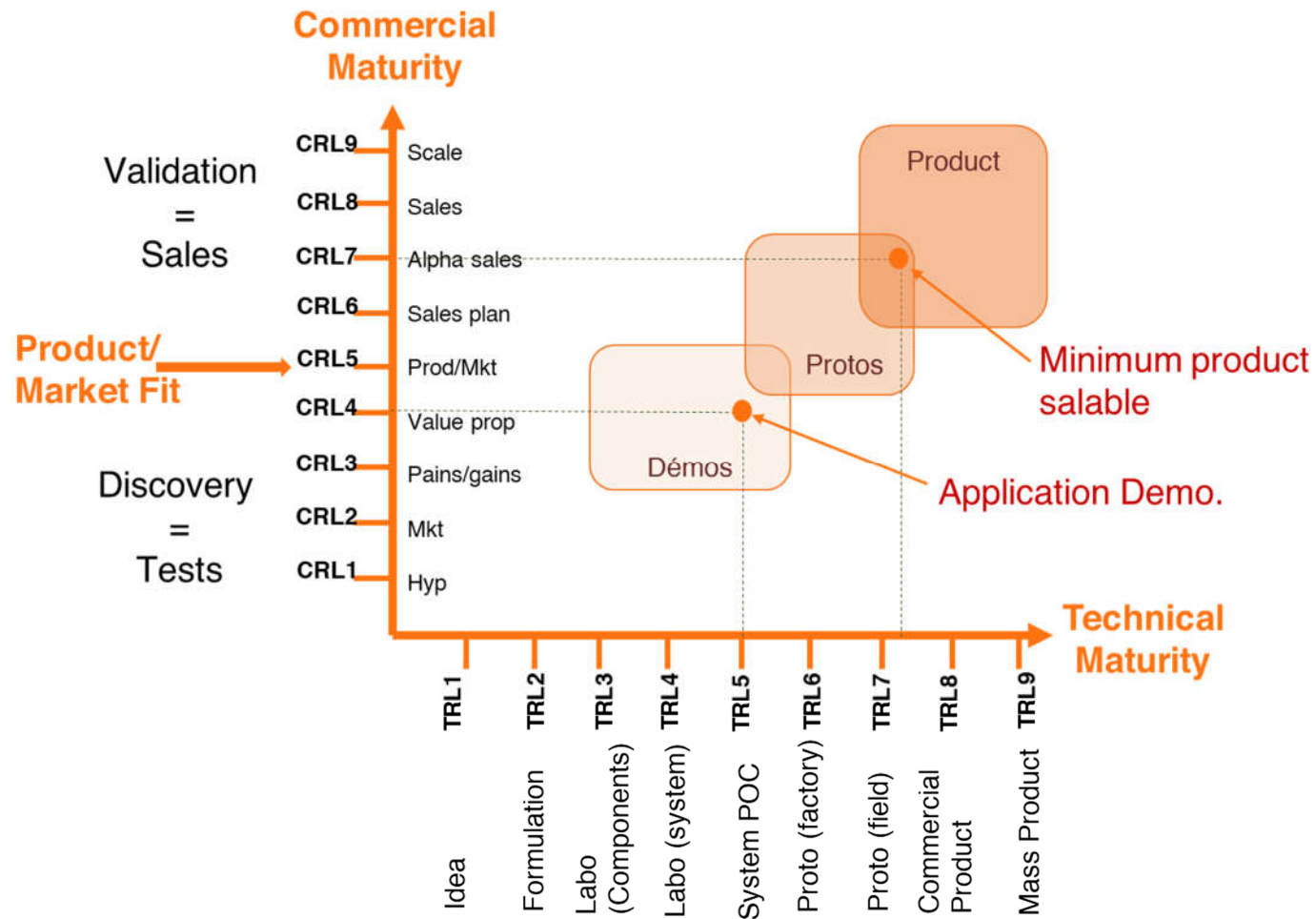
Example of progression

From the university project until today.
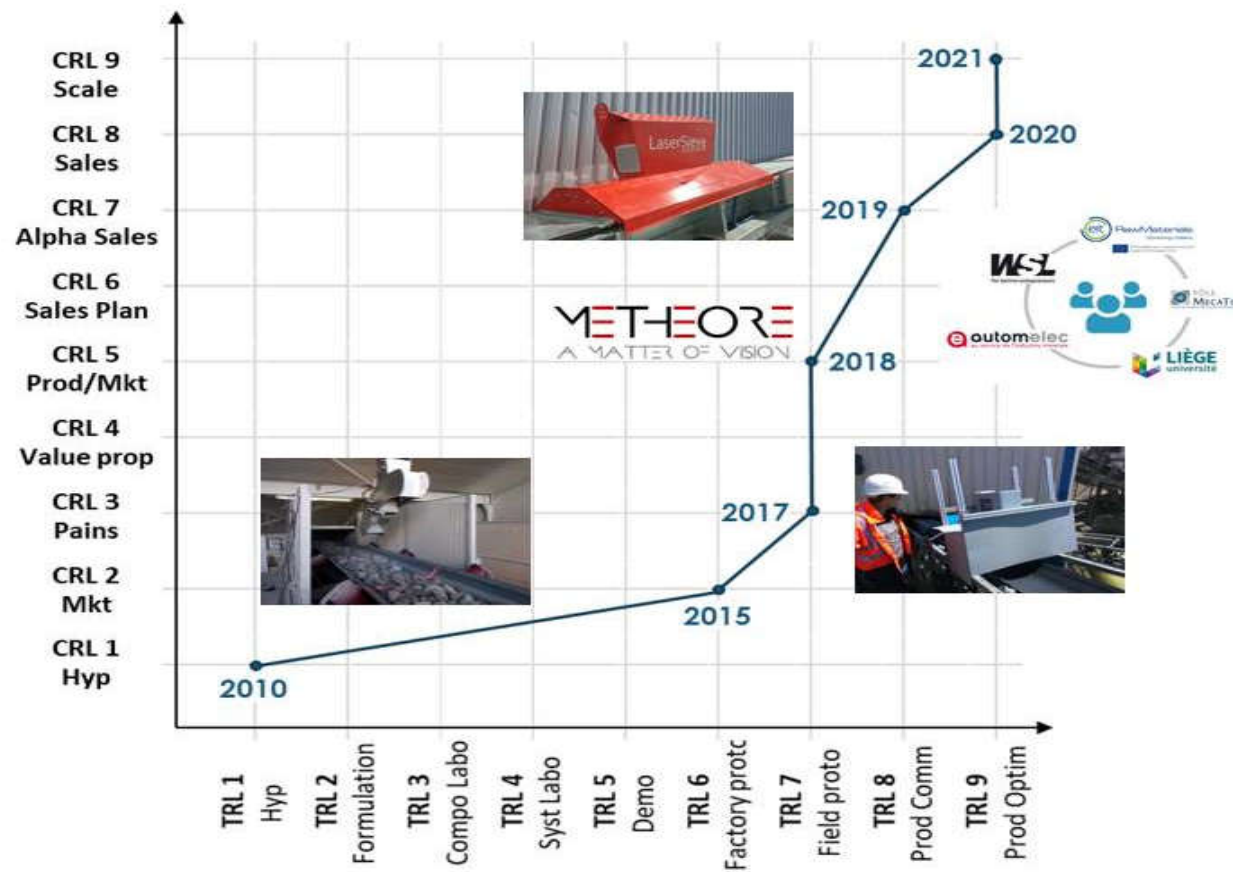
Real-time excel financial tool for techno entrepreneurs focused on real cash in and out

➢ Provides a real-time overview of companies' internal cash flow that includes public grants, loans, people incentives… ,

➢ Permits the generation of accurate financial projections for the next step of product development,

➢ This tool can be adjusted depending on the SU evolution,

FinMaX™
by WSL
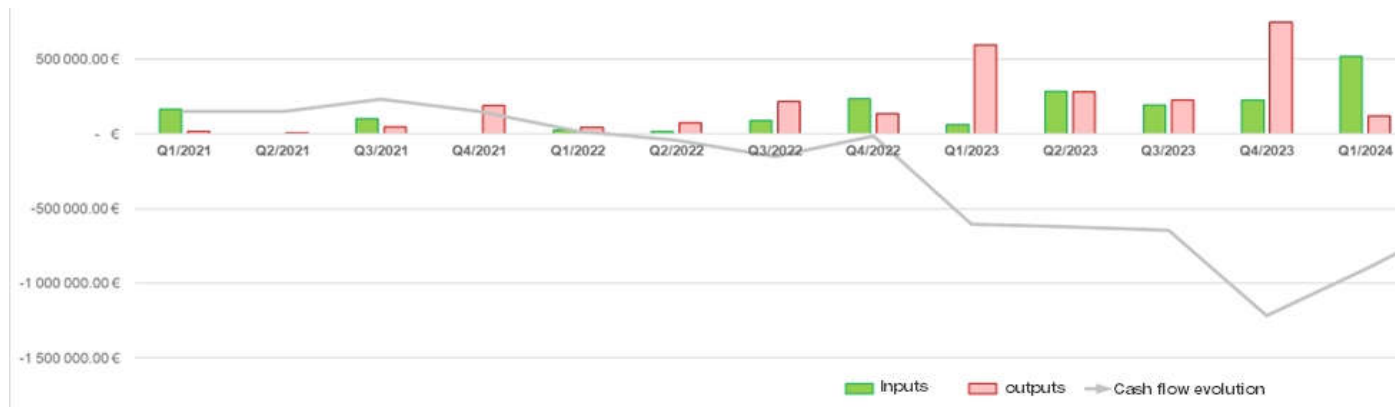
- **For who?** → Seed technology companies with sustained R&D activities

- **Why?** → Identification of a need to anticipate cash inflows and in particular those related to the financing of R&D projects

- **How?** → An easy-to-use planning tool that they can appropriate and develop themselves

WSL
For techno-entrepreneurs.

18

WSL, our Programs

StarTech

Incubator programme for student-engineers, housed in all colleges and universities. The objective is to develop the spirit and taste for entrepreneurship starting with a business creation idea that the participants will progressively develop into a marketable prototype/project at the end of the programme.

8-10 schools
>500 students

TRL Booster *MedTech Edition*

Programme of 10 worshops in English, organised on different sites in Wallonia to boost the growth of MedTech start-ups.

CRL Booster

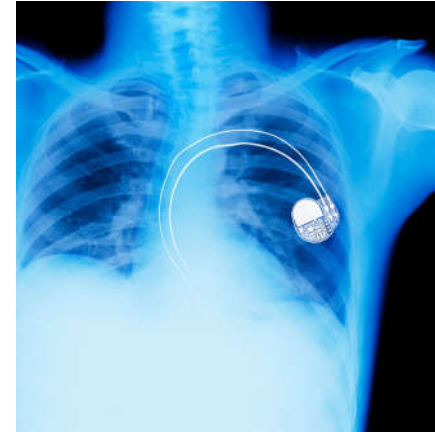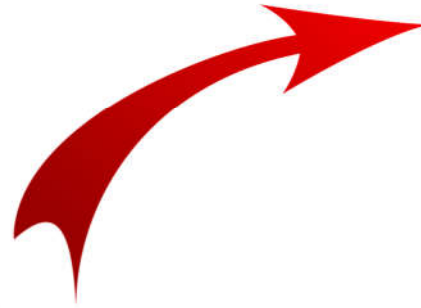A programme of 11 exclusive marketing and sales workshops, specially tailored to engineering-related (B2B) projects.
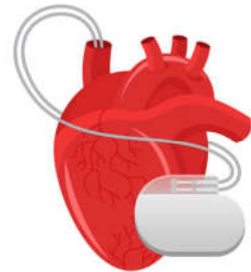
Greenbooster

Programme of 11 workshops to boost the start of "green" projects: environmental and/or energy related

SUP

Scale-Up Program

A programme that targets innovative companies that have gone beyond the start-up stage (that have tested the market and are already marketing their product) with the aim of helping them reach the scale-up stage more quickly:
- Diagnosis and identification of the obstacles to growth
- Implementation of an action planIntensive and personalised support from a WSL Business Coach
- Use of ad hoc external experts, activated by WSL.

Soft Landing Program

Assistance offered to foreign companies established in their market to create a structure in Wallonia.
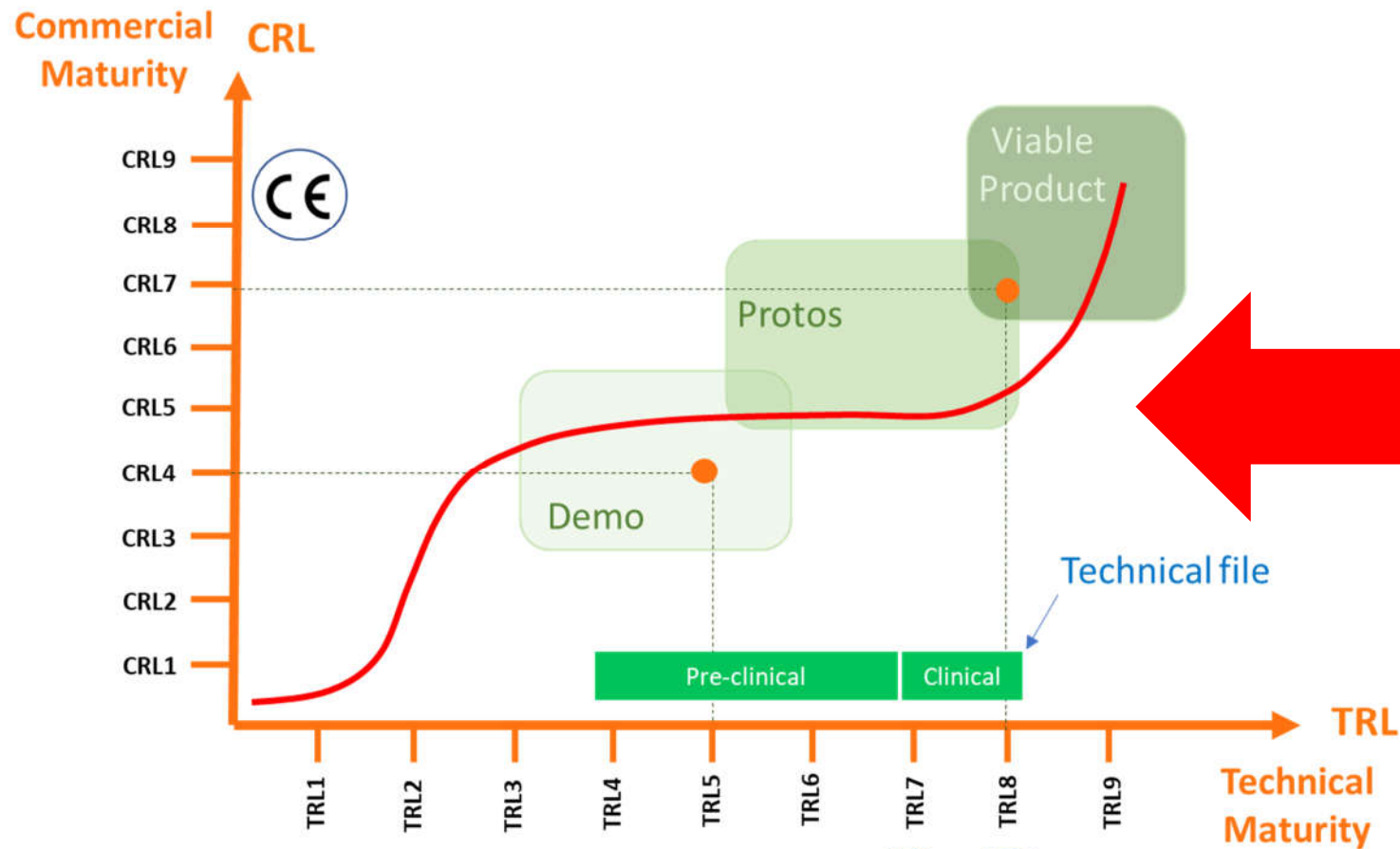Assistance at 2 levels: **legal aspects** (constitution, employment contracts, ...) and **start-up support** (introduction to the regional entrepreneurial ecosystem, ...)

DIANA

Dual-use defence innovation accelerator.

Bringing together defence professionals and the best start-ups, scientists, research centres and technology companies across member countries to ensure that NATO is and remains at the forefront of the 'emerging and disruptive technologies' identified as priorities.
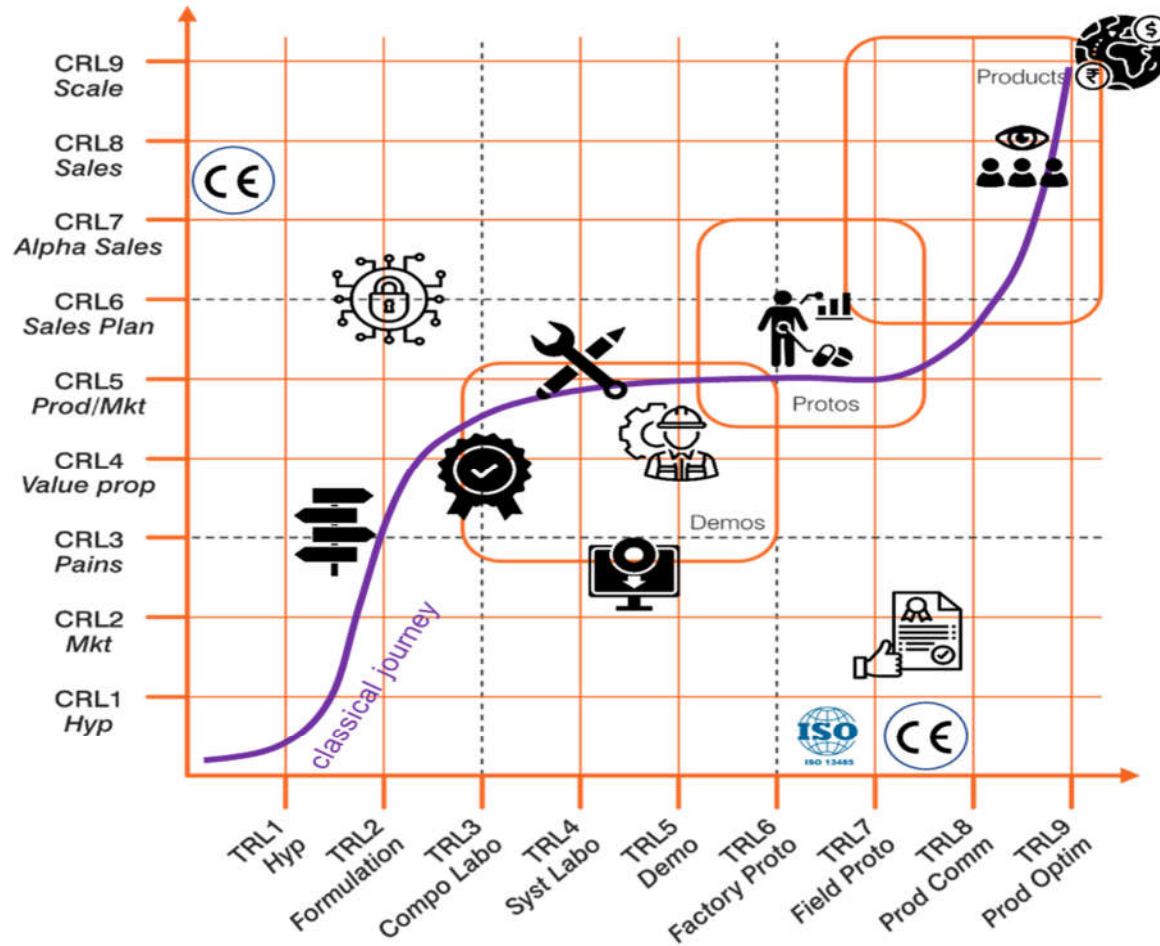
TRL booster *MedTech*

TRL

TRL1 TRL2 TRL3 TRL4 TRL5 TRL6 TRL7 TRL8 TRL9

Technical Maturity

20
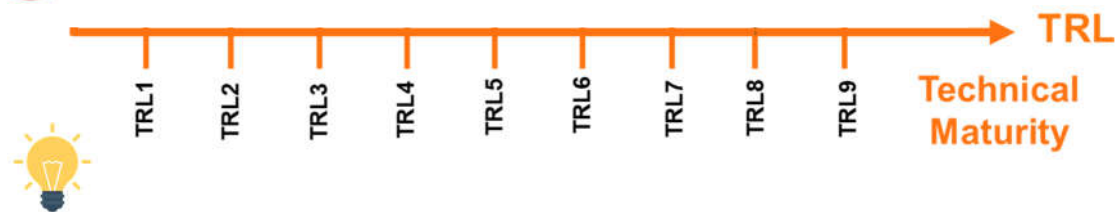
TECHNICAL MATURITY in MEDICAL DEVICE

The Booster

Commercial Development

CRL9 Scale
CRL8 Sales
CRL7 Alpha Sales
CRL6 Sales Plan
CRL5 Prod/Mkt
CRL4 Value prop
CRL3 Pains
CRL2 Mkt
CRL1 Hyp

Products

Protos

Demos

classical journey

TRL1 Hyp
TRL2 Formulation
TRL3 Compo Labo
TRL4 Syst Labo
TRL5 Demo
TRL6 Factory Proto
TRL7 Field Proto
TRL8 Prod Comm
TRL9 Prod Optim

Technical Development

The Booster

WS	THEME	DATE	
1	Regulatory Pathways & MDR	26/04	TRL3
2	QMS	19/05	TRL3-7
3	Design & Development ISO13485 and Risk Mgmt ISO14971	8/06	TRL4
4	GSPR (General Safety and Performance Requirements) Product requirements & sub contractor selection	21/06	TRL5-6
5	Clinical Evidence & Clinical Evaluation	6/09	TRL7
6	Post-Market Surveillance & materiovigilance	13/09	TRL9
7	Software as a MD & MD embedded software	11/10	
8	GDPR - cybersecurity	25/10	
9	Notified Bodies / AFMPS	8/11	TRL8
10	Certification in other countries (US, Asia, Japan) 1/2	23/11	TRL8
11	Ecosystem MedTech in near countries	7/12	TRL9

WSL
For techno-entrepreneurs.

Whom is concerned ?

- C-level management of established companies,

- A team aiming to accelerate his MD product development or,

- A production unit that wants to anticipate problems,

- Currently involved in MD product development (safe IVD),

- Above TRL3 / CRL3,

- Open to WSL' s members and non-member.

WSL
For techno-entrepreneurs.

![WSL logo - For techno-entrepreneurs.]

THANK YOU

F.GIANNOTTA@WSL.BE

For techno-entrepreneurs.

APPENDIX

26

SOFT LANDING PROGRAM
How does it work?

WSL START

FIRST STEP

UPFRONT OF 6000€

❑ INCLUDING ASSISTANCES IN:

- SETTING UP A STRUCTURE IN WALLONIA;
- Hiring and managing personnel (social law);
- THE START-UP'S COMMERCIAL PROCEDURES;
- INSURANCE FOR PROTECTION IN WALLONIA THE IMMIGRATION OF TWO EMPLOYEES/MANAGERS;
- STRATEGIC ADVICE ON IP PROTECTION, DRAFTING OF GTCS IF NECESSARY, IP.

Selction

Approval with awex

WSL SUPPORT

SECOND STEP

A FEE OF 6000€

❑ INCLUDING SUPPORT BY WSL bUC forn:

- SET OF ADVICE OF **Personalized support** BuC (MATMAX® TOOL)

- CONCERNE LE DEVELOPMENT DU MARCHÉ ACCESS TO GENERAL WSL SERVICES (NETWORK, WORKSHOP, TRAININGS...)

ADDITIONAL SERVICES

❑ ACCESS TO:

- **Personalized support** from one of our Business Coach
- Our **WSL Academy program**

PERSONALIZED ADVICE

❑ ONE OF OUR BUSINESS COACHES WILL POSITION YOUR TECHNOLOGY ON OUR MATMAX® TOOL.

- OBJECTIVE: Identify and implement support actions with maximum relevance and efficiency.

WSL
For techno-entrepreneurs.

27