

Netherlands Life Sciences & Health Mission to India

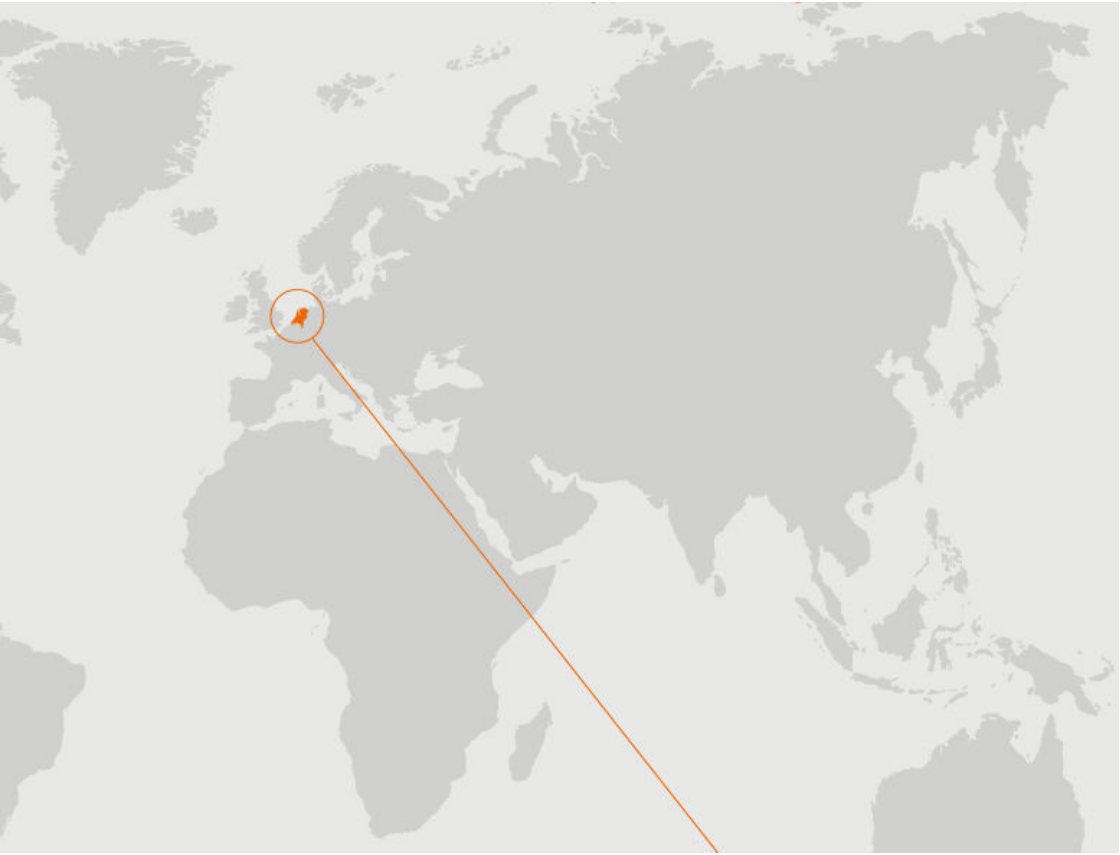
2 - 6 September 2024



Netherlands

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Map of the Netherlands

Locations

- | | |
|--|----------------|
| 1. Amsterdam
(and Airport Schiphol) | 9. Haarlem |
| 2. Arnhem | 10. The Hague |
| 3. Assen | 11. Leeuwarden |
| 4. Breda | 12. Lelystad |
| 5. 's Hertogenbosch | 13. Maastricht |
| 6. Eindhoven | 14. Middelburg |
| 7. Enschede | 15. Rotterdam |
| 8. Groningen | 16. Utrecht |
| | 17. Zwolle |



Introducing the Netherlands' Life Science & Health sector

How do the Dutch make a difference?

Rising living standards and improvements in healthcare and technology mean that people are living longer. Cooperation between multiple disciplines is crucial in order to create measures and innovative solutions that enable healthy living and saves lives.

The Netherlands is known for its scientific innovations. The Dutch invented the microscope, developed the first artificial kidney and discovered immune therapy. Now global challenges caused by a rise in chronic conditions due to an aging population, unhealthy lifestyles and obesity are some of the areas the Science and Health industry are helping to provide solutions.

The Dutch consistently score high in international health surveys measuring the consumer friendliness of healthcare services including the range and reach of services combined with patient rights has placed the Netherlands in the top three since 2005. This has led to the Ministry of Health, Welfare and Sport to develop a central mission of helping all residents enjoy a healthy life and to reduce health differences between the lowest and highest socio-economic groups by 30 percent. Dutch healthcare institutions, governmental authorities and companies have set up agreements for a healthy future in the Green Deal on Sustainable Healthcare. The aim is to ensure that healthcare benefits people, the planet and society in general.



Worldwide ranking

1st

At WEF's ranking of most competitive economies in Europe. 4th in the world. (WEF, 2019)

Production and auctioning of cut flowers and flower bulbs

World's largest flower exporter

2nd

Largest exporter of agricultural products in the world (WTO, 2019)

5th

Greatest place to live (World Happiness Report, 2022)

6th

Best at Global Innovation Index (GII, 2021)

7th

Largest exporter of goods in the world (CIA World Factbook, 2020)

Largest foreign investor in the world (1,256 billion US dollars)

Largest recipient of foreign investment in the world (801 billion US dollars)

8th

Largest importer of goods in the world (507 billion US dollars)

Facts & Figures

Official name:
Kingdom of the
Netherlands

Capital:
Amsterdam

Seat of government:
The Hague

Form of government:
Parliamentary
democracy (cabinet
of Prime Minister
and Ministers) within
a constitutional
monarchy

Head of State:
His Majesty King
Willem-Alexander,
King of the
Netherlands, Prince
of Orange-Nassau

Location:
Western Europe,
bordering Germany,
Belgium and the
North Sea

Administrative structure:
The kingdom consists of four entities.
The Netherlands and three territories in the
Caribbean: Aruba and Curaçao and St. Maarten

Special municipalities:
The overseas islands of Bonaire, Saba and
St. Eustatius, all three of which are situated in the
Caribbean

Surface area:
41,545 km²

Number of inhabitants (2022):
17,564,623

Monetary Unit:
Euro

Languages:
Dutch, Frisian and on the
overseas islands also
English and Papiaments

GDP per capita
(World Bank, 2021):
58,061 US dollars

Number of provinces:

12

Number of inhabitants
per km² (2022):

423

Unemployment rate
(CBS, 2022):

3.3%

English speaking Dutch
people:

90%

India and the Netherlands

Diverse economies and rich culture

Our trade relations with India have long been robust and mutually beneficial, representing a dynamic collaboration between two nations with diverse economies and rich cultural ties. The bilateral trade between our countries has seen steady growth, encompassing a range of sectors, including agriculture, technology, energy, and manufacturing.

The Netherlands, known for its innovative approach and advanced infrastructure, has been a key partner for India in areas such as healthcare, water management, agriculture, renewable energy, and other key enabling technologies. Likewise, India's burgeoning market and technological prowess have attracted Dutch investments and expertise.

Today, our partnership extends beyond just economic interests; and holds the potential to address global challenges collaboratively. In an interconnected world facing issues like climate change, universal access to healthcare, and societal challenges, such international partnerships are essential for finding sustainable solutions. The Netherlands and India can contribute significantly by sharing knowledge, technology, and resources to find innovative solutions.

As we continue to build upon our good partnership, it's crucial to focus on mutual growth, sustainable practices, and the exchange of ideas. By strengthening trade ties and fostering global partnerships, the Netherlands and India can play a pivotal role in shaping a better future for both nations by strengthening medical technologies, sustainable food systems and key enabling technologies together.

Company profiles

D'Andrea & Evers Design



Tom Evers

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DE Design

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D'Andrea & Evers Design/DE DESIGN is a 30+ year old industrial design and engineering firm with more than 15 years of experience in developing successful medical products for Dutch and international clients. High-quality design and complex engineering are key qualities of our dedicated team.

Thanks to our many years of experience with designing products for the Western market, we have a keen insight into Western design thinking. We know how to conquer a leading market position. With the right design approach, we can help you to enter the markets you aspire to.

With clever engineering, choosing the right materials and production methods, we can also help you produce Western design values in a cost-effective way. We understand the procedures needed for medical devices, to work with notified bodies and can assist in the needed technical documentation.

We like to think with you, with your wishes and your possibilities, especially on cost effective product development. Beautiful an excellent industrial design doesn't necessarily need to be expensive design. Complex and clever engineering doesn't necessarily lead to expensive production.





Global Value Web



Prabhanjana Simha

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Global Value Web (GVW) B.V. offers reliable and accessible data services, connecting the data dots in the product & patient value chains. GVW helps innovative Medical Research Centers, MedTech companies, Life Sciences Research & Development centers, and production facilities around the world to work more efficiently and more reliably in a changing environment. GVW specializes in gathering, organizing, curating, and analyzing data. It then uses this data to gain and share new insights and thereby boosting client performance, maximizing their revenue and optimizing their services through data.



Swetha Kiranmayi Jakkuva

Real World Data Lead

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Furthermore, GVW believes data can be a way to unify functions and processes in organizations; ensuring business continuity through compliance and data integrity in running efficient operations at a lower cost with lower margins of error. It provides scientists and analysts with easy ways to access and process data. This will allow them to focus on their core tasks instead of sifting through numbers.

Global Value Web

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Global Value Web's managed services and solutions transcend existing systems and working methods, with client satisfaction on every level as the ultimate indicator. GVW assists organizations deal with daily operational challenges enabling them with the answers to the questions of tomorrow; Executing for Today, Organizing for Tomorrow.



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Microbe&Lab

Microbe&Lab is a specialized diagnostic company in the field of Infectious Diseases and Host Genetics with a strong focus on Molecular Diagnostics. We develop, certify and produce new diagnostic Assays and MedTech solutions to provide accessible care in a Business to Consumer (B2C, our Suresy platform)) and Business to Business (B2B) approach.

In our triple ISO certified laboratory we:

- Develop, CE-IVD-R certify, register and produce our own diagnostic assays.
- Perform routine diagnostics, validation analyses & diagnostics for the Direct to Consumer market and for professional use (Laboratories and Medical Centers).
- Are a CRO for validation, registration and development of tests and equipment for third parties.

Our main Disease & Technology focus areas are:

- IVF & Female Reproductive Health
- Sexually Transmitted Infections
- Microbiome analyses
- Genetic biomarkers
- Gastrointestinal Diseases
- Dental flora
- Respiratory Tract Infections

Microbe&Lab has connections, research and business in India, including:

- Participant of our Governmental Trade & Innovation Missions (VWS, RVO, TFHC) since 2019
- Indian Professorship in Biotechnology and Immunogenetics since 2016
- EUREKA GlobalStar grant with European and 4 Indian partners on Point of Care diagnostic development in the field of Infectious Diseases (running) others are finished and initiated
- Indian FDA registration in progress for several diagnostic assays in both Infectious Diseases and Host Genetic based diagnostics.



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Wittenburg

The Wittenburg Group is a family-owned business and a global expert in plastics and thermoplastic elastomer compounds for highly regulated niche markets. The privately-owned group has nearly 120 years of history and experience. Out of our three production facilities Wittenburg, Witcom and Xunfeng, we produce Witcom and Cawiton grades to global specifications from our European and Asian facilities.

Our extensive know-how and ability to combine many, often contradictory, properties into one material makes us unique. This creates value for our customers by allowing simplified design which in turn reduces time to market, improves reliability, and minimizes production costs.

We aim to build long-term relationships with our customers throughout the entire supply chain based on trust and respect. Understanding our customer's business and applications allows us to develop solutions that meet their demands. Our team of R&D scientists has in-depth material and application knowledge and can assist you at moulding trials.

Our Core Competencies for Cawiton Grades includes:

- Medical - Medical Devices; Tubes, Stoppers and Closures; Wire and Cable; Infusion Bags; plus other Medical Tools and Equipment
- Pharmaceutical Applications - Primary and Secondary Packaging
- Cosmetic Packaging
- Drinking-Water contact applications
- Food packaging contact applications –
- Consumer Products - Healthcare, Personal Care, Baby Care
- Industrial applications - Automotive, Building and Construction (B&C)



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Buurtzorg Neighborhood Care Asia

Buurtzorg (Dutch: Community Care) provides cost-efficient quality care for people in need at their homes in a unique community-based care model. The concept is globally respected, broadly awarded and globally the fastest growing model for community-based home care. Patients, nurses and payers are highly satisfied, documented by highest rankings in patient satisfaction surveys and employee satisfaction. A study from KPMG mandated by the Dutch MOH proved that Buurtzorg # of care hours/patient are 34% lower than market average. Buurtzorg founder Jos de Blok received the Albert Medal of the Royal Society of Arts (RSA) in London in 2014, one of the most prestigious awards for innovators. Started in 2007 in Holland where Buurtzorg (as a public foundation) meanwhile employs more than 15.000 staff (10.000 nurses), internationalization started in 2014 with operations and projects in now more than 30 countries.

In India Buurtzorg developed a unique model tailored to the Indian needs together with its Joint Venture Partner, Kolkata-based Edugreen, a skilling company: Edugreen operates skilling centers which recruit rural women and train them in health care professions. Once trained, they get employed by the JV Buurtzorg Edugreen Neighborhood Care India. The JV provides medical home nursing, using mixed teams of certified nurses and nurse attendants, with a focus on patients in critical medical conditions and/or terminal ill clients. This model is a true win-win: Captive employment for the skilled women after training, a constant inflow of well-trained nurse assistants into the JV and a stable work and life environment for the nurse attendants (very little attrition/drop out rates as the same people mentor the students from day one of training until the first couple of months into the job).



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CloudHub

CloudHub is a next-generation product and service company transforming healthcare with tailored solutions for corporate care, NRI care, senior care, and proactive care. Leveraging AI and IoT, we provide smart hospital and clinic systems that enhance patient monitoring, streamline workflows, and improve care delivery.

In corporate care, our software supports employee health and wellness programs, ensuring comprehensive care for the workforce. For NRIs, CloudHub bridges the distance by offering secure access to medical records, virtual consultations, and remote monitoring, enabling continuous care from anywhere in the world.

Our senior care solutions focus on proactive health monitoring, medication management, and emergency response, empowering seniors to live independently with the support of advanced healthcare systems. Additionally, CloudHub excels in clinical research, offering intelligent study protocol design, medical writing, and clinical trial submission software, accelerating the development of new therapies.

By integrating AI, IoT, and cloud computing, CloudHub delivers innovative, future-proof healthcare solutions that improve patient outcomes and drive efficiency. Trusted by healthcare providers and organizations globally, CloudHub is at the forefront of the digital healthcare revolution.



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Light Tree Ventures

"Unleash the power of Light".

We are at the forefront of LED light therapy, transforming healthcare and personal wellness with our advanced technology. Our commitment to research and development brings high-quality, effective light therapy solutions to businesses and consumers alike.

Light Tree Ventures is specialized in research, development and manufacturing of LED light therapy devices. We are manufacturing (medical) devices for beauty, health, wellness, sports and recovery industry. Light Tree Ventures' headquarters is based in the Netherlands. We have factories in China and India and a sales and fulfilment office in the USA. We are planning to expand our manufacturing activities in India.

Light Tree Ventures is your International one-stop-shop for everything related to light therapy devices. Whether you want to go for private or white label, we can help you without involvement of other suppliers or companies. Besides that Light Tree Ventures has "Innovation" and "Quality" high on their company values to keep competitive with the market

Core competences of Light Tree Ventures are: Product design, electronic design, prototyping, electronic manufacturing, plastic and silicone manufacturing, complete product assembly, regulatory.



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Labu Services

Labu Services, active in the Medical Device Industry in Europe, committed to supporting the journey from ideation to regulatory conformity, facilitating a smooth path to market approval and beyond.

With a focus on Software classified as a Medical Device (SaMD), we guide manufacturers achieve CE marking for first-time market entry or continued market presence.

Labu Services, with presence in The Netherlands and France provide regulations and quality assurance support:

- To startups developing medical devices to achieve regulatory compliance for market entry in Europe.
- For established medical device manufacturers, we ensure their products meet all applicable regulations, helping them maintain compliance and continue their market presence.

We provide comprehensive support through:

- Auditing and assessment services
- Establishment of process and quality management systems
- Support device technical file compilation
- Product registration guidance
- Training programs on regulatory compliance and international standards

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Task Force Health Care (TFHC)

Task Force Health Care (TFHC) has been the front-running platform organization for the Dutch Life Sciences & Health (LSH) sector since 1996. It is the first point of call for anyone seeking Dutch LSH expertise.

Our not-for-profit platform supports Dutch companies, NGOs, knowledge institutions, healthcare providers, and government sectors, to realize and strengthen their international ambitions in the LSH sector. All TFHC's partners provide innovative and sustainable solutions to global (and local) healthcare challenges and are active all over the world. Since 1996, TFHC has carried out a variety of different activities together with its partners in India, including a Memorandum of Understanding between NATHEALTH India and TFHC, several trade missions, and market studies.

Both India and the Netherlands have shown to have a strong interest in continuing the exchange of LSH-related solutions. TFHC and its partners look forward to broadening and strengthening their network within India and to create long-lasting partnerships to help improve today's and tomorrow's healthcare challenges!

Scan the QR Code and register for the TFHC newsletter!

You'll be the first to be notified about our national and international Life Sciences & Health activities!



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