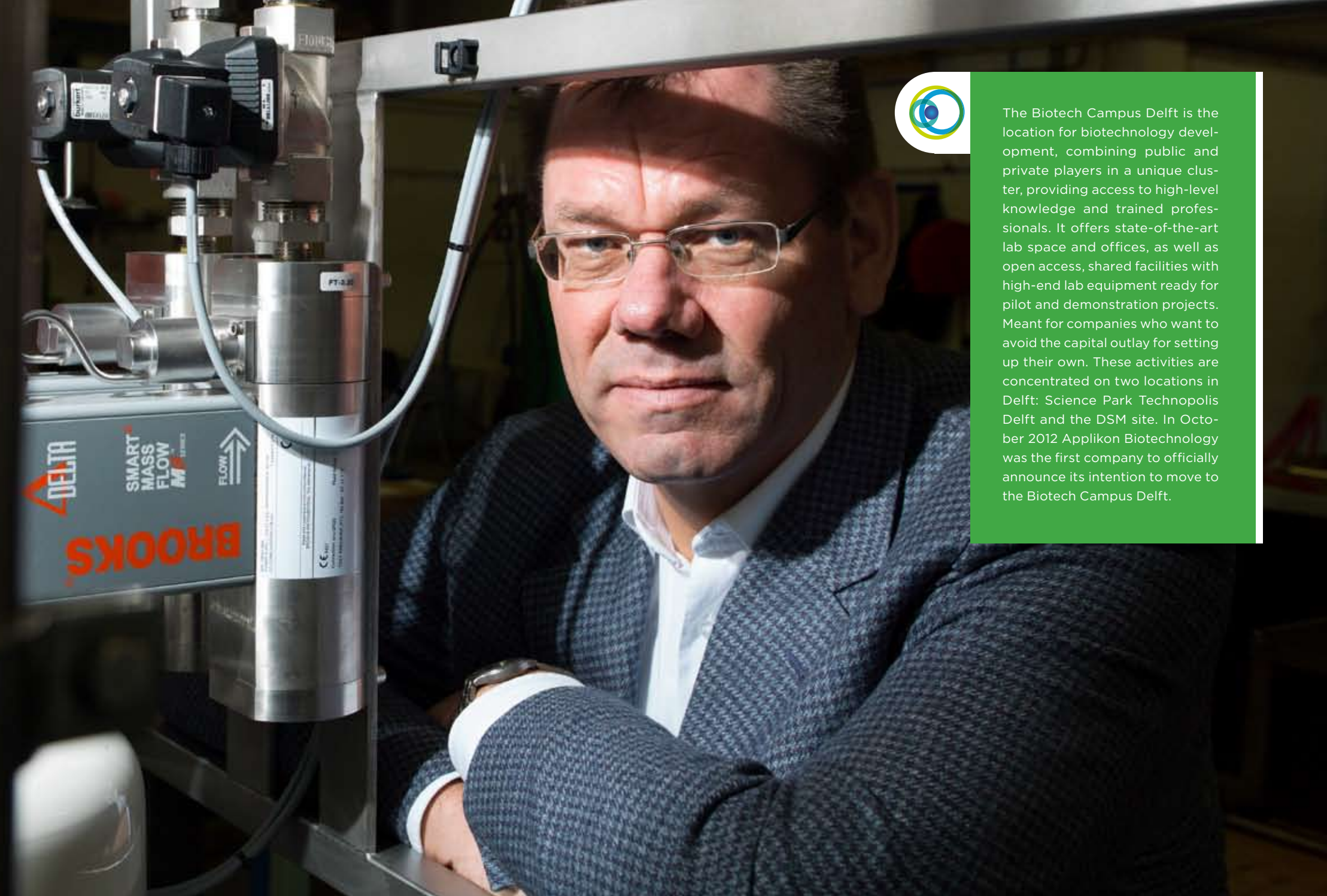




The Biotech Campus Delft is the location for biotechnology development, combining public and private players in a unique cluster, providing access to high-level knowledge and trained professionals. It offers state-of-the-art lab space and offices, as well as open access, shared facilities with high-end lab equipment ready for pilot and demonstration projects. Meant for companies who want to avoid the capital outlay for setting up their own. These activities are concentrated on two locations in Delft: Science Park Technopolis Delft and the DSM site. In October 2012 Applikon Biotechnology was the first company to officially announce its intention to move to the Biotech Campus Delft.

'Technopolis Delft offers potential for cohesion'



ARTHUR OUDSHOORN, MANAGING DIRECTOR OF APPLIKON BIOTECHNOLOGY

Next year, Applikon Biotechnology will be moving from Schiedam to its new premises at Science Park Technopolis Delft. A distance of about seven kilometres as the crow flies. But why move and incur all that expense? There are several reasons, according to Applikon's Managing Director, Arthur Oudshoorn MSc MBA. He is certainly looking forward to becoming a neighbour of Delft University of Technology.

The company's present accommodation is a typical product of the 1950s and now looking rather dilapidated. So two years ago, Oudshoorn started looking around for a new site that met the needs of a high tech firm like Applikon. Easier said than done, as he was unwilling to move too far away for the sake of his co-workers. Furthermore, Applikon needed a building that could accommodate offices as well as laboratories and production facilities. There were very few buildings within an

acceptable distance which could meet those needs.

Need to move

"In fact, we couldn't find anything at all", says Oudshoorn. "But our present building had become a bit of an embarrassment, particularly when it came to hosting our often eminent visitors from abroad. We produce state-of-the-art bioreactor equipment, ranging from small scale high-throughput screening systems all the way to production scale reactors. These systems are used in the biopharmaceutical industry to produce medicines like e.g. vaccines. Our customers are used to seeing this equipment in neat clean-rooms and we show them in a display that is literally rusting. So it was obvious: we really needed to move."

Despite the numerous vacant industrial buildings nearby, Applikon started thinking about moving to a new premises.

They considered several sites near Rotterdam, but ended up talking to the people at Science Port Holland about moving to science park Technopolis Delft. With Delft University of Technology, TNO and incubator YES!Delft on the doorstep and a multitenant building soon for smaller biotechnical firms, TU Department of Biotechnology and a proton clinic located on the same park, image wise it was the perfect spot.

It works both ways

Oudshoorn: "Mind you, much of our business is conducted abroad, so the local effects of our establishment in Delft are not so important to Applikon. But Delft and its university are known all over the world, so it's certainly good to be associated with this place. And it works both ways. For example, I recently visited the South China University of Technology in Guangzhou because they work with our equipment. Obviously, this university has

contacts with Delft University of Technology, but this time we were able to mediate a collaboration between them. So Delft University can also benefit from us."

As around 95 percent of Applikon's production is exported internationally. The move to Delft next year will not have a major impact on this. Nevertheless, opting for Delft was a deliberate choice. The expectation of synergetic effects was a crucial criterion in the decision to move to Technopolis in 2013. "Interaction with scientists from complementary disciplines, developing innovation together, meeting lots of interesting people in our new neighbourhood... I see great potential for what are bound to be profitable interactions", explains Oudshoorn.

The new building will not be particularly special on the outside, according to Oudshoorn, but it will house many innovations. Sustainability will be one of the characteristics. The design created by Cepezed architects in Delft appealed to Applikon because of its proportions. "It has to

accommodate about a hundred employees, 25 of whom work in production", says Oudshoorn. "Nevertheless the production hall will take up half of the surface area, the same as the offices which accommodate 75 men and women."

International hotspot

Although Applikon has shown an annual growth of 15 percent over the last seven years, it took a year and the support of Agentschap NL from the Ministry of Economic Affairs to finalise the financing. As Oudshoorn remarks, the economic and financial crisis could hamper developments like science park Technopolis Delft and other sites for which Science Port Holland is responsible. However, it would be wrong to think that he is pessimistic: "Not at all. Applikon is doing well and so is Technopolis Delft. Look at all the activity it's attracting. As I see it, Technopolis Delft is already an international hotspot for biotechnology"