



FACTS FROM BELGIUM

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Pharmaceutical Industry

A Leading Sector

Pharmaceutical companies in Belgium (Market Share, 2002)		
1	Glaxosmithkline	8.33%
2	Astrazenica	7.05%
3	Pfizer	6.42%
4	Janssen-Cilag	5.44%
5	Aventis Pharma	4.78%
6	AHP Pharma	4.67%
7	Novartis Pharma	4.57%
8	Sanofi-Synthelabo	4.57%
9	Bristol-Myers Squibb Belgium	3.72%
10	Roche	3.60%
11	Merck Sharp & Dohme	3.21%
12	Pharmacia	2.94%
13	Baxter	2.93%
14	Abbott	2.15%
15	Eli Lilly Benelux	1.96%

- The pharmaceutical industry is one of the leading sectors in the Belgian economy. About 150 pharmaceutical companies have operations in Belgium, and all the major players are there with an R&D center, a manufacturing facility, sales organization or a logistics center. Six members of the Belgian Pharmaceutical Industry Association have a basic research center in the country, and 27 companies produce in Belgium.

- Key Belgian international players include Solvay Pharmaceuticals, a global leader in research in therapeutics, gastroenterology, cardiology and gynecology, and UCB-Pharma, known for its Zyrtec and Kepra medications.

- The pharmaceutical industry spent € 1.3 billion on R&D in Belgium (2003), which represents 36% of all private R&D in the country, and a tenfold increase since 1990. In 2003 Belgium was ranked 3rd among EFPIA (European Federation of Pharmaceutical Industries Association) member states for pharmaceutical R&D expenditures per capita.

- Employment in the pharmaceutical sector increased by 23% between 1996 and 2001, compared to 11.1% in the private sector overall. More than 26,000 people worked in the sector in 2003, of which about 13% in R&D.

- In 2003 Belgium was ranked 2nd by the EFPIA for pharmaceutical exports per capita.

- A 2005 study designed to assess biopharmaceutical innovation in the OECD ranked Belgium first in terms of innovation and industry development. The study looked at patent applications in the sector, drugs under development related to country size, venture capital invested per capita, and number of companies per capita.

High Academic and Clinical Research Levels

- More than 5,000 people work in clinical testing, 80% of which is financed by the pharmaceutical industry thanks to the close interaction between research labs and medical faculties. Belgium has the largest number of per capita clinical trials in Europe.

- Belgium produces 5% of all new medicines worldwide.**

Recent top medicines include:

- New drugs against epilepsy, bipolar disorder, allergies, obesity, reproductive medicine, tuberculosis

- Vaccine against malaria

- New chemo-therapy against blood cancer

- Preventive molecule against AIDS

A Growing Sector					
	1999	2000	2001	2002	2003
Exports (€)	6046	7419	10451	23345	22597
Imports (€)	4718	6072	9327	23865	23216
Employment	21851	22732	24201	25408	26390
Investments (€ million)	296	318	381	453	n.a.
R&D (€million)	738	762	1179	1279	1358

Access to High Quality Scientists

- Belgium offers 16 university centers, and an extensive network of scientific institutes, employing some **50,000 full-time researchers**. More than 3,000 researchers work in pharmaceutical R&D.
- Belgium ranks among the world's top 10 for **quality of science and mathematics teaching** in schools, for the percentage of the population that has pursued some form of higher education, and for international management experience of business leaders. (*World Competitiveness Yearbook, 2004*)
- Because of Belgium's location and history, the educational system is highly oriented towards the instruction of **foreign languages**.
- Belgium is in the top 10 worldwide for the transfer of knowledge between universities and industry (*World Competitiveness Yearbook, 2004*).

Proximity to Key Markets and Decision Makers

- Hosting the decision-making heart of the European Union (EU), Belgium is the place to be for anyone who wants information on EU R&D grants, to monitor EU regulations, or to establish direct contact with EU institutions.
- Belgium lies at the very heart of an area where 60% of Europe's purchasing power and 30% of EU consumers are concentrated. Within a radius of 300 miles 140 million consumers (30% of the EU's population) can be reached.

Incentives

- Companies recruiting additional employees for the purposes of research or the improvement of the technological base of the company may benefit from a **tax free profit** for highly qualified researchers.
- Universities, other institutions of higher education, research centres and scientific institutions benefit from a 50% reduction in payroll tax to be paid for certain categories of researchers.

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ISPE-International Society for Pharmaceutical Engineering

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