

TWB aims to become European leader in industrial biotechnology

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TWB has announced positive results. 2018, a year crowned with success: an excellent balance sheet, new R&D projects as well as new consortium partners



TWB has presented an excellent activity report for 2018 with a turnover of €8 million. Having consolidated its ambition to become the European leader in industrial biotechnologies, TWB also has plans to actively pursue its international development activities.

Since its creation in 2012, the cumulative results of TWB are €5 million of which €0.74 million were attained in 2018. Thanks to its unique economic model, the structure differs to those of France and Europe with its exclusive technological offer and by the excellent quality of services provided. Today, TWB numbers 90 employees who contribute to its success. Facilitating the interface between public research and industry, the structure supports the most efficient public/private collaborative R&D projects in France.

In 2018, TWB managed 60 projects, 40 of which were new. 65% of the business was for industrial contracts to the value of €8.3 million, a 40% increase on the previous year. Of the remaining projects, 17% were as a result of research projects and the balance of 18% were a diverse mix including some European undertakings. Among the iconic projects for the year, the collaboration of TWB with the industrialist Adisseo stands out: Adisseo aims to develop the organic production of a molecule to be included in the provision of animal feed. The objective is to progress from the laboratory scale to an industrial pilot. Another beacon collaboration was with the start-up MicroPep Technologies - accommodated on the TWB premises - whose focus is the development of natural molecules capable of controlling plant growth and the development of biocontrol solutions as alternatives to chemical fertilizers and herbicides.

Three new partners joined the consortium in 2018: an indication of the success of the TWB model: Braskem, the leading Brazilian manufacturer in biosourced plastic, IFPEN and MilliDrop. In 2019 the TWB consortium counted amongst its total of 50 members 34 industrial companies, (L'Oreal, Michelin, Roquette, Total, ARD, Carbios, Deinove, Global Bio Energies, Processium...) 4 investment partnerships, (Auriga Partners, BPI France, Sofinnova Partners, IRDI SORIDEC), 3 development organisations (Bioaster, Toulouse Tech Transfert and INRA Transfert) and 9 public body partners, (INRA, INSA, CNRS, Toulouse Métropole, La Région Occitanie...).

This year TWB has also carried out numerous international activities. In addition to the arrival of new international partners, TWB organised the 'TWB START-UP DAY' which brought together 130 biotech stakeholders (start-upers, industrialists, investors, etc.) from all over Europe and co-organised the EFIB congress (European Forum for Industrial Biotechnology & the Bioeconomy), the leading European congress on industrial biotechnology, in Toulouse for 500 participants from over 30

countries.

The goal of TWB is to become the leader in industrial biotechnology in Europe in the coming years. TWB wishes to consolidate its position in the world of industrial biotechnology, by enhancing its distinct appeal with the strengthening of its in-house technological capacity and in the creation of alliances with its partners, so that it can offer innovative and sustainable pathways.

Over the coming years, TWB wishes to maintain the sound financial health it has demonstrated during the last 5 years. The objective for 2019 is to achieve signed contracts worth £10 million.