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National Cluster Initiatives in Europe and their Strategies for Internationalisation

The Luxembourg Experience



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|||| Luxinnovation - National Agency for Innovation and Research

- Created in 1984, public-private partnership
- Economic Interest Grouping since 1998 with 6 partners:
 - Ministry of the Economy
 - Ministry of Research
 - Ministry of Small Businesses
 - Luxembourg Business Federation
 - Chamber of Commerce
 - Chamber of Skilled Crafts

Mission

Luxinnovation is the first-stop shop for information and advice on innovation, research and development (R&D) and innovative business start-up in Luxembourg

Luxinnovation in figures 2007

- About 320 different companies/ research laboratories assisted
- 19 R&D project dossiers financed by Ministry of Economy representing some 70 individual projects
- 3,500 technology transfer opportunities analysed and distributed (IRC Network)
- 21 staff members



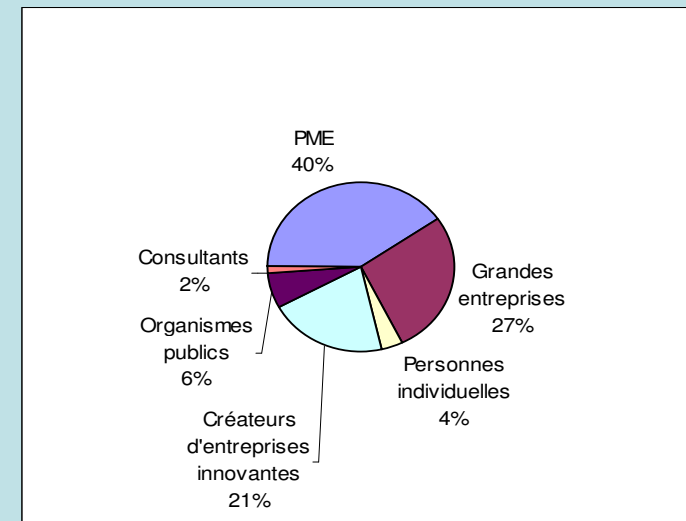
|||| Luxinnovation Activities

Customised services provided free of charge by multidisciplinary advisors to:

- SME's and large sized firms
- Private research centres
- Public research lab's
- Researchers
- Entrepreneurs
- Individuals promoting projets

Luxinnovation offers:

- Business networking opportunities
- Strategic information and intelligence
- Tailor-made advice and assistance
- Customised support, partnering and follow-up
- Long term relationships
- Studies and documentation





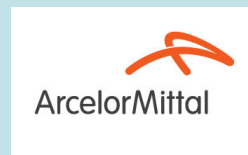
|||| Luxembourg in Figures

- Population +/- 476,000 (2006)
- Foreign residents +/- 190,000 (+/- 40%)
- GDP Growth 6.1% (2006)
- Politically stable, business friendly Government (coalition) – Prime Minister Jean-Claude Juncker in office since 1995
- 4th Highest « Quality of Life » in the World (The Economist 2005)
- 1st Highest « GDP per Person » in the World (The Economist 2005)
- One of « World's safest places to live » (Mercer Consulting 2005)

1 Introduction



|||| Innovative Companies Located in Luxembourg



2 The Luxembourg Cluster Initiative



Cluster Initiative

SurfMat (Surface Engineering and New Materials)

InfoCom (Information and Communication Technologies)

AeroSpace (Aeronautic and Aerospace Technologies)

Currently in development:

LogiTrace (Logistics and Traceability)

BioHealth (Biotechnology and Health Technology)

EcoDev (Ecotechnologies and Sustainable Development)

AutoTec (Automotive Technologies)





Goals of Cluster Initiative (2001)

- Increase the competitiveness of participating companies by:
 - Quick and easy access to shared competences
 - Rapid diffusion of technological experience and know-how
 - Sharing risks associated with new and emerging technologies
 - Improving access to international markets
 - Developing synergies between large and small companies
 - Making the best use of valuable facilities and avoiding unnecessary investment
- Proactively assist the Ministry of Economy by:
 - Self development of the Luxembourg economy
 - Diversifying the economic structure of the country
 - Accelerating R&D projects and adoption of innovative technologies
 - Promoting Luxembourg for high technology activities and investment
- Generate suitable research projects for University of Luxembourg and Public Research Centres



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The Luxembourg Cluster Initiative



Clusters Initiative - Methodology & Objectives - Working Groups

<div style="text-align: right;">Services</div> <div style="text-align: left;">Missions</div>	Networking / Working Groups	Visits to Public & Private Research Centres	Visits to Companies	Seminars, Conferences, Workshops	Studies / Surveys	Business Watch	Training	Develop National & International Research Collaborations	Innovation Alliance
Promote existing technological capabilities									
Solve technical issues									
Develop new products, process, services									
Develop new markets									
Improve Technical Knowledge									

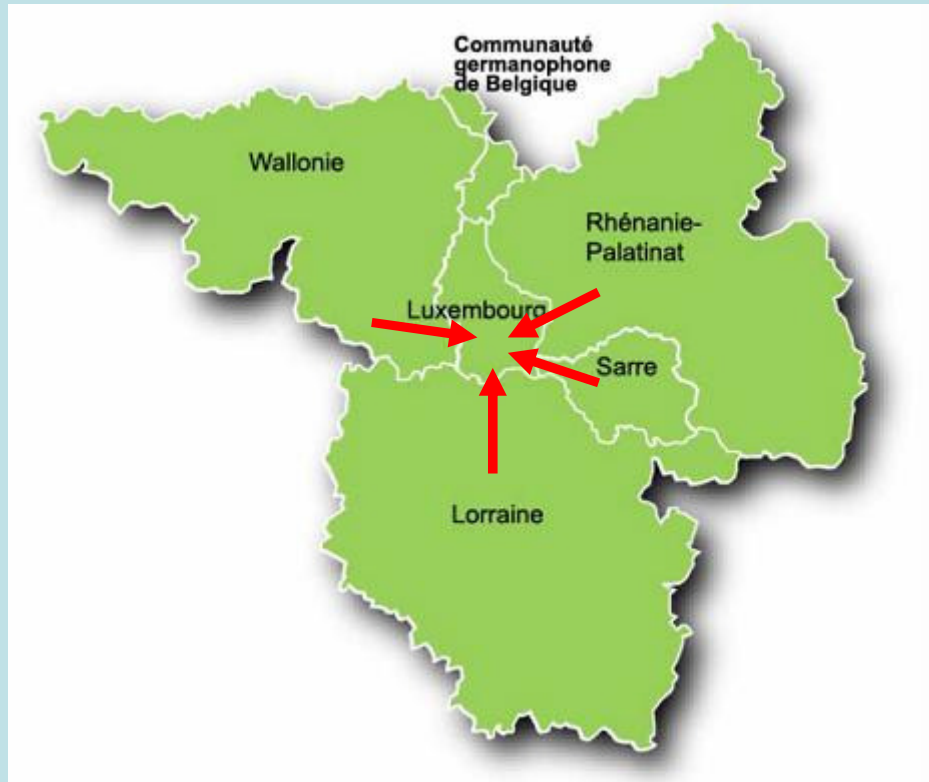
Objectives

- New Business Development
- Increased Knowledge

3 Strategy for Internationalisation



|||| The Greater Region (Luxembourg – Belgium – Germany)



- Surface area of 65,400 km²
- 11.2 Million inhabitants
- +/- 130,000 Cross-border workers
- 3 Official languages (French, German & Luxembourgish)

3 Strategy for Internationalisation



|||| Current Situation in Luxembourg

No formal Cluster internationalisation strategy exists

BUT

a lack of critical mass means that we need to identify certain key scientific and/or technological capabilities in the neighbouring regions to compliment Luxembourg Cluster activities.

Examples:

- Energy Efficient Building
- Innovative Polymers
- Mathematical Modelling

4

Success Factors/Problems Encountered



|||| Experiences to Date

Success factors:

- Multicultural working environment
- Majority of Luxembourg based companies are exporters
- Cluster members already have good experience of international cooperation
- Good access to finance (public/private)

Problems Encountered

- Quality of projects



|||| Current Inter-Regional Projects

- **Sustainable Development** - conference organised with more than 200 participants - linking of Clusters in progress (Luxembourg – Belgium – Germany)
- Linking of **automotive clusters** throughout Greater Region - as automotiveNET.eu project in Euregio Meuse-Rhine Region (Luxembourg – Belgium – Germany)
- **Energy Efficient Construction** – Renovation project being studied – project between 2 different countries (Luxembourg – Belgium)



Thank you for
your attention



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