



THE VALUATION EXPERTS

The Swiss Pharma Biotech Landscape

Dr. Patrik Frei

May 2009 | “From Science to Business” – IPW Career Event,

Overview



1. Own experience and background
2. Swiss Biotech Industry

Own experience



- 1998: Master Thesis at University St. Gallen
- Goal: to do something useful
- Topic: Valuation of high growth companies
- Contact to industry (Novartis Venture Fund)
- Feeling for market requirements, demand

⇒ 1999: Start Venture Valuation

- 2006: finish PhD at EPFL in entrepreneurship and finance: “Assessment and Valuation of high growth companies”

History



Spring 1999: Foundation Venture Valuation, contract from Novartis Venture Fund

Fall 1999: finished University, 100% operational

2001: Foundation of Corporation (AG)

2002: Foundation of Canadian company

2003: Swiss Life Sciences Database

2005: Collaboration with EBD Group



Product Valuations

2007: Launch www.biotechgate.com

2008: Valuation of 4SC (public company)

First Japanese Pharma client



2009: 10 year anniversary

Venture Valuation



1. Information Services: Biotechgate Database

- Database for over 25 countries
- 13'000 company profiles
- Manage database for Canada, San Diego, Maryland, Medicon Valley, Switzerland, etc.



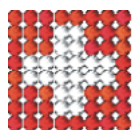
2. Independent, third party Valuations

- Not a venture capitalist
- Experts Finance & Biotech/Pharma Industry
- International experience
- Track record of over 140 valued companies
- Clients such as Novartis Venture Fund, Fraunhofer Gesellschaft, European Investment Bank; VCs

Overview



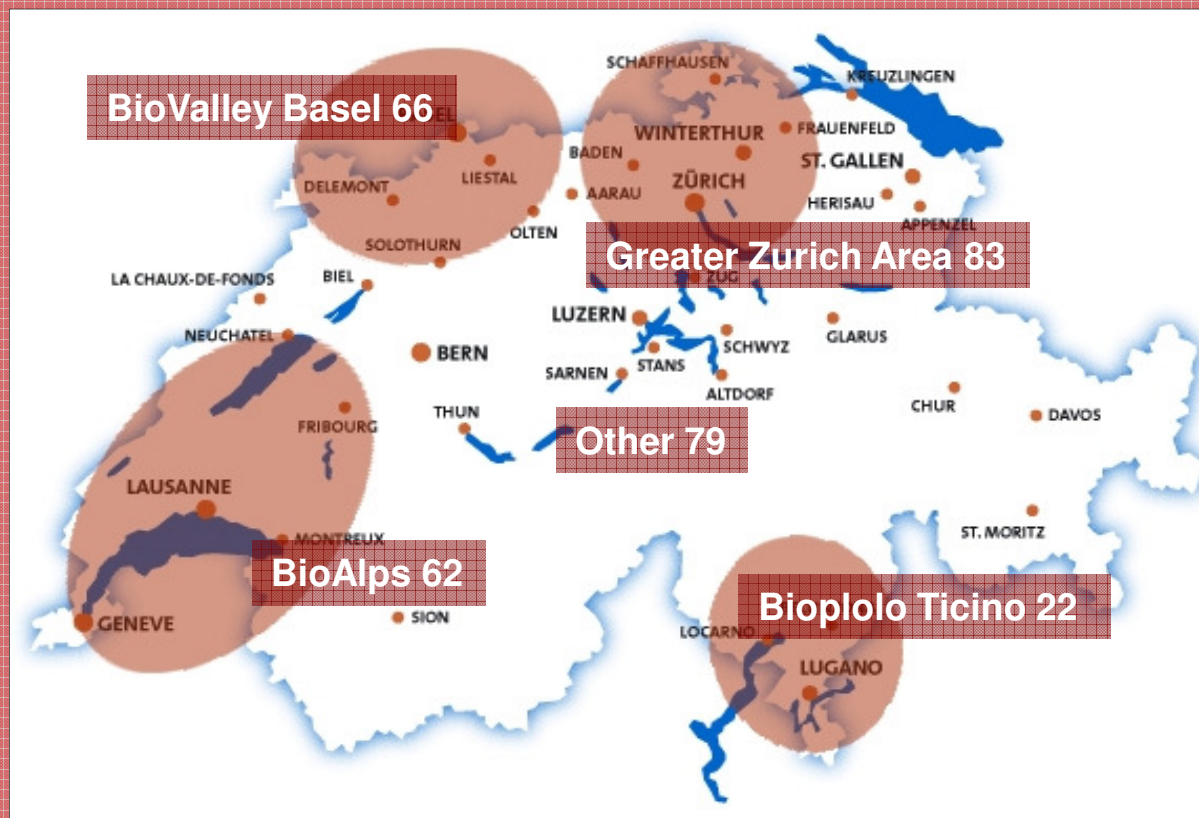
- 1. Own experience and background**
- 2. Swiss Biotech Industry**



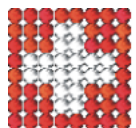
**Biotech Industry
In Switzerland**

**Swiss Life Sciences Survey
2008**

**Swiss Biotech Companies -
Breakdown by Biotech Clusters**



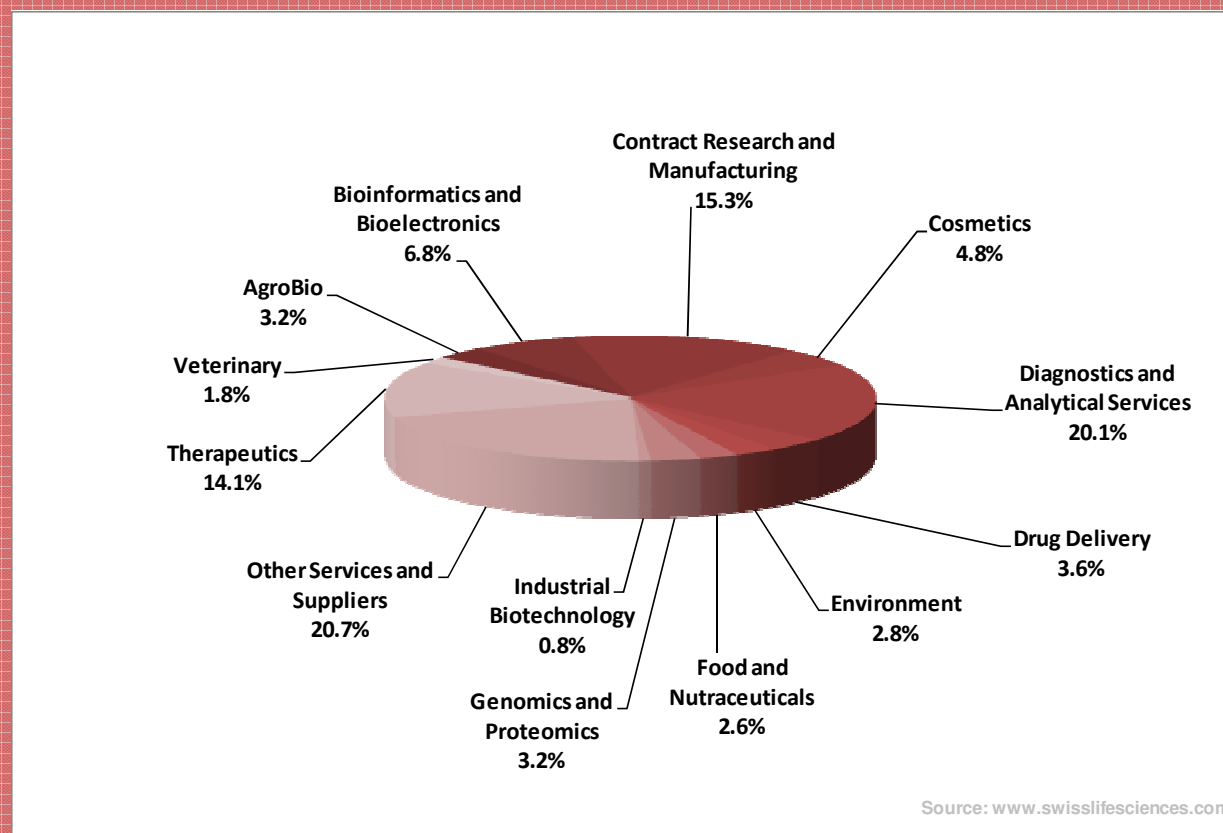
Comments: Total of 312 companies.



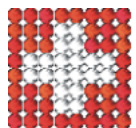
Biotech Industry In Switzerland

Swiss Life Sciences Survey
2008

Swiss Biotech Companies - Breakdown by Subcategories



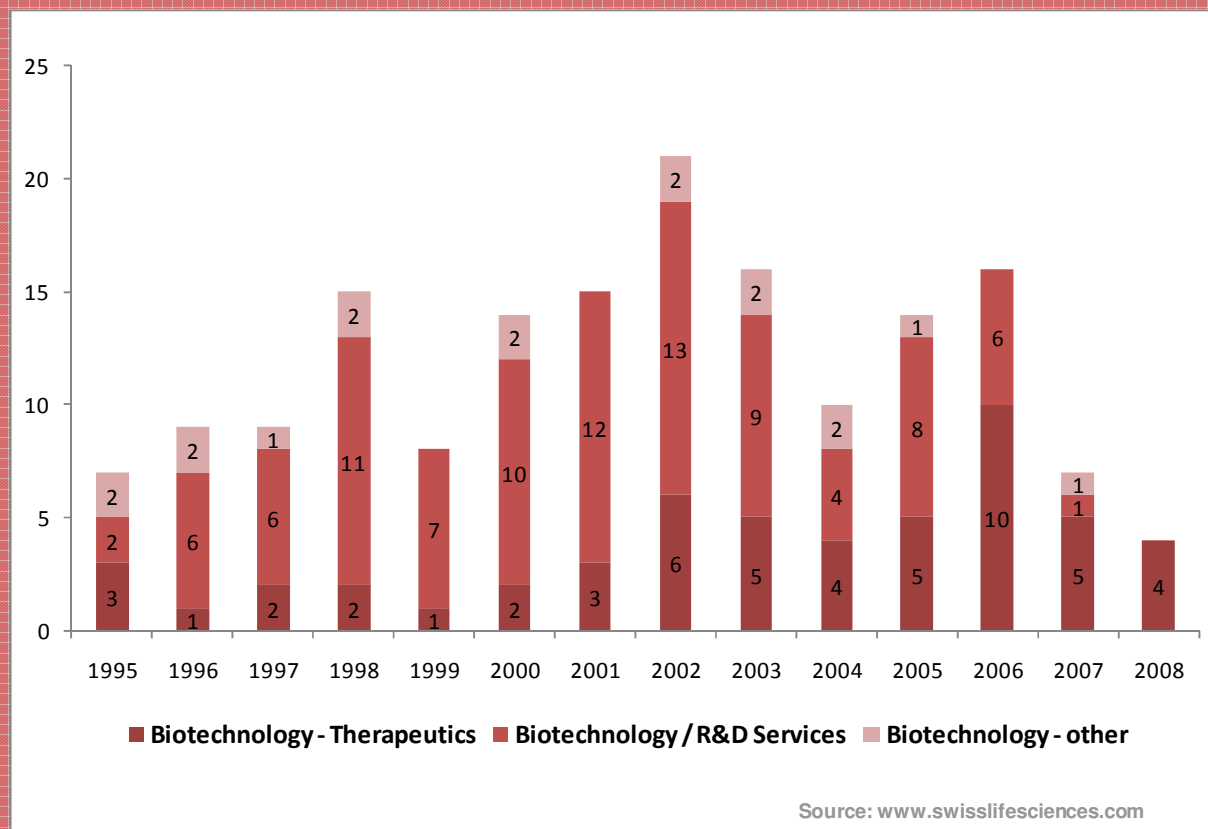
Comments: Based on the categorization of the Swiss Life Sciences Database; Total of 497 companies.



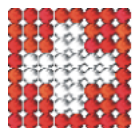
**Biotech Industry
In Switzerland**

**Swiss Life Sciences Survey
2008**

**Foundation of Swiss Biotech Companies 1995 – 2008 (YTD)
Breakdown by Main Categories**



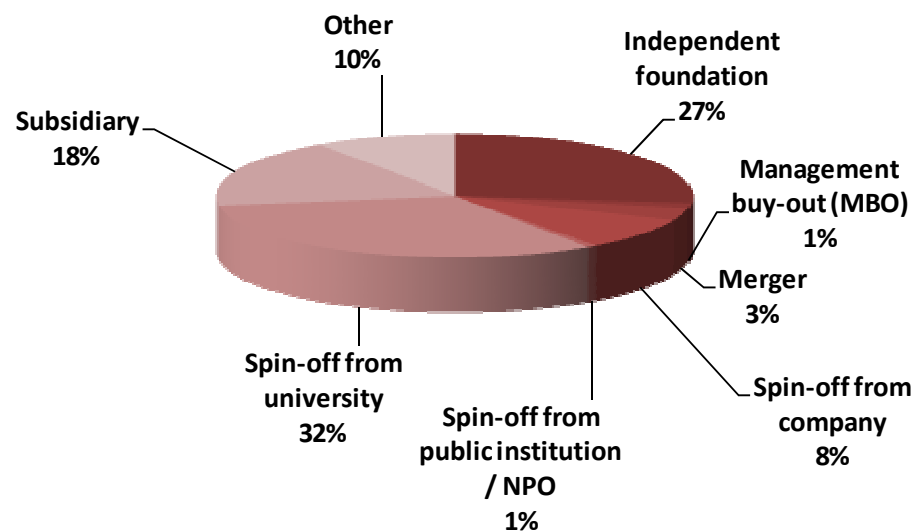
Comments: Total 117 foundations between 2000 – 2008.



**Biotech Industry
In Switzerland**

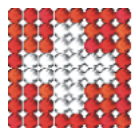
**Swiss Life Sciences Survey
2008**

Source of Foundation Swiss Biotechnology Companies



Source: www.swisslifesciences.com

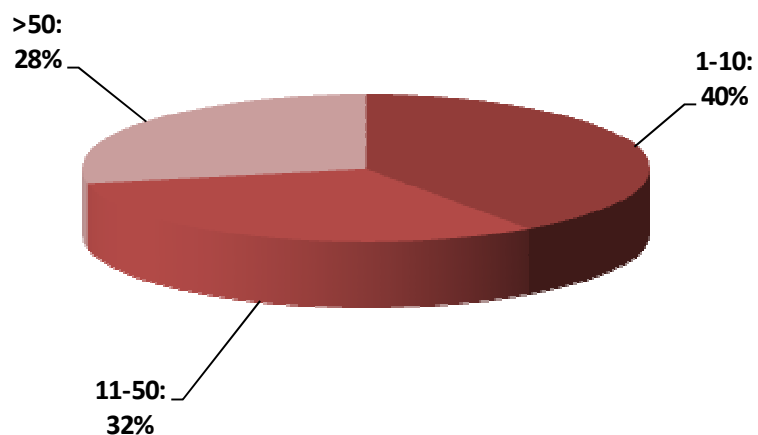
Comments: Data available for 153 companies.



**Biotech Industry
In Switzerland**

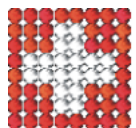
**Swiss Life Sciences Survey
2008**

**Size of Biotech Companies -
Number of Employees**



Source: www.swisslifesciences.com

Comments: Data about employees available for 174 companies.



**Biotech Industry
In Switzerland**

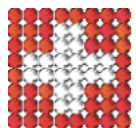
**Swiss Life Sciences Survey
2008**

Source: Swiss Life Sciences
Survey 2009 / 2008
(www.biotechgate.com
www.swisslifesciences.com)

Swiss Products in Development



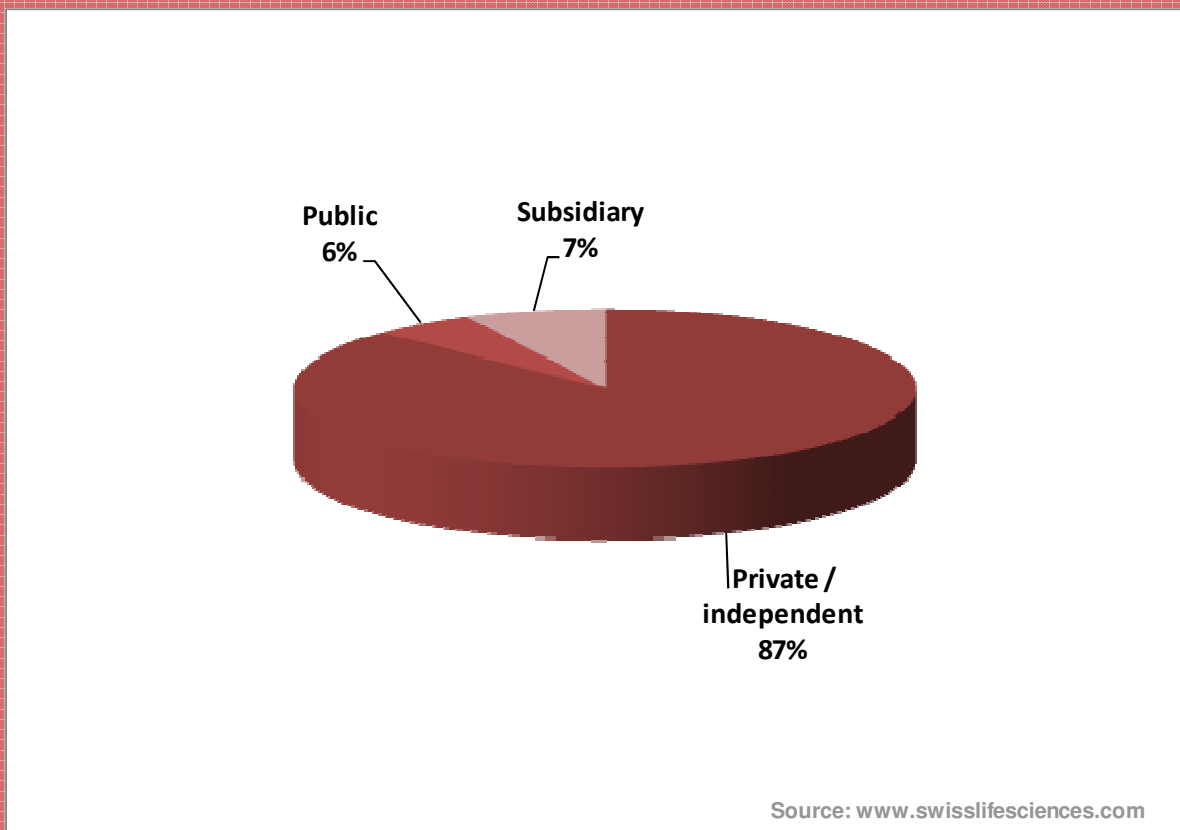
Comments: Based on the company profiles categorized as „Biotechnology - Therapeutics“ (72 companies).



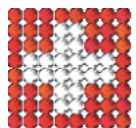
**Biotech Industry
In Switzerland**

**Swiss Life Sciences Survey
2008**

**Ownership of Swiss Biotech Companies -
Breakdown Public / Private**



Comments: Total 312 companies.



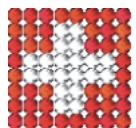
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2008**

Biotechnology in selected countries

	Austria	Canada	France	Germany	Switzerland	U.K.
Biotech companies	73	537	309	804	312	357
Core biotech companies	22	163	81	145	71	134
New companies founded in 2008	2	2	4	3	4	2
Companies founded 2000-2008	33	113	130	251	117	123
Percentage of companies with < 10 employees	26%	33%	36%	30%	40%	27%
# of biotech clinical products	39	314	266	219	170	215
Percentage of publicly listed companies	4%	20%	6%	6%	6%	18%

Comments: Based on information available on www.biotechgate.com



**SWISS
LIFE SCIENCES
DATABASE**

Biotech Industry In Switzerland

Swiss Life Sciences Survey
2008

Additional Information available on
www.swisslifesciences.com

The screenshot shows a web browser window with the URL <http://swisslifescience.ch/page/Index.html>. The page features a navigation menu with links for Home, FAQ, Sitemap, and Contact. A 'Next Events' section lists conferences such as '7th European Electronic Document Management Conference' and 'Cardiac Safety Conference'. A 'Company Database' section includes a search form with fields for Sector, Subsector, Company name, and Full text search, along with Search, Clear, and Advanced search buttons. The footer contains links for Simple Search, Advanced Search, A-Z Search, Add Company, and Definitions, along with a copyright notice for © 2006 Venture Valuation and a Print this site link.



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Thank you!

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