

**Swiss Biotech
Association**

Handout for French Seminar

Domenico P. Alexakis, Prof. Dr. Oreste Ghisalba
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1 Nation – 1 Biotech Cluster

SWISS+
BIOTECH™

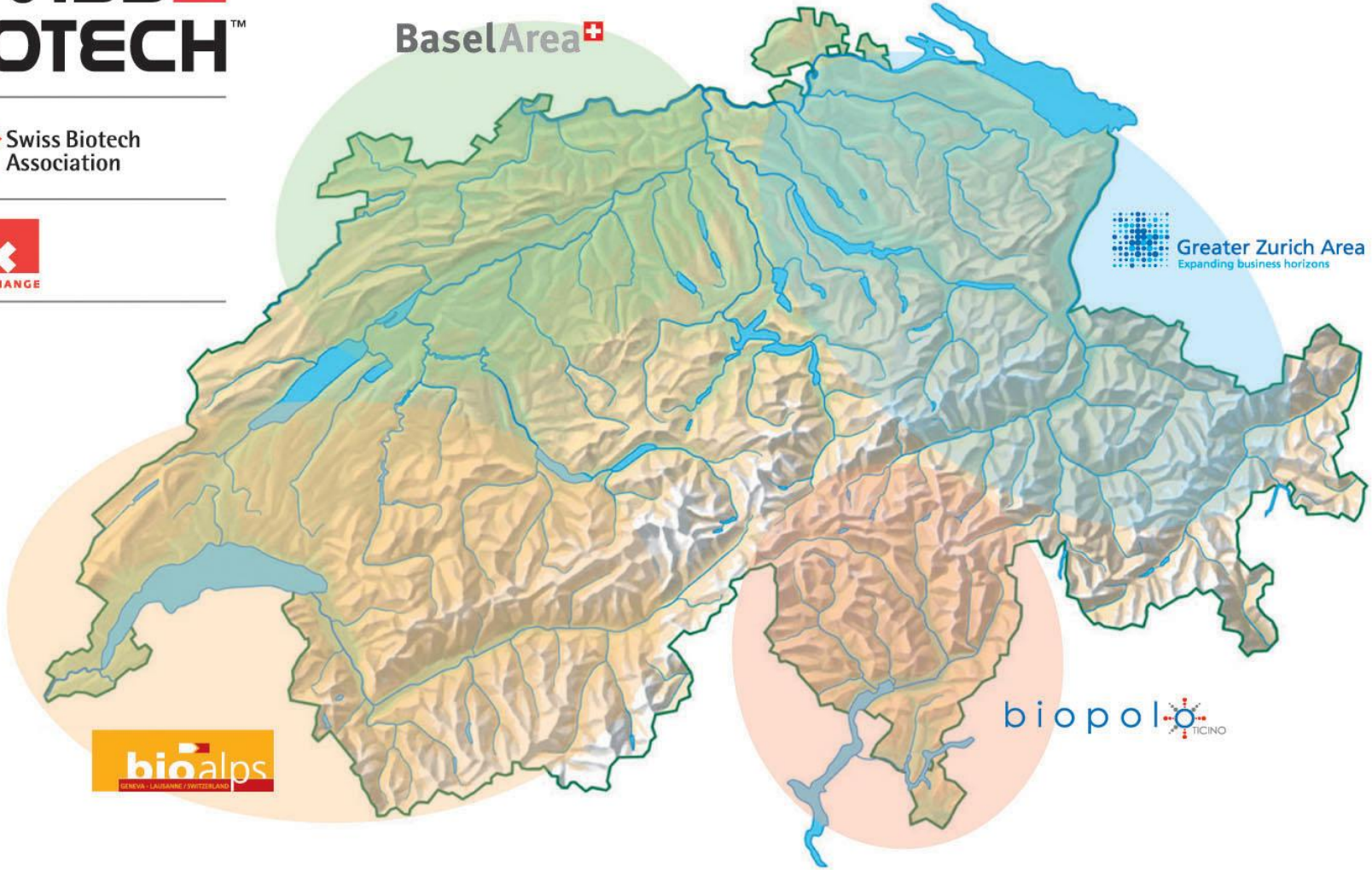


BaselArea+

Greater Zurich Area
Expanding business horizons

bioalps
GENÈVE · LAUSANNE · Fribourg · Lucerne

biopol+
TICINO



Agenda

- Introduction - Welcome
- **Facts and Figures 2007**
- Industry Association – Organisation
- Main Issues



2007 – the year before the great breakthrough?

- 2007 was the 2nd best year in global financing
- Switzerland ranks 5th regarding product pipeline in Europe

Key Swiss data *:

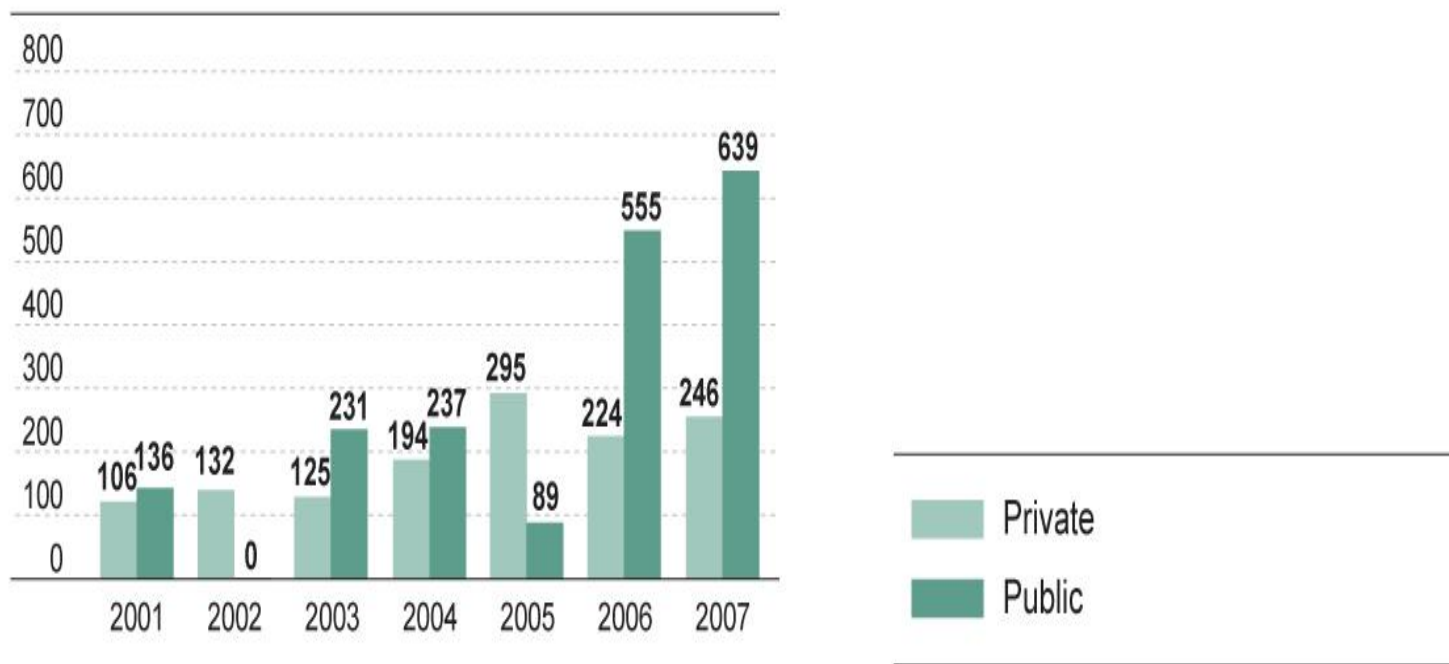
- Revenue growth: CHF 7.1 billion (+ 10.8 %)
- Capital raised: CHF 885 million
- SWX saw one Swiss and one Italian biotech IPO, raising a total of ~ CHF 182 million
- Early stage financing slightly improved, but still difficult
- * Serono data only partially included



Swiss Biotech Companies - 1/2

Private and Public Swiss Biotech Companies

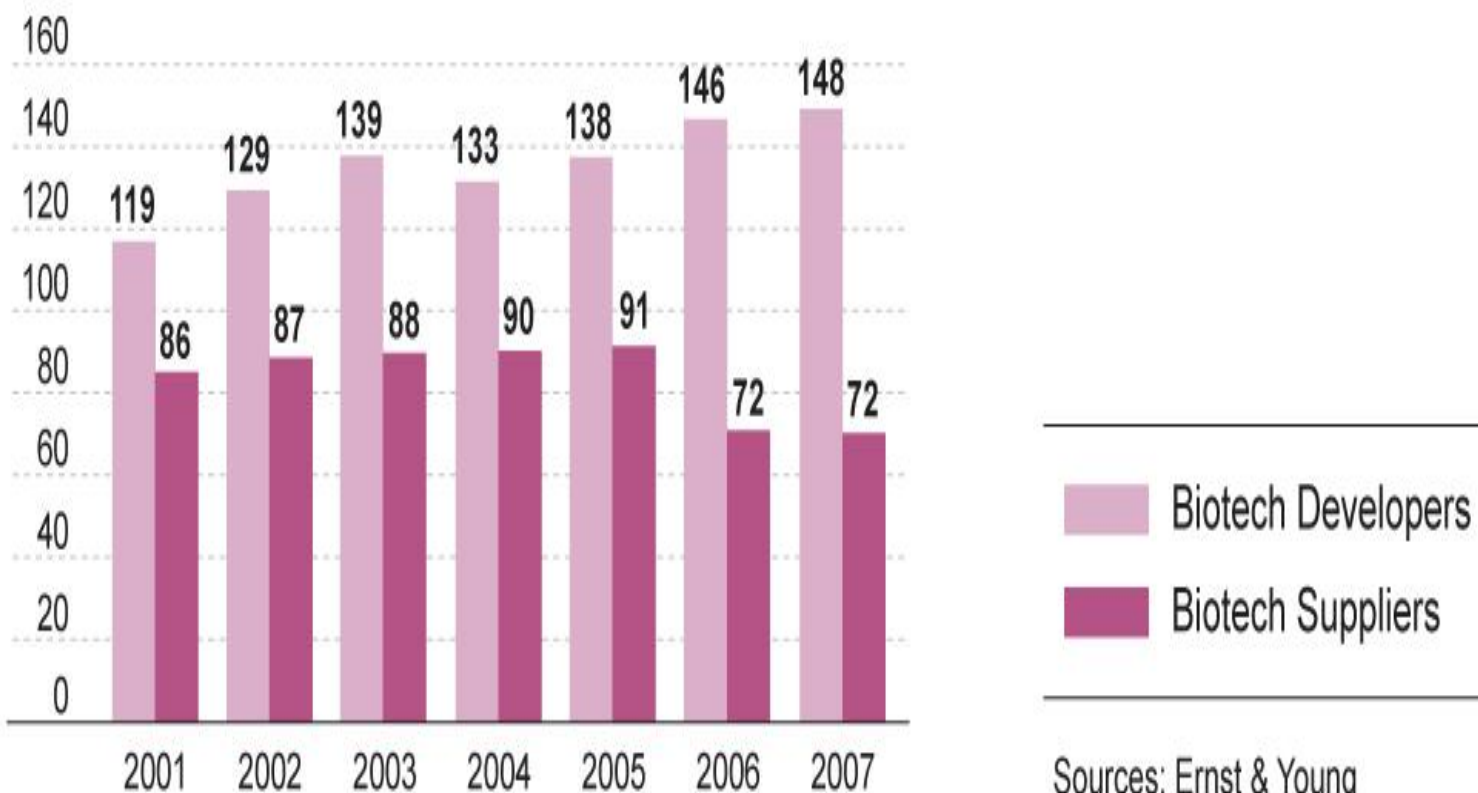
Capital Investments



in CHF mio

Sources: Ernst & Young (capital investments include convertible bonds)

Number of Biotech Companies in Switzerland

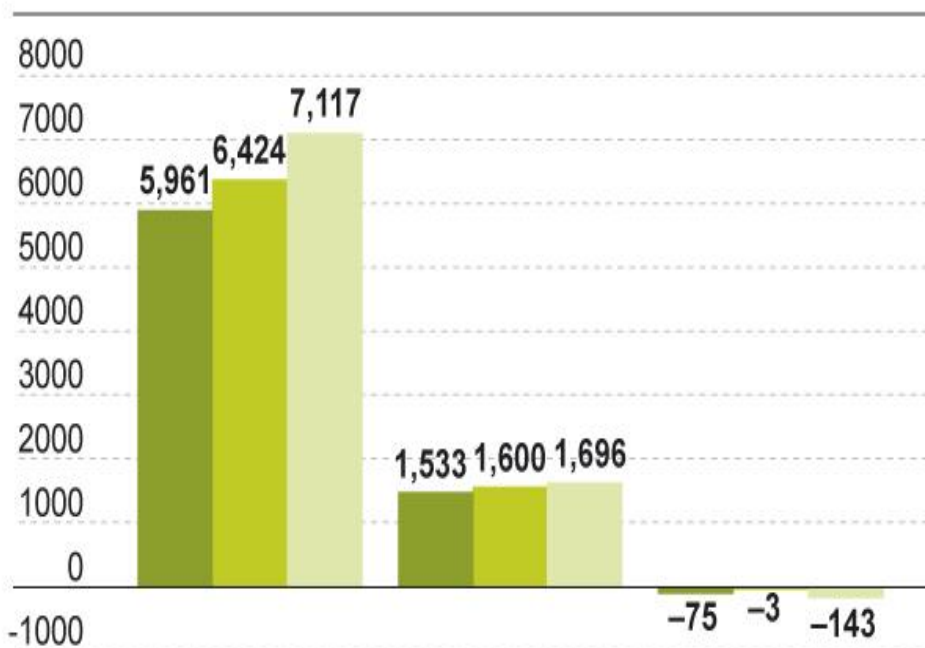


Sources: Ernst & Young

Industry at a glance (1/2)

Swiss Biotech Companies

Revenues, R&D Expenses, Profit/Losses

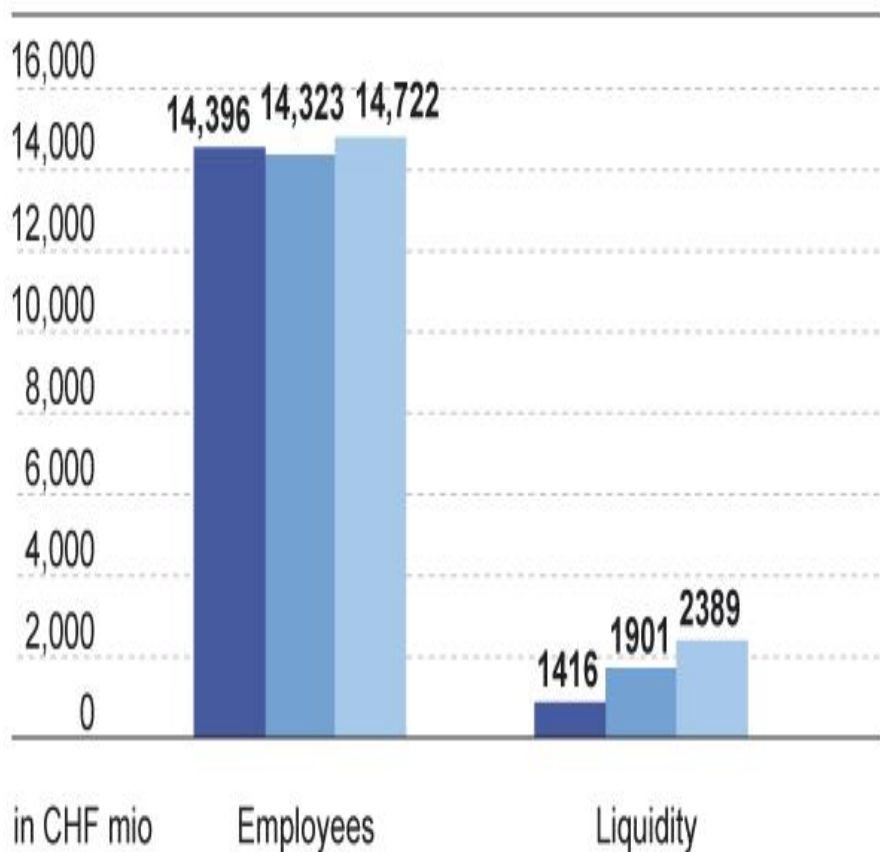


in CHF mio Revenues R&D expenses Profits/losses

Sources: Ernst & Young

Industry at a glance (2/2)

Number of Employees, Liquidity



2007

2006

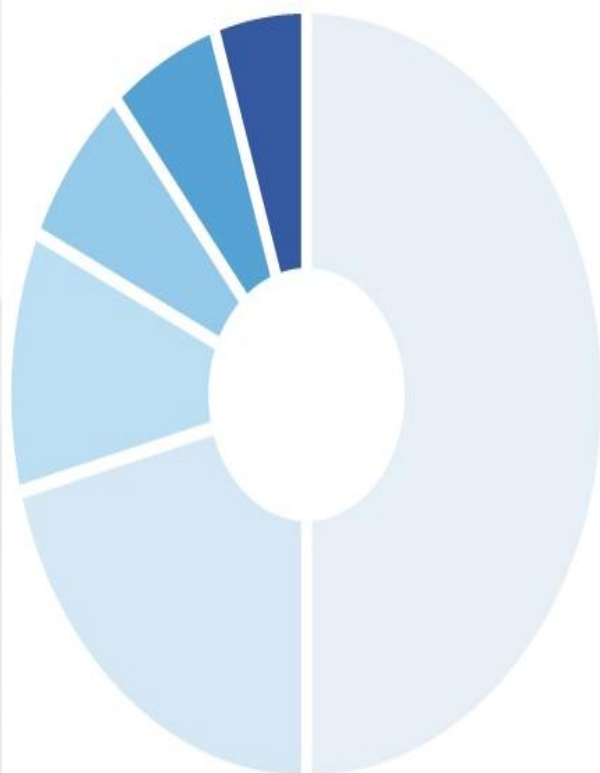
2005

Sources: Ernst & Young

Please note:

- All figures are headquarter counted
- As some private companies do not disclose financial figures, the above figures represent Ernst & Young's best estimate

Industry Segmentation of the 148 Biotech Developers



Therapeutics	50%
Genomics, Proteomics & Enabling Technologies	21%
Diagnostics	11%
Tissue Engineering	7%
Drug Discovery Technologies & Services	6%
Drug Delivery	5%

Sources: Ernst & Young


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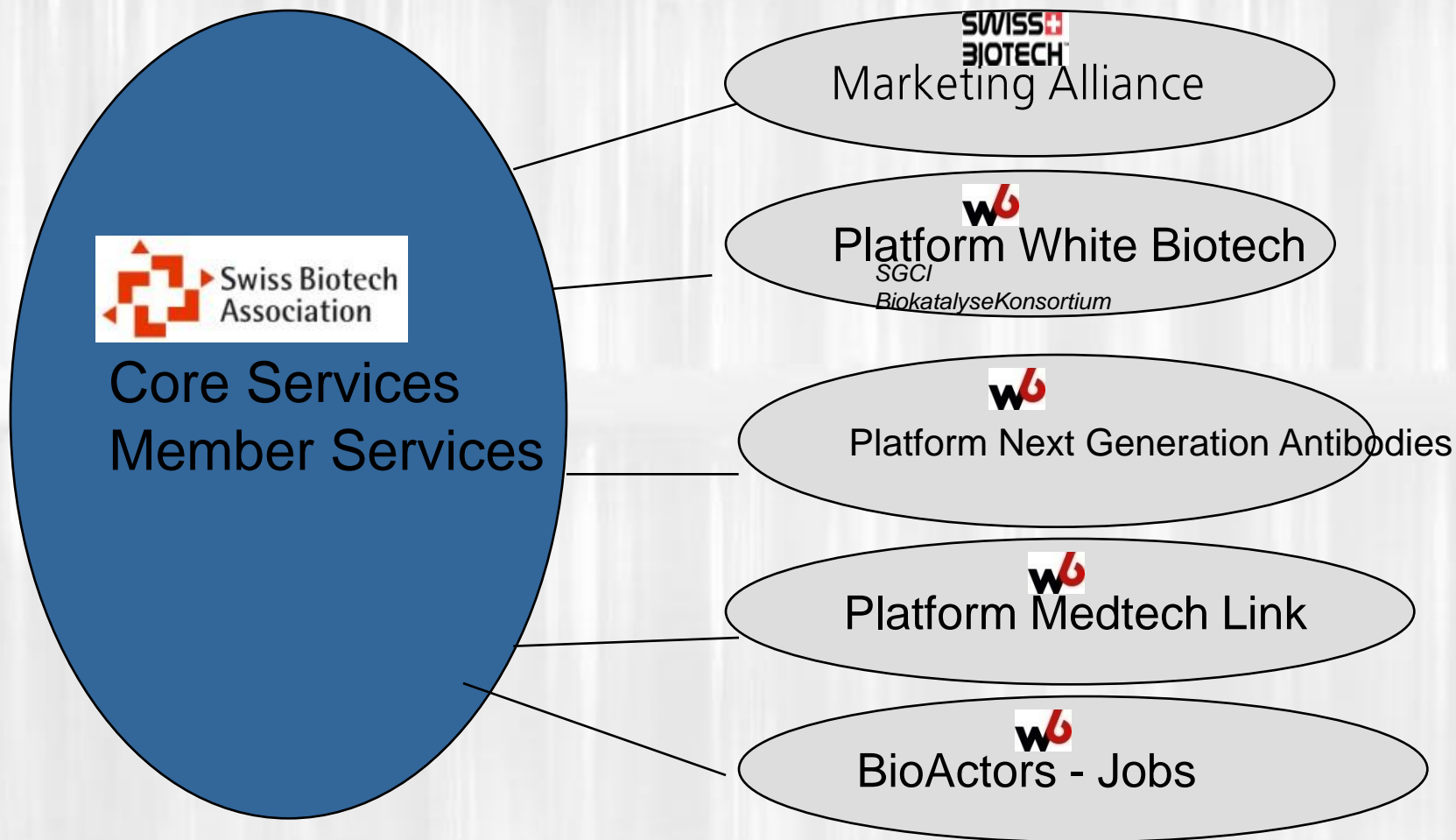
Mission

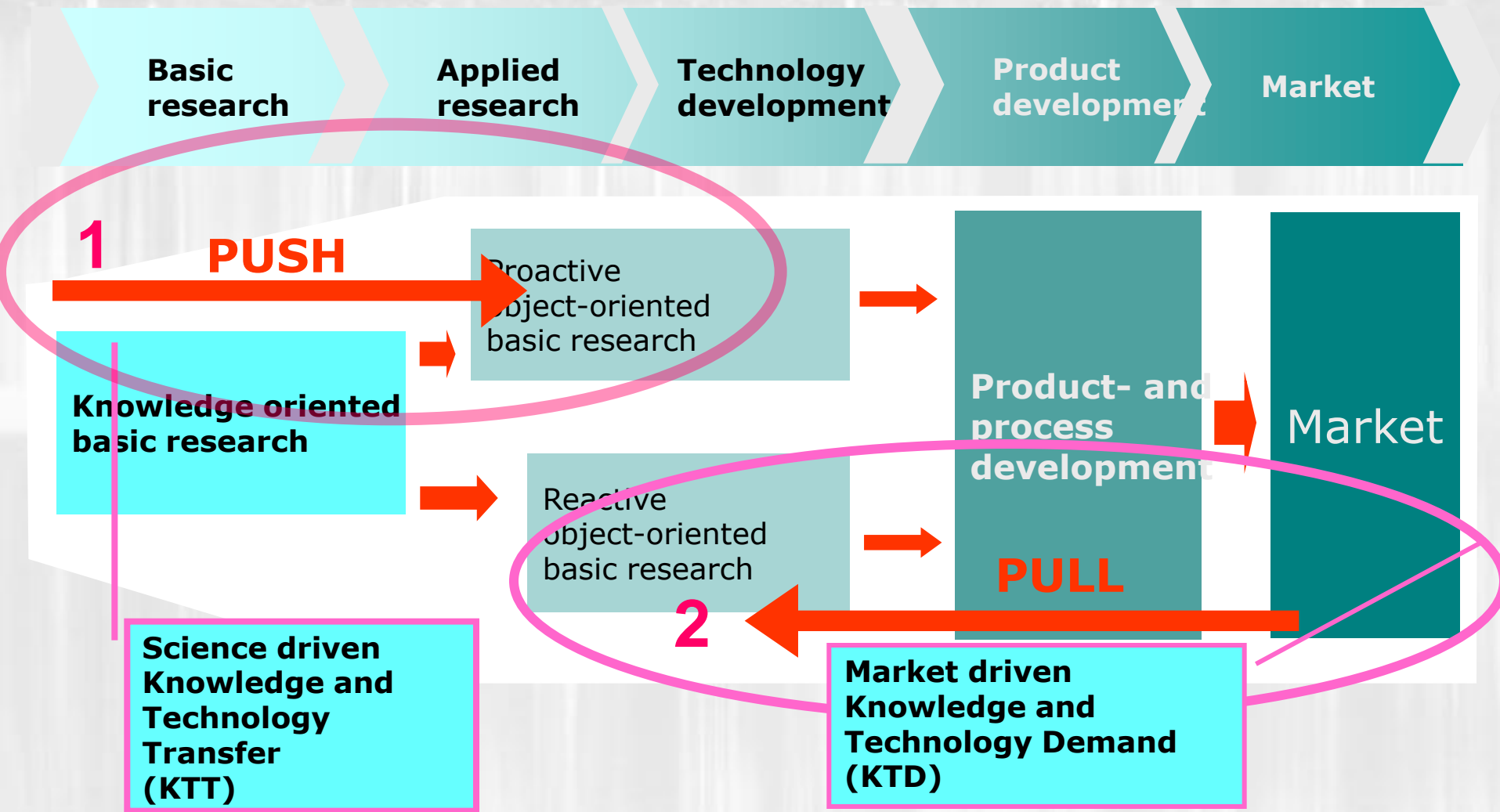
The SBA intends to secure the position to which biotechnology SMEs will be entitled now and in future. Focus is on:

- Support to create the conditions in biotechnology appropriate for SMEs.
 - Continue the awareness program to reduce the fear connected with modern biotechnology
 - Intensify research-related communication between universities and the biotech industry
 - Promotion of the opportunities attached to professional careers in science and biotechnology sector
 - Integration of the Swiss Biotech Industry on the national level, on European level and global level.
- 

SBA Cooperation with many partners for the value of ca. 200 members

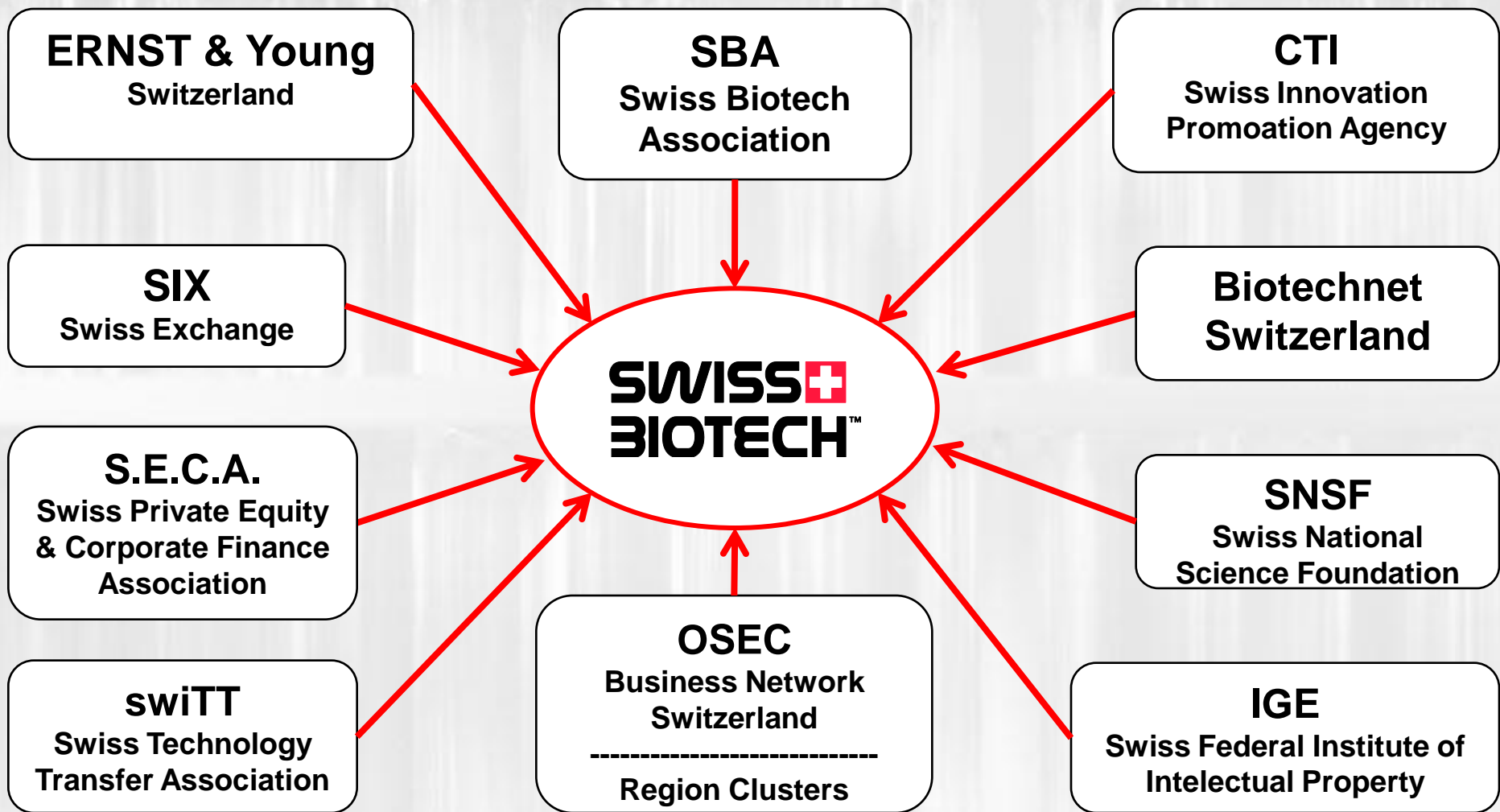
- Berne Capital Area, Bio Alps, Basel Area, BioPolo Ticino and Zurich cluster
- SIX – Swiss Exchange
- biotechnet (4 Universities of Applied Sciences)
- SGCI (Biotechforum) (Schweiz. Gesellschaft der Chemischen Industrie)
- Swiss Biotech (Marketing Alliance for international positioning)
- swiTT (Association of TechTransfer professionals)
- Skb – Swiss coordination group for Biotechnology
- Europa Bio and BIO USA – country associations
- SPAQUA (Schweiz. Qualitätsverband für Life Sciences)
- SATW (Schweiz. Akademie der Technischen Wissenschaften)
- Internutrition
- KTI/CTI – federal agency (Commission for Technology and Innovation)





Main Players in Swiss Biotech Promotion

(e.g. Swiss Biotech Report)



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Main Issues

- **Red Biotech:** regulation, clinical trials, finance
- **White Biotech:** awareness, stakeholders
- **Green Biotech:** regulation, awareness, image

- **General:** image, finances, education, job profiles, industry needs