

A close-up photograph of a person's face, focusing on the eyes and nose. The person has light-colored eyes and is looking slightly to the right. The text is overlaid on the left side of the image.

THE VALUATION EXPERTS

London/Cambridge and Zurich:
A comparison in numbers

Dr. Patrik Frei

July 2012 | London

Venture Valuation



Mission

Independent assessment and valuation of technology driven companies / products in growth industries

**Information services / Life Sciences Databases
Biotechgate: www.biotechgate.com**

Offices

HQ: Zurich with representative offices in North America, Europe and Asia (Seoul)

Employees

6 people in Switzerland, 8 representatives, JV in India

Clients

Pharma, Biotech and Investors such as Novartis Venture Fund, GSK, European Investment Bank, 4SC, Arpida/Evolva, Celtic Pharma

Biotechgate



- **Subscription based Database with**
 - **25'000 company profiles in over 70 countries**
 - **26'000 products**
 - **5'600 licensing opportunities**
 - **1'400 licensing deals**
- **Global Life Sciences Database to map clusters / countries**
- **28 country databases**
- **Life Sciences statistics**
- **Membership / Regional Directory**

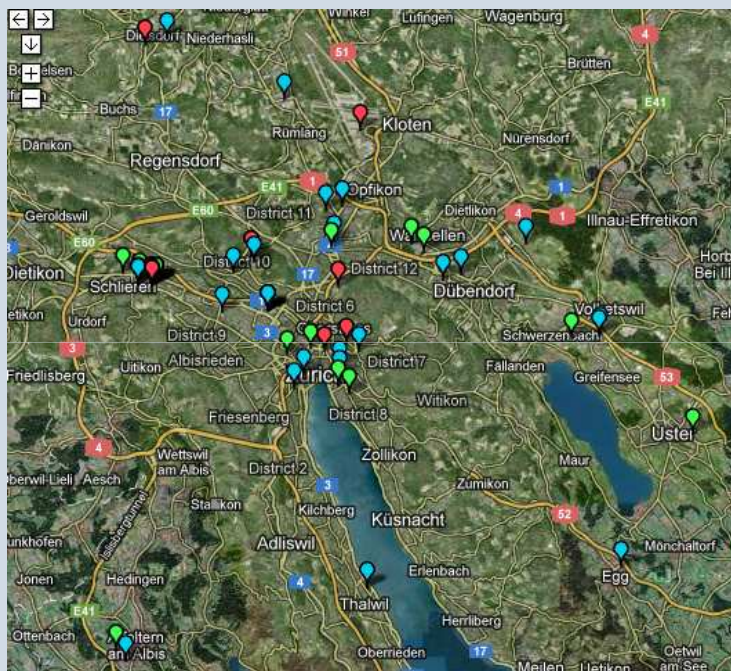


Global Partners

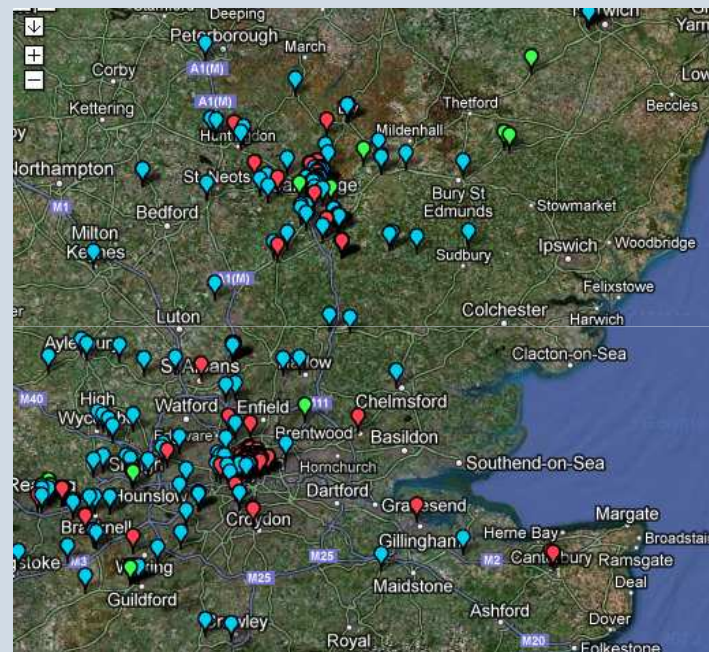


Geography

Zurich



London/Cambridge



- Biotech Therapeutics & Diagnostics
- Biotech / R&D Services
- Biotech - other

Source: Biotechgate.com by Venture Valuation



Biotech numbers

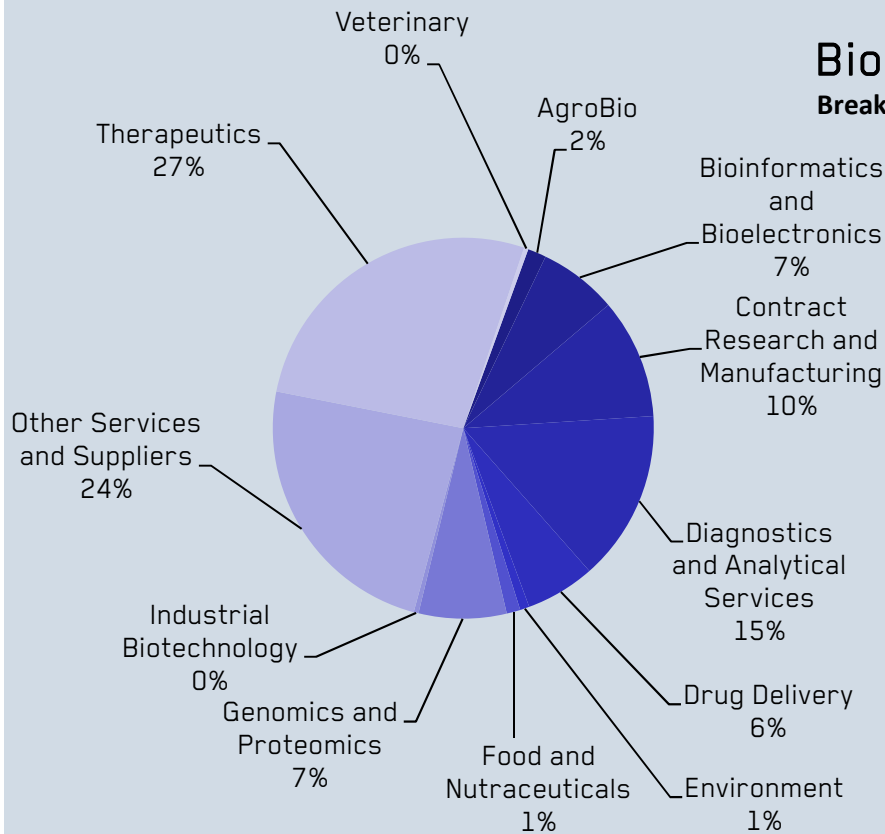
United Kingdom	London Cambridge		Zurich	Switzerland
614	167	Total Biotechnology Companies	87	317
168	69	Biotech - Therapeutics	26	94
394	89	Biotech – R&D Services	40	163
52	9	Biotech - Other	21	60
91%	88%	Percentage of SME's	89%	91%
12%	9%	Percentage of Companies Publicly Owned	2%	4%
USD 474M	USD 133M	Financing / Capital Raised in 2011	USD 71M	USD 201 m
302	125	Licensing Opportunities	36	122

Source: Biotechgate.com by Venture Valuation

Companies by Sector

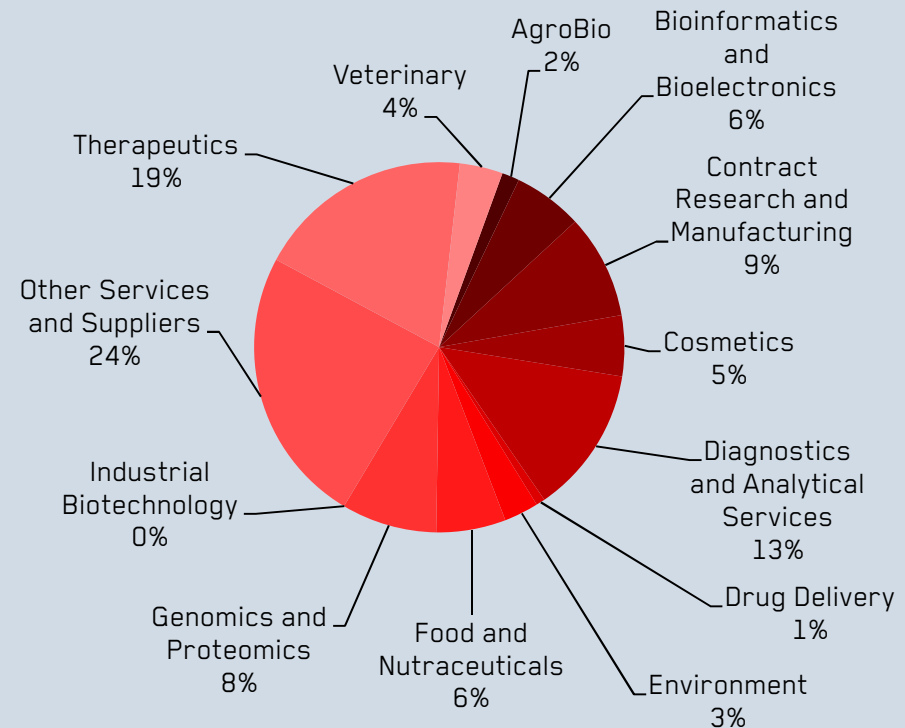
Biotechnology Companies in London/Cambridge

Breakdown by subcategory based on 255 entries by 167 companies



Biotechnology Companies in Zurich

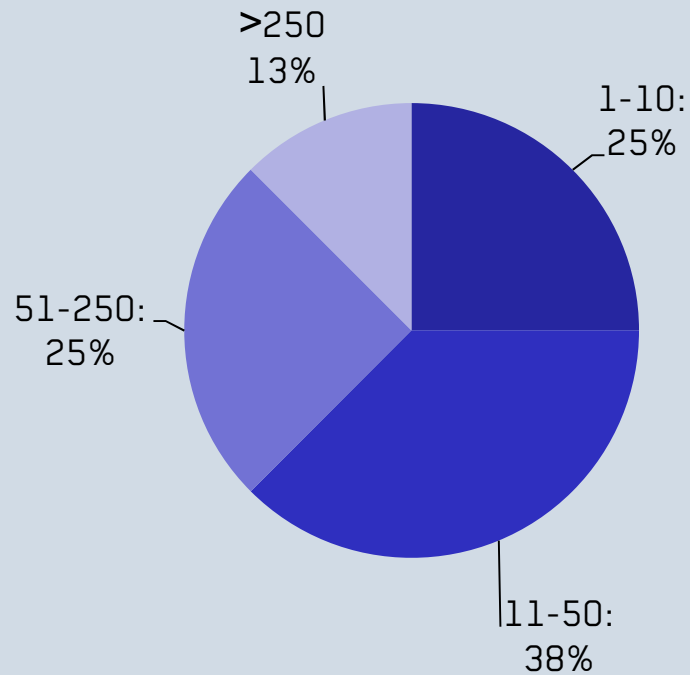
Breakdown by subcategory based on 132 entries by 87 companies



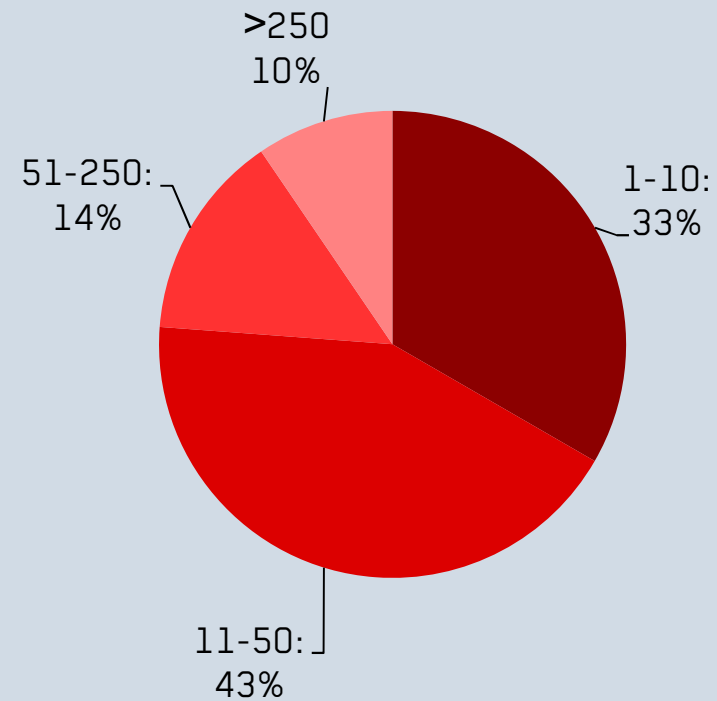
Source: Biotechgate.com by Venture Valuation

Size of companies

Size of Biotechnology Companies in London/Cambridge (by number of employees)



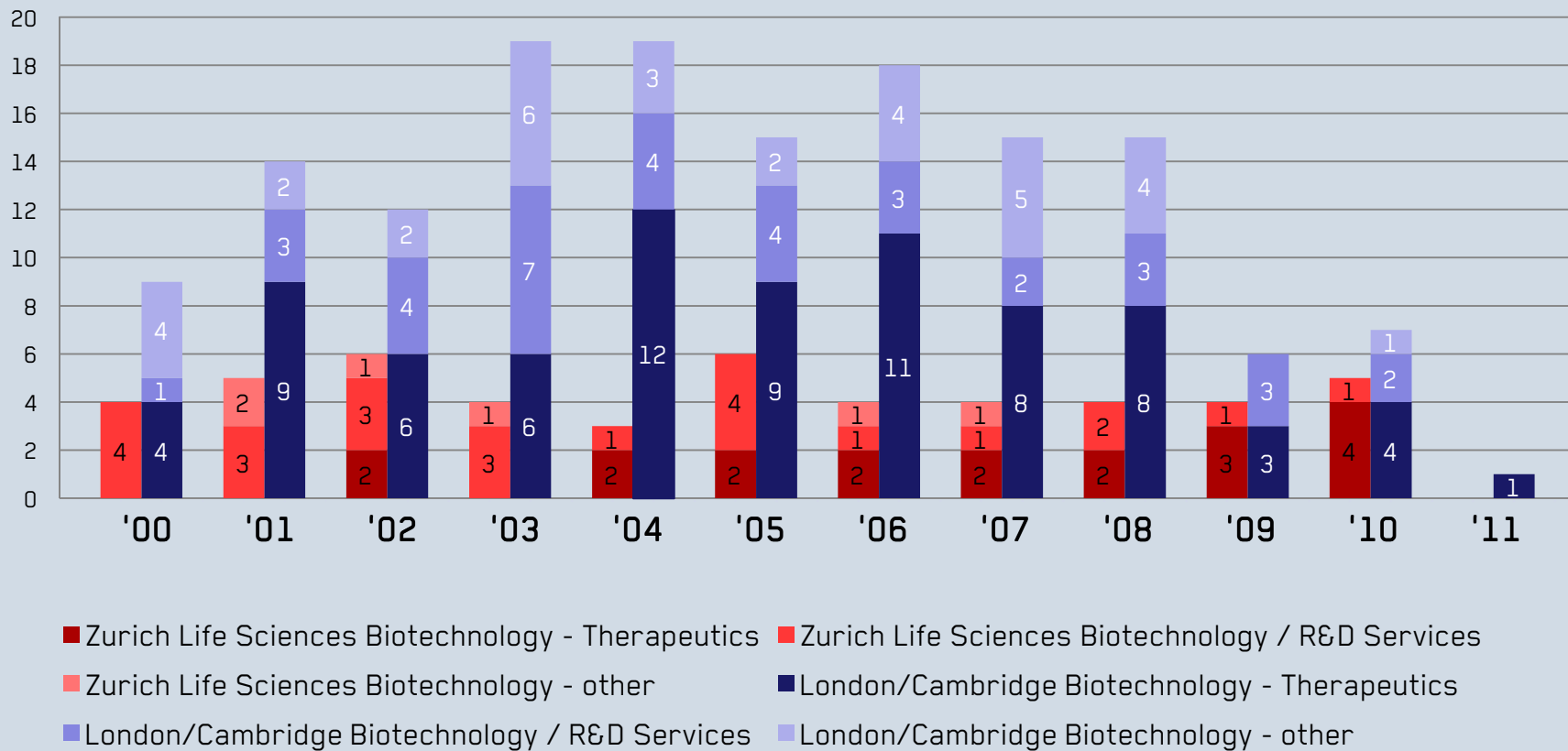
Size of Biotechnology Companies in Zurich (by number of employees)



Source: Biotechgate.com by Venture Valuation

Companies Founded

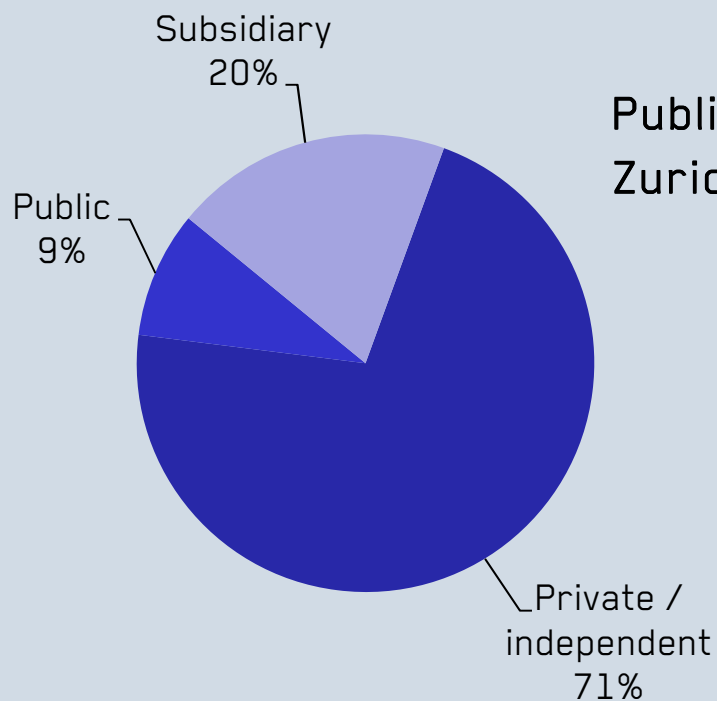
Companies Founded in Zurich and London/Cambridge (by year)



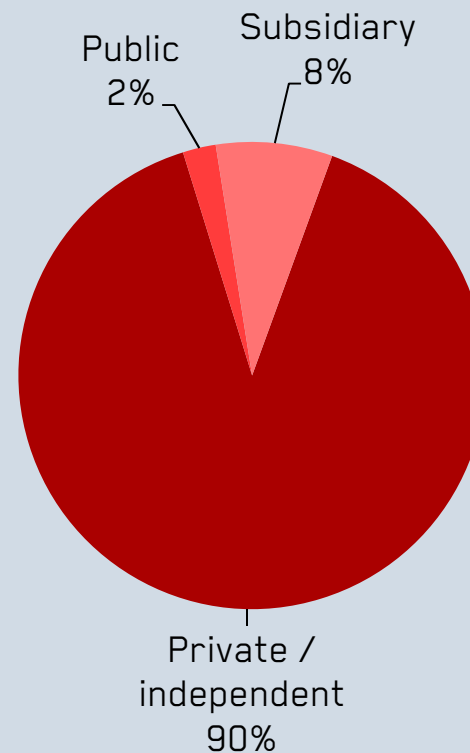
Source: Biotechgate.com by Venture Valuation

Ownership

Public, Private and Subsidiary Companies in London/Cambridge

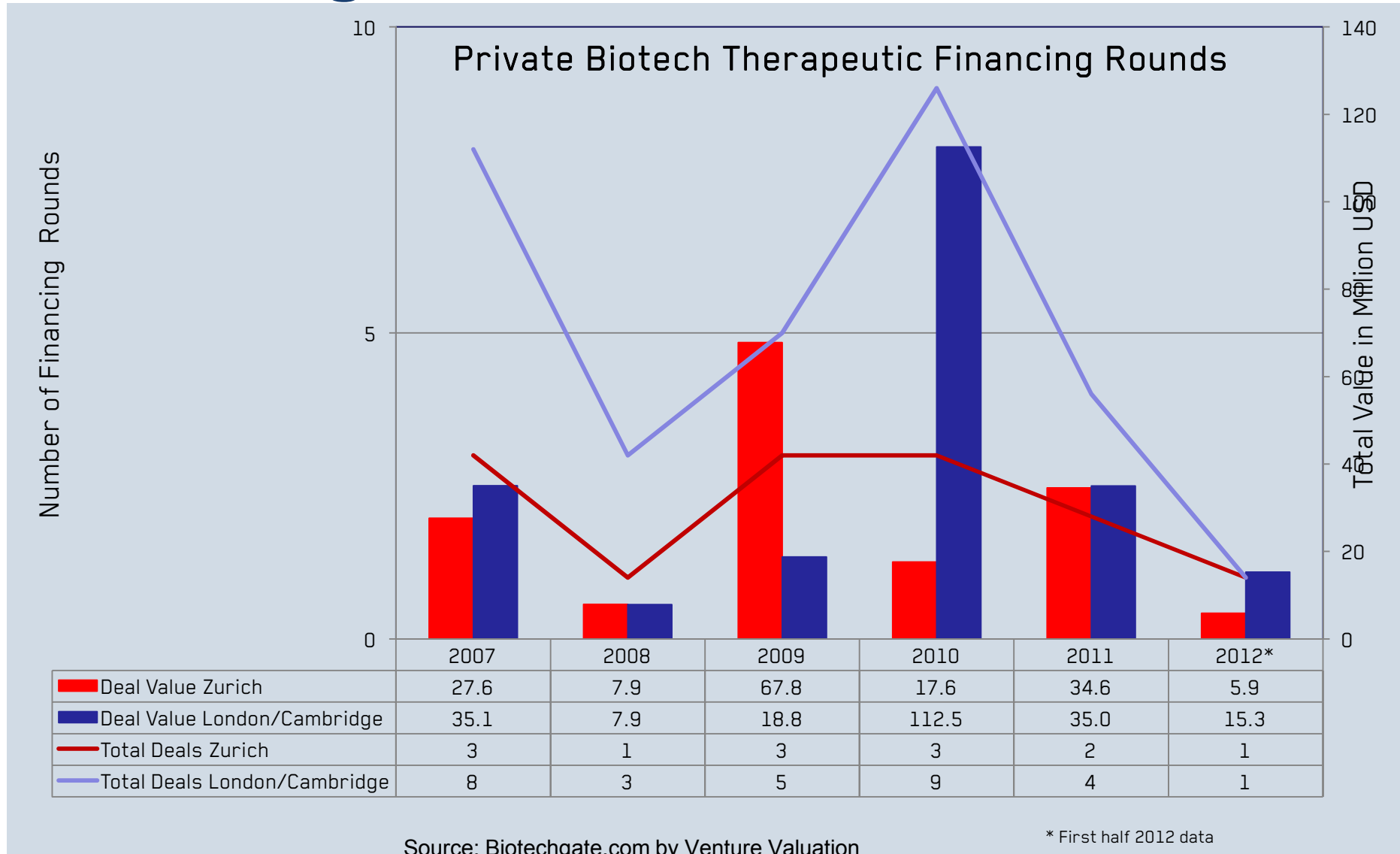


Public, Private and Subsidiary Companies in Zurich



Source: Biotechgate.com by Venture Valuation

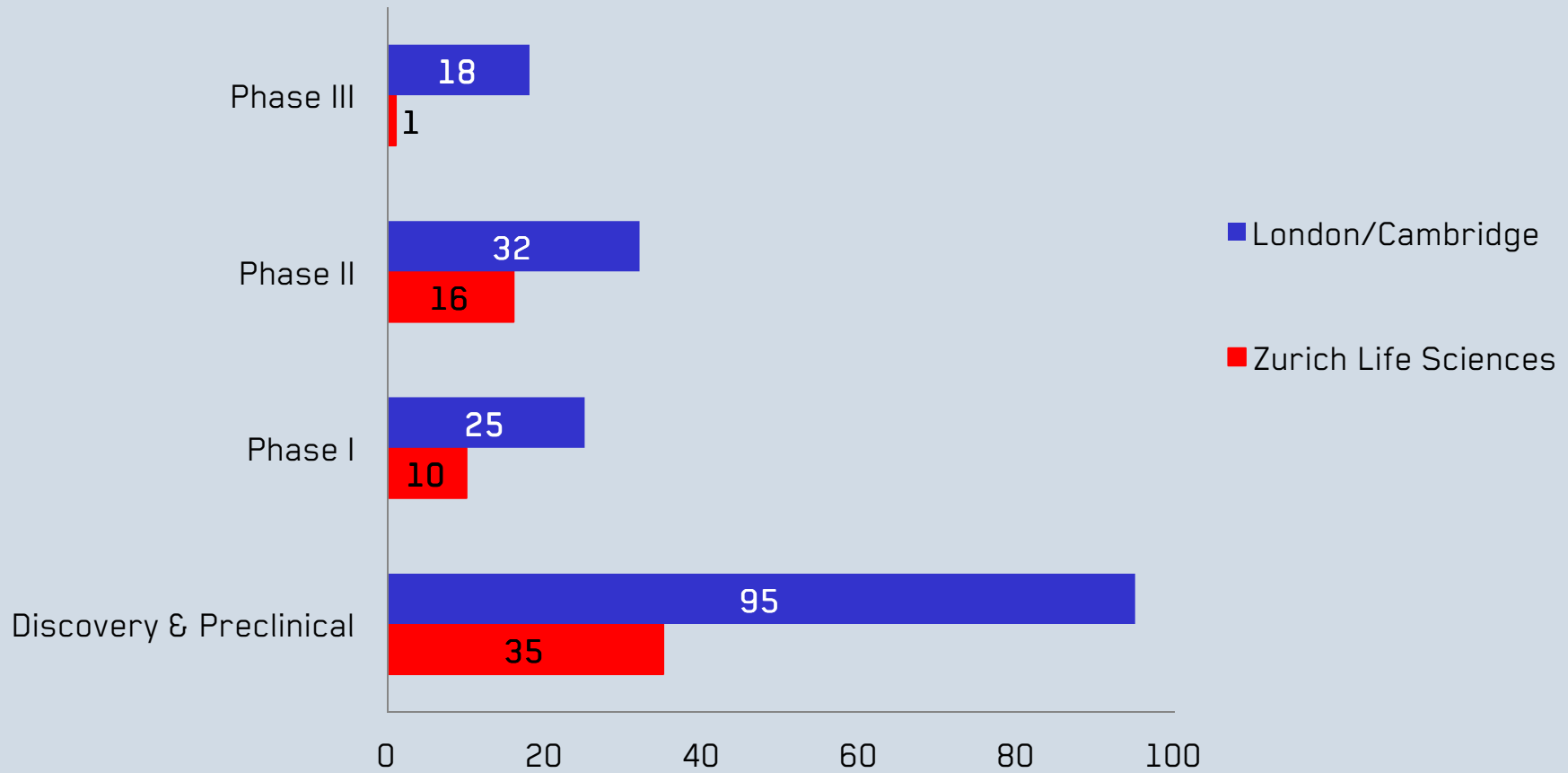
Financing





Product pipeline

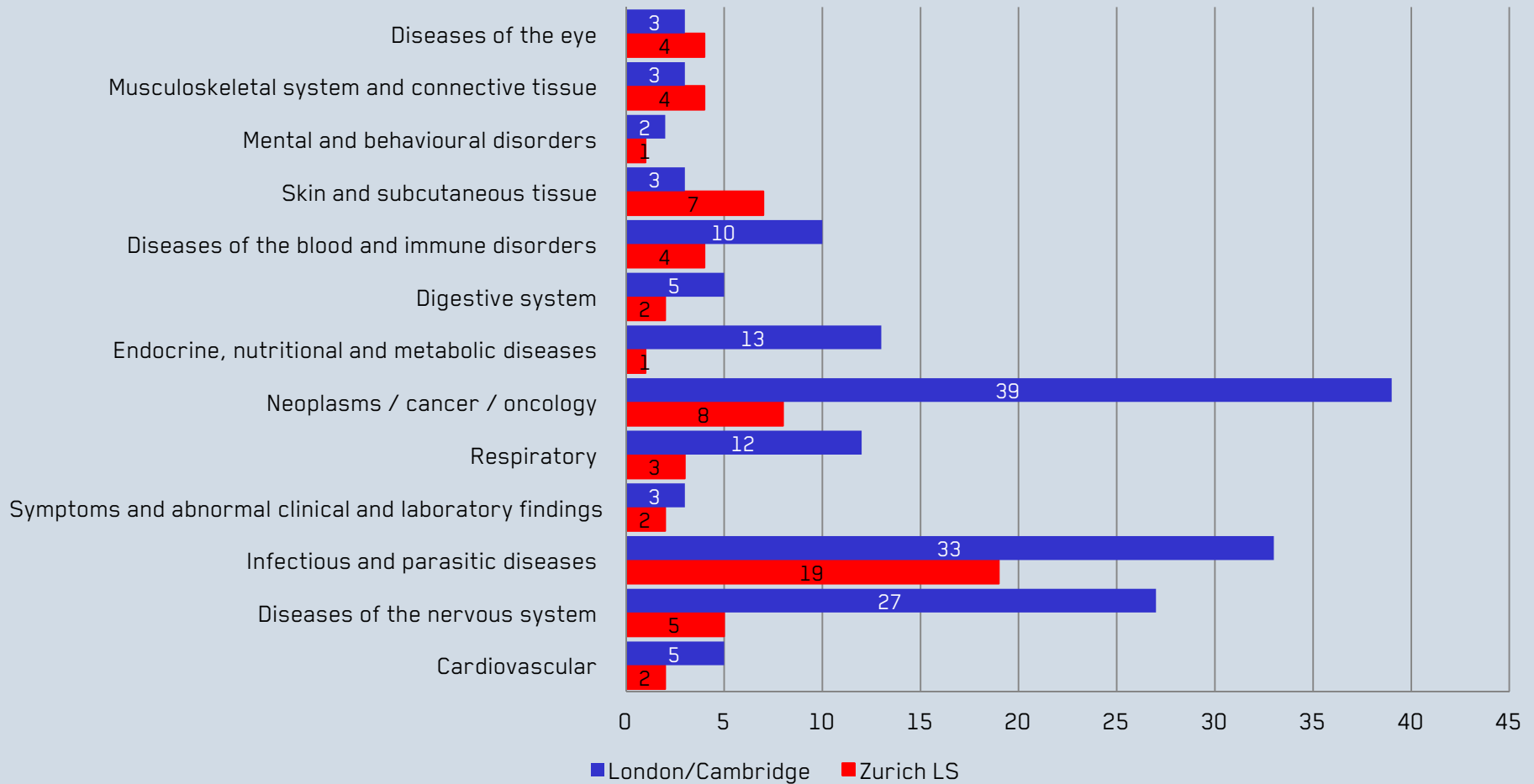
Biotechnology Pipeline



Source: Biotechgate.com by Venture Valuation

Product pipeline

Pipeline Indications



Source: Biotechgate.com by Venture Valuation



THE VALUATION EXPERTS

Thank you for listening!

Slides available on www.venturevaluation.com

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