



THE VALUATION EXPERTS

European Biotech & Pharma Innovation
Development

Dr. Patrik Frei
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1. Overview European Biotechs / Clusters
2. Trends in the Biotech & Pharma

Venture Valuation:

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

Biotechgate.com – the Global Life Sciences Database



European Biotechs / Biotechgate Partners



VENTURE VALUATION



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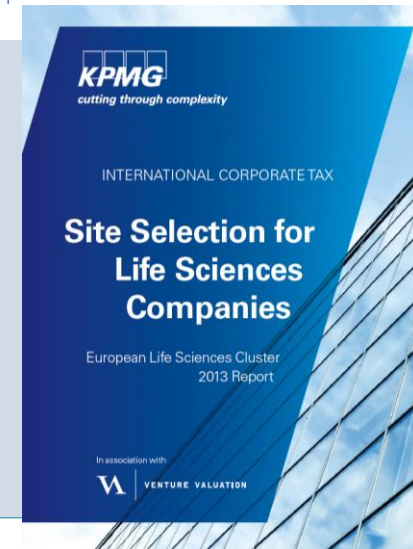
Source: Biotechgate.com



Cluster Report 2013



Study on 6 European key clusters Finance, HQ, Biz environment Based on Biotechgate database



France

- Solid LS industry focusing on **nutraceutical and cosmetics**
- 60% of French LS companies undertake in-house **R&D**. This is the highest proportion in Europe
- Second largest number of regional HQs of non-domestic LS companies

Germany

- Highest number of LS companies of any European country with focus on **Medical Devices**
- Largest number of **global HQs of domestic LS**
- Largest LS **workforce** in **absolute** numbers

Cluster Report 2013



Ireland

- Second largest LS **workforce relative** to the active population
- Attractive location for **manufacturing** for domestic and foreign LS companies

Netherlands

- Diverse LS industry with particular strength in **Medical Devices and Biotechnology**
- Attractive to regional **HQs of non-domestic** LS companies for their **R&D**

Switzerland

- Strong LS clusters with large number of **global HQs** of domestic companies
- Largest number of **regional HQs of non-domestic** LS companies
- Highest LS **workforce relative** to the active population

United Kingdom

- Europe's largest cluster in **Biotechnology Therapeutics and Pharmaceuticals**
- Strong in **R&D** and large LS **workforce**
- Surpassed Germany to record the most **financing** raised for LS companies in 2011 and 2012

Industry Trends: 1. M&A



M&A in big Pharma:

- Novartis, GSK, Lilly => almost USD 30bn
- Pfizer, AstraZeneca => USD 106bn+
- Bayer, Merck => multi USD bn

Focus, consolidation, pressure for new products in the pipeline

Industry Trends: 2. Licensing

Pharma pressure leads to more deals and higher value deals

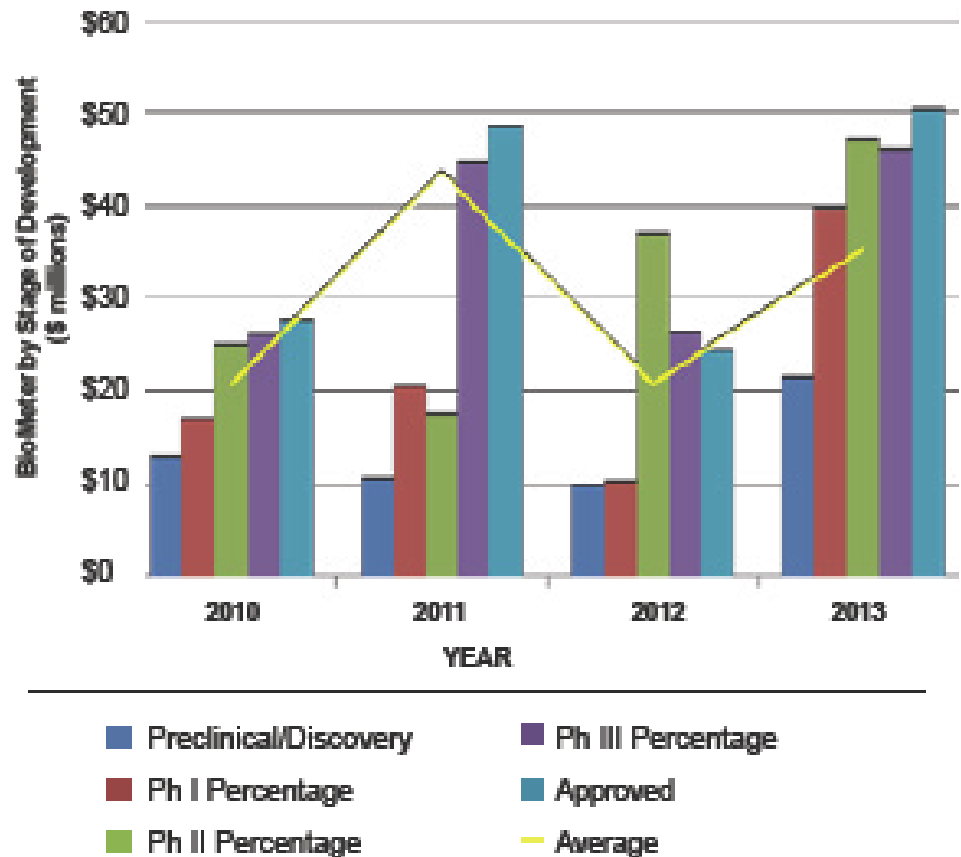
Deals:

Immunocore Ltd., UK with MedImmune: USD 320m per program

Santaris Pharma A/S, DK, with Roche: USD 148m per product

Source: BioMeter, MoFo, 2014

Table 1a: BioMeter Values by Stage of Development and Average 2010 through 2013



Industry Trends: 3. Financing

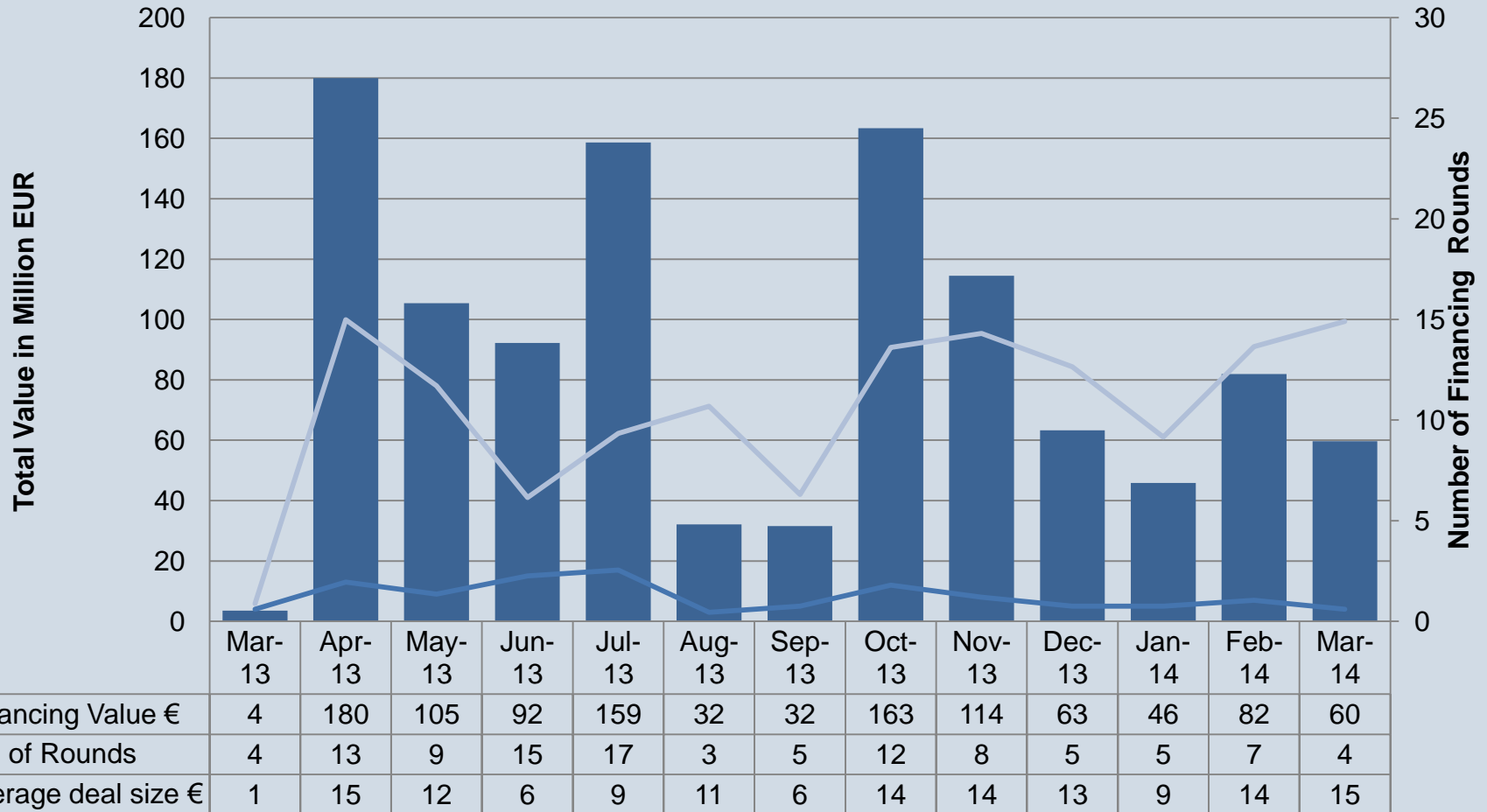
New investors (LSN)

- Less VC
- More corporate investors
- More family offices
- More grants / Government

=> more difficult for EU companies to find financing

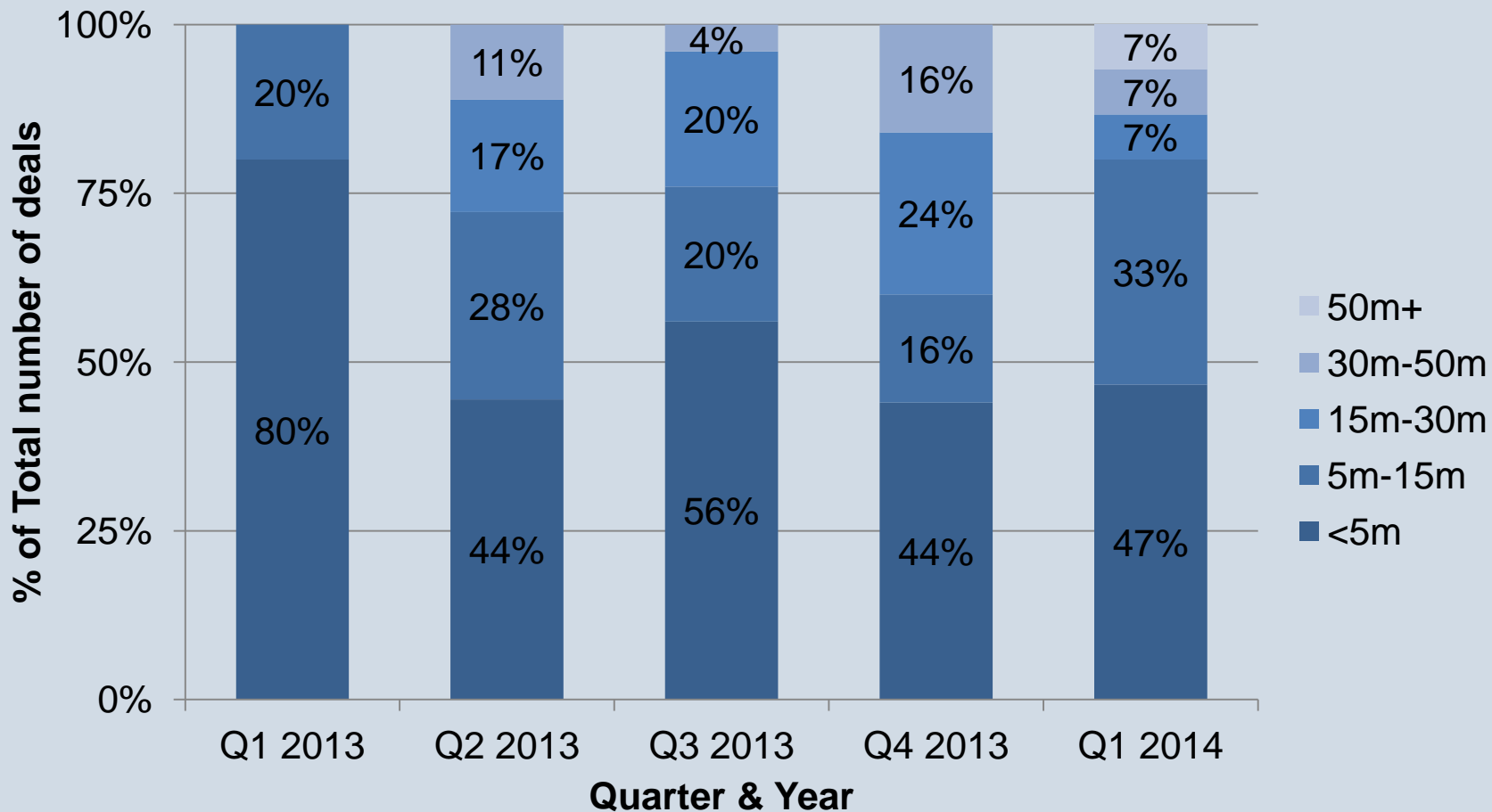
Industry Trends: 3. Financing

Europe - Biotech Therapeutic Financing Rounds



Industry Trends: 3. Financing

Investment Size as % of Total - Biotech T&D (Europe)



Industry Trends: 3. Financing



Company	Sector	Amount (in Million EUR)	Ownership	Country
QIAGEN B.V.	R&D Services	528	Public	Netherlands
Circassia Limited	Therapeutics/Diagnostics	240.6	Public	United Kingdom
Flamel Technologies	Therapeutics/Diagnostics	76.2	Public	France
Transgene SA	Therapeutics/Diagnostics	65.5	Public	France
Vectura Group plc	Pharmaceuticals	62.6	Public	United Kingdom
Glycotope GmbH	Therapeutics/Diagnostics	55	Private	Germany
Horizon Discovery	R&D Services	48.1	Public	United Kingdom
Nanobiotix	Therapeutics/Diagnostics	20.3	Public	France
invendo medical GmbH	Medical Technology	20.3	Private	Germany
Verona Pharma plc	Therapeutics/Diagnostics	16.8	Public	United Kingdom



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Thank you!

Slides available for download: www.venturevaluation.com => Resource Center

Tel.: +41 43 321 86 60

Fax: +41 43 321 86 61

p.frei@venturevaluation.com

Venture Valuation
Singapore / Switzerland

www.venturevaluation.com

Valuation Valuation



Mission

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

Biotechgate.com – the Global Life Sciences Database

Offices

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

Employees

20 people in Switzerland / UK / Canada / Singapore / India

Clients

Pharma, Biotech and Investors such as Novartis Venture Fund, GSK, European Investment Bank, 4SC, Arpida/Evolva, Celtic Pharma
Biotech Associations / Governments like Biocom, Medicon Valley, BioHouston SwedenBio, BIOTECCanada, Maryland

Valuation Services

Company Valuation:

- Crucial factors and value creating milestones for strategic development
- Assessment of the management, market, science, technology/products
- Detailed calculation of the company's financial value
- Used for equity financing by investors and companies

Product Valuation:

- Gold standard rNPV valuation for Pre-clinical and clinical products
- Analysis of development costs and time lines
- Patient population, competing products, pricing and product life cycle
- Scenario and sensitivity analyses
- Analysis of the current value, and forecasts of the future value



30'000 company profiles in over 70 countries, 37'000 products, 6'200 licensing opportunities

1) Life Sciences statistics

2) Regional Directory

3) Global information resource

