



Swiss Biotech Pavilion at BioJapan 2008

Summary

BioJapan 2008, the 10th edition of the longest-established international bioindustry event in Asia, was held in Yokohama from October 15-17 with a focus on practical application and commercialization of biotechnology. Switzerland was represented by the *Swiss Biotech Pavilion*, which hosted 16 co-exhibitors, such as Actelion, Bachem, Bioengineering, Biolytix, C-CIT, Dualsystems Biotech, Lonza Japan, BaselArea, BioAlps, Biopolo, Greater Zurich Area, SWX Swiss Exchange, Swiss Biotech Association, CTI, Location Switzerland and the Swiss Science & Technology Office of the Embassy of Switzerland. Total attendance at BioJapan 2008 was over 23'000 persons. It was a successful event with nearly 200 quality contacts at the Pavilion. – Framework activities included receiving renowned scientist and artist Ariel Ruiz i Altaba and the Jetro Biolink Cluster Forum.



BioJapan 2009 will take place from October 7-9, 2009.

BioJapan 2008

BioJapan 2008 World Business Forum (<http://expo.nikkeibp.co.jp/biojapan/eng/index.html>), one of the world's largest **international biotechnology exhibitions**, was held for the tenth time from October 15-17, 2008 at Pacifico Yokohama, Japan.



The three-day event attracted **23'000 visitors**, a dramatic increase from the 2007 count of around 16'000. The visitor's witnessed the latest trend in technology deemed critical for solving global issues; i.e. health, food, energy and environment. The technology is also considered to become the main driver for sustainable development of industries including pharmaceutical, food, chemical, machine and IT.

A total of **over 140 exhibitors**, consisting of a well balanced mixture of private companies, universities, overseas clusters, institutes, governmental bodies and small & medium-sized bio ventures, presented frontline research and cutting-edge new products. Overseas exhibitors accounted for almost half the number of exhibitors, as international collaboration is fast becoming a prerequisite for success in the field of biotechnology.



People visit the exhibition from academic and corporate research institutions, medical companies, bio ventures, investment offices and business development offices of national and local governments, engineering houses and venture capitals.

Qualified and well-known professionals were invited to speak about biotechnology trends and markets. The BioJapan organizers invited top speakers for the seminars from all over the world.



The exhibition was co-organized by the Japan Bioindustry Association (JBA), Japan Health Sciences Foundation (JHSF), Society for Techno-innovation of Agriculture, Forestry and Fisheries (STAFF), Japan Biological Informatics Consortium (JBIC), Japan Association of Bioindustries Executives (JABEX), Japan Pharmaceutical



Manufacturers Association (JPMA), NPO Kinki Bio-industry Development Organization (KBDO) and Nikkei Business Publications.

Official sponsors were **Roche** and Merck & Co.

Institutions including the following also gave their endorsement: **Embassy of Switzerland**, Embassy of the United States of America, British Embassy, Australian Embassy, Netherlands Foreign Investment Agency, Embassy of Canada, Embassy of Sweden, Scottish Development International, Embassy of Spain, Royal Danish Embassy, Embassy of the Federal Republic of Germany, Royal Norwegian Embassy, Finnish Funding Agency for Technology and Innovation Tekes, Embassy of France, Bioindustry Association of Korea, Shanghai Biopharmaceuticals Industries Association, Taiwan Bio Industry Organization, and Hong Kong Trade Development Council.

Why Japan ?

The importance of Japan as one of the front runners in the bio industry has evolved substantially in recent years; a good example being the creation of “induced pluripotent stem cells (iPS cells),” which can renew themselves and can differentiate into a diverse range of specialized cell types. The country offers an excellent basis of academic research, cutting edge skills and technologies, all with strong forward momentum. Moreover, Japan’s biotechnology market, the world’s second biggest following the U.S., was estimated to have surpassed **2 trillion yen** in 2007.

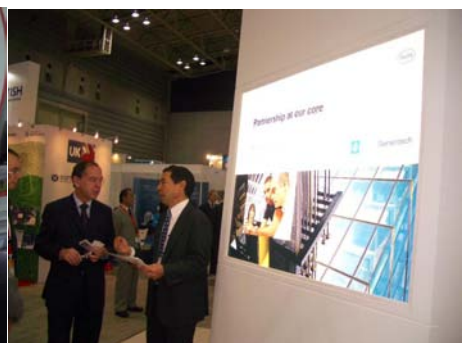
On the policy side, the government has made clear its commitment in developing biotechnology as a national strategy for the welfare of its citizens as well as from the viewpoint of national competitiveness, national economy, security and bioethics. It recognizes the need for change (e.g. deregulation and promotion) and has strengthened initiatives to increase R&D funding and accelerate patent filings.

Swiss Biotech Pavilion



The Swiss Biotech Pavilion was situated in a dominant and central location, in an “island” configuration, located adjacent to the Roche Pavilion. The Swiss Biotech Pavilion had a high visual impact, was visible from both main streets and was very successful in attracting attention to Switzerland’s top-notch biotechnology research and businesses at BioJapan 2008. The event was successful in creating new contacts and opportunities:

On October 17th, Ambassador of Switzerland in Japan Paul Fivat visited the Swiss Biotech Pavilion and Roche Japan’s Pavilion, to underline Switzerland’s commitment in the field of Biotech and Medtech.



From left to right : Ambassador Fivat is welcomed by Dr. Harada of the Japan Bioindustry Association, meets exhibitors of the Swiss Biotech Pavilion, and discusses with Mr. Noguchi from Roche Pharma Japan.



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Confederazione Svizzera
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Embassy of Switzerland in Japan

State Secretariat for Education and Research SER

Swiss Pavilion Co-organizers

• **Science & Technology Office Japan**
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• **Swiss Biotech Association**
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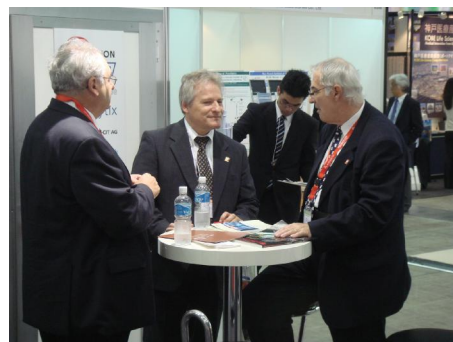
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Executive Director
Telephone: +41 44 455 56 78
Official Email: info@swissbiotechassociation.ch

Swiss Participants and Sponsors:

Both Basel Area and Greater Zurich Area provided great support to identify and contact potential participants to the Swiss Biotech Pavilion. Seven companies and a total of nine sponsors and non-corporate participants joined our activities at the Swiss Biotech Pavilion.

Corporate exhibitors:

- Actelion Pharmaceuticals Ltd.
- Bachem AG
- Bioengineering AG
- Biolytix AG
- C-CIT AG
- Dualsystems Biotech AG
- Lonza Ltd.



Sponsors and non-corporate participants:

- BaselArea Business Development
- BioAlps AG
- Biopolo Ticino
- Embassy of Switzerland in Japan
- Greater Zurich Area
- Innovation Promotion Agency CTI
- Location Switzerland
- Présence Suisse
- Swiss Biotech Association
- State Secretariat for Education and Research SER
- SWX – Swiss Exchange
- Nespresso
- Lindt Chocolate



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Switzerland.





Testimonials

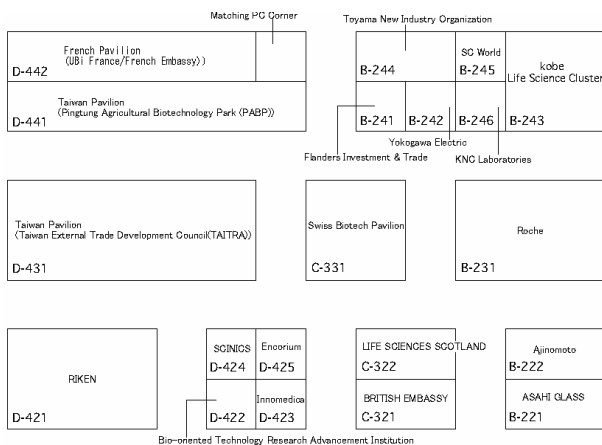
Thank you for the superb organization of the Swiss Biotech Pavilion. As usual it was a pleasure to work with you all. In the past, the venue and frequency of BioJapan was somewhat irregular (Tokyo,...,Yokohama, Osaka, Yokohama / biannual, annual). We think it is a good thing that BioJapan now always takes place at the same place on an annual basis. This way it will be “on the calendar” of all interested and concerned parties. (BaselArea)

We are glad that Bio Japan 2008 ended successfully, and happy to have participated in Swiss Biotech Pavilion and worked with you. The pavilion was stylish and well organized and it was comfortable to work there. We appreciate very much your excellent organization. As for Lonza booth, though the number of the visitors is not very large, we had a lot of valuable clients. Also we could enjoy working together and having communication with our swiss colleagues in the same pavilion. Thanks again for your contribution. (Lonza)

As a BioJapan „First-timer“ I very much enjoyed having been invited to help hosting a plentiful of visitors at the Swiss Biotech pavilion. The Swiss Biotech Pavilion with his unprecedented appearance was clearly a “Not-passing by”. As a consequence I nevertheless was impressed of the high interest this booth has generated during the full duration of the exposition. Especially striking was the high professionalism: How the event, the many sessions, the Swiss pavilion was organized and how smoothly all went. Therefore not astonishing at all the kind of visitors and partners which were attracted: High level professionals throughout. (Solothurn Economic Development Agency)

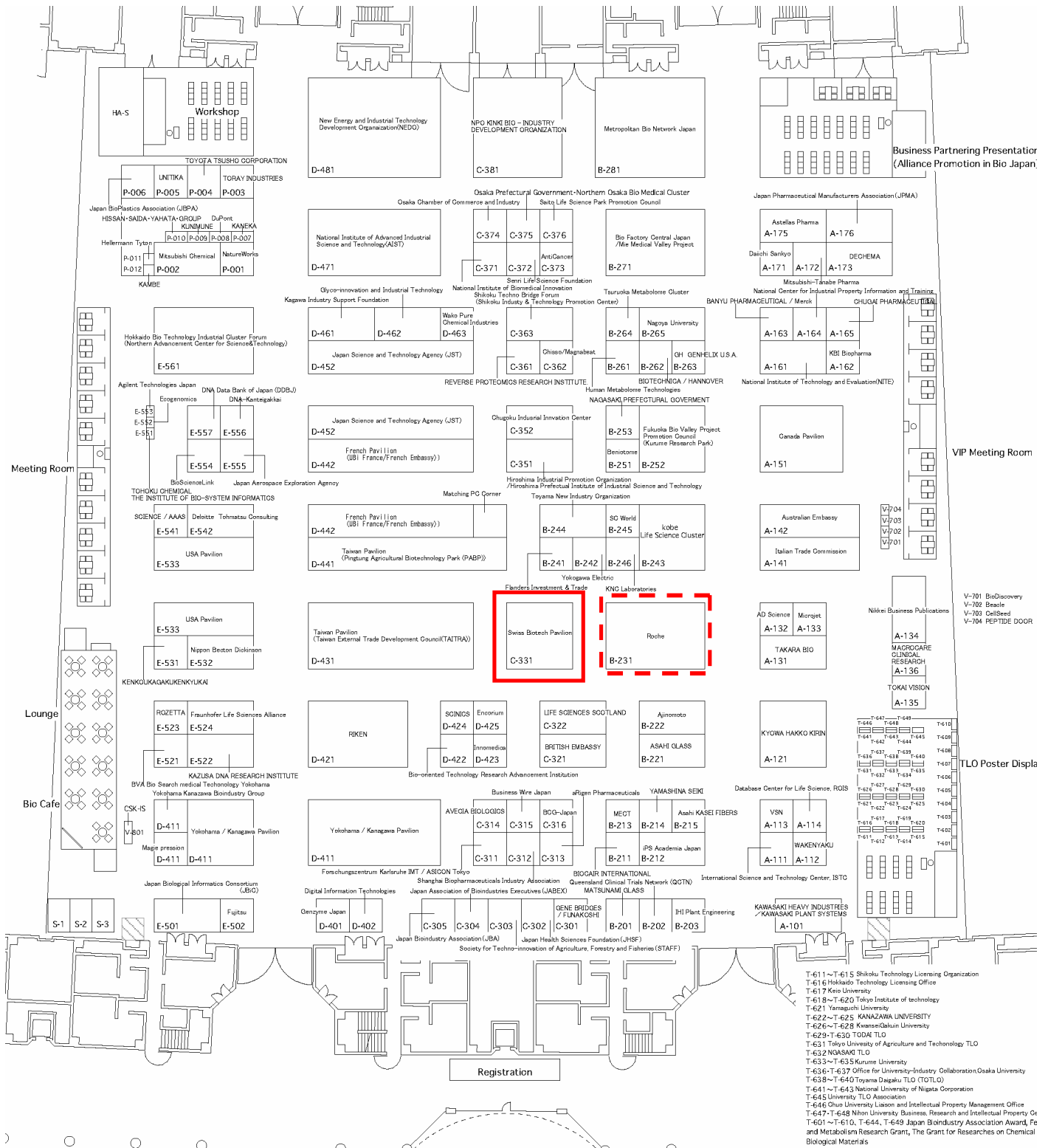
Floor Plan

The Swiss Biotech Pavilion was situated in a dominant and central location, in an “island” configuration, located adjacent to the Roche Pavilion, and near the French, Scottish, and Taiwanese country pavilions, as well as in view of the large RIKEN Pavilion.



Magnified view of the floor plan and bird view with Swiss Biotech Pavilion

The next page shows the complete floor plan of BioJapan 2008, highlighting the Swiss Biotech Pavilion and the Roche Pavilion.





Kagamibiraki

At the BioJapan VIP reception, attended by around 500 guests, prominent Swiss researcher Prof. Dr. Oreste Ghisalba had the honor of participating in the Kagamibiraki, or breaking of the sake barrels, alongside notables such as Mark Noguchi, general manager of Roche Pharma Japan. A welcoming speech was given by Mr. Katsuhiko Utada, Chairman of Japan Association of Bioindustries Executives and Senior Corporate Advisor of Ajinomoto.



From the left: Mark Noguchi, Representative and General Manager of Roche Pharma Japan and Prof. Dr. Oreste Ghisalba at the Kagamibiraki of the BioJapan opening ceremony

Media presence

Both Swiss and Japanese media visited the Swiss Biotech Pavilion in particular: Martin Fritz from SRDRS Japan/Berner Zeitung conducted a recorded radio interview with Dr. Ruiz i Altaba (see below) and Prof. Dr. Oreste Ghisalba at the Swiss Pavilion itself.

Mr. Tomoyuki Isoyama of Nikkei Business Publications conducted a lengthy joint interview with Urs Tobler of Greater Zurich Area, Keisuke Hara of Location Promotion Switzerland, Karl Brander of Economic Promotion Solothurn, Oreste Ghisalba of CTI, Jean-Claude Villetaz of BioAlps, discussing the future of Biotech in regard to the Free Trade Agreement between Switzerland and Japan.



Framework Events

“Minimal Landscapes” and Professor Ariel Ruiz i Altaba

October 13-16

Ariel Ruiz i Altaba, a scientist specializing in developmental neurobiology, stem cell and cancer research, and a renowned professor at the University of Geneva Medical School in Switzerland, explores “form” in its essence through photographic images of the subjects of his scientific expertise. The works bridge science and art, and highlight the high standards of research in Switzerland.

The images of “Minimal Landscapes” are the approximation of actual living form to classical minimal perfection, such as the sphere or the cube. At the same time, the black islands forming archipelagos of explicit and implicit meanings become imaginary landscapes in the viewer’s mind. The works of Ariel Ruiz i Altaba, born 1962, have been shown in Geneva, Paris, San Francisco, New York, Seattle, Washington D.C. and Seoul. His works are also in museums and private collections in the U.S. and Europe.



JETRO BIOLINK FORUM

October 16

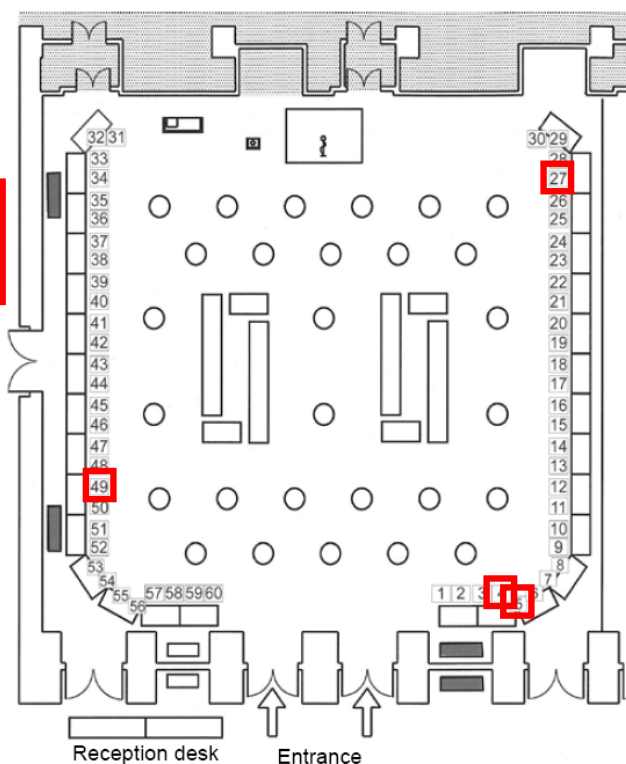


BIOLINK FORUM is JETRO's international biotech business networking, symposium and business

partnering event that provides an opportunity for representatives from biotech companies in Japan and abroad to come together for symposiums, networking and one-on-one business talks. It was a concurrent event to BioJapan 2008. The event attracted close to 400 attendees, including 350 participants from some 60 biotech clusters in 14 countries. Due to the growing importance of cross-border exchanges and tie-ups in the biotech industry, the Science & Technology Office exhibited and presented the biotech cluster Switzerland.



Region / Country	Cluster Name & Booth No.	
Spain	Biocat (The BioRegion of Catalonia)	6
Belgium	BioWin asbl	8
Belgium	FlandersBio	12
France	AUVERGNE BIO CLUSTER	3
France	LYONBIOPOLE	28
Switzerland	Switzerland	49
Switzerland	Location Promotion Switzerland	27
Switzerland	Bio Alps	5
Switzerland	BaselArea Economic Promotion	4
The Netherlands	Holland Bio Delta	19
Germany	Hamburg Business Development Corporation	16
Denmark	Danish Life Science Clusters	11
Ireland	Ireland Bio Lifesciences Cluster	20
Malaysia	Malaysia - Bio Tech	29
China	Shenyang Green Valley Bio-tech Industry	46
Taiwan	Taiwan External Trade Development Council	50
Taiwan	Pingtung Agricultural Biotechnology Park (PABP)	42
South Korea	Chuncheon Bio	10
Australia	Australian Bio Cluster	2
Australia	Queensland Clinical Trials Network (QCTN)	44
New Zealand	New Zealand Trade and Enterprise	34
Hokkaido	Hokkaido Bio Tecnology Industrial Cluster Forum	18
Yamagata	Tsuruoka Metabolome Cluster	56
Kanto	Metropolitan Bio Network Japan	30
Chiba	Kazusa Biotechnology-related Startups Network	22
Kanagawa	Yokohama & Kanagawa Bio Business Network	60
Shizuoka	Fuji Pharma Valley Initiatives	14
Shizuoka	FOOD SCIENCE HILLS	13
Tokai	Tokai bio Factory Project	54
Mie	Mie Medical Valley Project	31
Toyama	Toyama Medical-Bio Cluster	55
Kansai	KANSAI Bio Cluster	21
Shiga	Nagahama Bio Cluster	33
Osaka	Saito Life Science Park	45
Osaka	Osaka Chamber of Commerce and Industry	40
Osaka	Northern Osaka Bio Medical Cluster	37
Hyogo	Kobe Life Science Cluster	23
Hyogo	Harima Science Garden City	17
Okayama	Okayama New Industries Cluster	38
Hiroshima	Next generation key industrial clusters project	35
Yamaguchi	Yamaguchi-Ube Medical Innovation Cluster	59
Shikoku	Shikoku TLO	47
Kagawa	Glyco-Bio cluster	15
Fukuoka	Kyushu Bio Cluster Project	24
Fukuoka	Promotion Council for Fukuoka Bio Valley Project	43



Grand Ballroom:HOH-SHOH, YOKOHAMA ROYAL PARK HOTEL

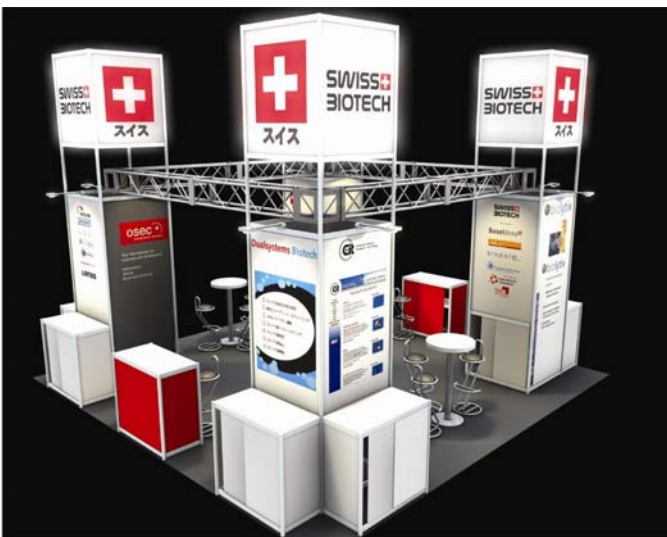
Region / Country	Cluster Name & Booth No.	
USA	Arizona State Bio Cluster	1
USA	Oregon Medical Technology Industry	39
USA	North Carolina Bio/Pharma Cluster	36
USA	Pennsylvania Biocluster	41
USA	Missouri Bio Belt: Built for Biotechnology	32
USA	Tennessee, United States of America	51
USA	The State of Illinois	53
USA	Virginia Bio Technology Research Park	57
USA	BioOhio	7
Canada	The province of Alberta	52
Canada	Canada's Biotech Cluster	9
Canada	Life Sciences British Columbia	25
Cuba	West Havana Scientific Pole (CIGB-Heber Bioteo-CIM/CIMAB)	58
UK	Life Sciences Scotland	26
UK	South East England Bio Consortium	48



APPENDIX:

Useful Websites and Documentation

- BioJapan 2008 World Business Forum
<http://expo.nikkeibp.co.jp/biojapan/eng/index.html>
- Jetro Biolink Forum
<http://www.jetro.go.jp/en/news/announcement/20070614589-news>
- Visual Swiss Biotech Pavilion





Schweizerische Eidgenossenschaft
Confédération suisse
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Embassy of Switzerland in Japan

State Secretariat for Education and Research SER

• Swiss Biotech Pavilion Pamphlet, English and Japanese



BioJapan 2008
SWISS BIOTECH PAVILION

OCT 15 WED. - 17 FRI., 2008
PACIFICO YOKOHAMA, JAPAN

Actelion Pharmaceuticals Ltd
Actelion is a biopharmaceutical company with its corporate headquarters in Allschwil/Basel, Switzerland. Actelion was founded in 1997 and its shares have been listed on the SWX Swiss Exchange since 2000. The company is focused on the discovery, development and commercialization of synthetic, small-molecule drugs as innovative treatments to serve high unmet medical needs.

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Bachem AG
Bachem is the world leading producer of peptides. We produce amino acid derivatives, resins, peptides, peptide mimetics and conjugates under cGMP and non-GMP conditions. We offer custom synthesis in small and large scale as cGMP or non-GMP products.

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Bioengineering AG
Bioengineering is dedicated to the engineering, design and manufacture of equipment for the biotechnology, pharmaceutical, fine chemical and food processing industries, for any sterile and hygienic application. Our product range includes accessories, single units, compact packages or complete production streets for microbial fermentation or animal cell cultivation.

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BioLytx AG
BioLytx AG, a Swiss CRO with ten years experience in molecular biological diagnostics is offering diverse services including mRNA analysis, PCR, Western blot, Western dot blot, ELISA, etc.

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C-CIT AG
C-CIT AG has excellent know how in the field of chemical sensors and biosensors. The newest product "CITsens Bio" initializes a new area of biosensor control.

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Dualsystems Biotech AG
Dualsystems was founded in 2000 as a spin-off from the University of Zurich, Switzerland. Our core competence is protein-protein interaction, particularly yeast two-hybrid technology. Additionally, we offer different products in the area of protein extraction/precipitation and purification/refolding.

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Lonza
Lonza is a life science company and leading custom manufacturer of biopharmaceuticals, active ingredients and chemical intermediates. Lonza creates value for customers, large and small, through cutting-edge development services and advanced production processes in mammalian cell culture, peptide synthesis, cell-based therapeutics, microbial fermentation, and organic chemical synthesis.

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Swiss Biotech Association
The Swiss Biotech Association (SBA) is the industry association of small and medium-sized enterprises in all areas of biotechnology, including pharmaceuticals, diagnostics, agriculture, food, environmental biotechnology, and specialty chemicals. Founded in March 1998, the Association now represents more than 180 companies.

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BaselArea Economic Promotion
Can we support you? BaselArea provides the following services: Answers to your key questions; Advice on establishment procedures; Support to find the right location and people; Contacts with experts, authorities, venture capital companies and biotech parks.

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BioAlps - Lake Geneva Biotech & Medtech Cluster
BioAlps is mainland Europe's leading cluster for the biotechnology and medical technology industries; number one biotechnology research center of excellence in mainland Europe (Science Magazine, USA); over 200 medical technology and biotechnology companies; over 500 research laboratories; 12 research institutions, universities and university hospitals; many science parks and incubators for start-up companies; access to highly trained and multilingual scientists, engineers and technicians in the medical and biological sciences.

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Biopolo Ticino
The vision of the Biopolo Ticino is to act as a one-stop shop and as a portal for the life sciences to and from Ticino. The long term goal is to create a fully integrated life science cluster in the southern part of Switzerland. Our mission is to catalyse and sustain the integration process of the life sciences in Ticino, and in particular to promote the resulting life science cluster outside the region.

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Greater Zurich Area AG
The Greater Zurich Area AG is your access point to the Swiss life science industry. We advise international companies free of charge from the selection of locations to the successful launch of their operations in the Greater Zurich Area. Because of our public-private structure, we are incorporated into a wide array of networks. That's why we're in an excellent position to assist you with contacting Switzerland-based companies and get you in touch with the relevant investors, experts, scholars, biotech parks and technology transfer agencies in the life science sector.

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SWX Swiss Exchange AG
The SWX is one of the world's most technologically advanced securities exchanges. Though firmly rooted in Switzerland's strong financial centre, the SWX resolutely pursues a strategy focused on internationality. In transnational collaboration the SWX works with select partners to provide top-range securities exchange services. A significant factor in this regard is its broad range of products, and its integrated, fully electronic trading, clearing and settlement system.

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BioJapan 2008
スイス・バイオテック
パビリオン

2008年10月15日(水) - 17日(金)
パシフィコ横浜

Actelion Pharmaceuticals Ltd
アクテリオンはスイスのアルシュウィルに本拠を置く生物医薬品会社です。1997年創業の当社は2000年からスイスを証券取引所に上場しています。アクテリオンは、まだ実現されていない高度な医療ニーズにたたる革新的な治療法としての合成小分子医薬品の発見、開発、商品化に注力しています。

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Bachem AG
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BioLytx AG
ビオリキスは分子生物学的分野で10年の実績を持つ会社です。最新の製品「CITsens Bio」はマイクロアレイ解析を含む多様なサービスを提供しています。

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Dualsystems Biotech AG
デュアルシステムズは、バイオテクノロジー分野で2000年にチューリッヒ大学から生まれた、当社のコア・コンピタンス（特許事業分野）は、2000年に設立された時に2人バイオリッド技術です。さらにコンピタンスの発展・抽出および精製・リフォールディングの分野でさまざまな製品を提供しています。

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Swiss Biotech Association
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BaselArea Economic Promotion
Can we support you? BaselArea provides the following services: Answers to your key questions; Advice on establishment procedures; Support to find the right location and people; Contacts with experts, authorities, venture capital companies and biotech parks.

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BioAlps - Lake Geneva Biotech & Medtech Cluster
BioAlps is mainland Europe's leading cluster for the biotechnology and medical technology industries; number one biotechnology research center of excellence in mainland Europe (Science Magazine, USA); over 200 medical technology and biotechnology companies; over 500 research laboratories; 12 research institutions, universities and university hospitals; many science parks and incubators for start-up companies; access to highly trained and multilingual scientists, engineers and technicians in the medical and biological sciences.

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Biopolo Ticino
Bio Polo Ticino is a platform for life science clusters in Ticino. Our mission is to catalyse and sustain the integration process of the life sciences in Ticino, and in particular to promote the resulting life science cluster outside the region.

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Greater Zurich Area AG
The Greater Zurich Area AG is your access point to the Swiss life science industry. We advise international companies free of charge from the selection of locations to the successful launch of their operations in the Greater Zurich Area. Because of our public-private structure, we are incorporated into a wide array of networks. That's why we're in an excellent position to assist you with contacting Switzerland-based companies and get you in touch with the relevant investors, experts, scholars, biotech parks and technology transfer agencies in the life science sector.

Mr. Urs Tobler
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SWX Swiss Exchange AG
The SWX is one of the world's most technologically advanced securities exchanges. Though firmly rooted in Switzerland's strong financial centre, the SWX resolutely pursues a strategy focused on internationality. In transnational collaboration the SWX works with select partners to provide top-range securities exchange services. A significant factor in this regard is its broad range of products, and its integrated, fully electronic trading, clearing and settlement system.

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- Swiss Biotech Pavilion Press Release:

Press Release: Swiss Biotech at BioJapan 2008

Swiss Biotechnology

Switzerland counted 220 biotech companies, of which 148 were pure biotech companies and 72 suppliers, in 2007. Measured in terms of population, Switzerland has the highest density of biotech companies in the world. US\$224 million in venture capital was poured into the Swiss biotech industry in 2006, more than in any year since 2000. The Swiss biotech industry employed over 14,000 persons at the end of 2007.

Swiss Biotech Pavilion

Biotechnology is an important industry and field of research in Switzerland, which is underlined by the Swiss Biotech Pavilion at **BioJapan 2008**. The Swiss Biotech Pavilion will host top biotechnology firms and promote the country's biotech clusters. It offers Japanese companies and future research partners a unique opportunity for contact making and network building. Actelion Pharmaceuticals, Bachem and Lonza, which also have branch offices in Japan, and Bioengineering, Biolytix, C-CIT and Dualsystems Biotech are the top biotech companies present.

Organizers & Supporters

The **Science & Technology Office** (Embassy of Switzerland) promotes the excellence of Swiss education, science, technology and innovation in Japan among a wide network in administration, universities, research institutes and the private sector.

The **Swiss Biotech Association** represents cutting edge biotechnology research and development poles of BaselArea, BioAlps, Biopolo Ticino, and Greater Zurich Area.

CTI The Innovation Promotion Agency is Switzerland's start-up funding and technology transfer agency with over 60 years experience in bringing innovation to the marketplace.

Location Promotion Switzerland is an official initiative to assist and advise companies abroad in setting up business activity in Switzerland.

The **Swiss Stock Exchange** is a major European financial market with an integrated, fully electronic trading system.

BioJapan 2008

BioJapan is Asia's oldest and one of the world's largest international biotechnology exhibitions that is held for the 10th time on 15-17 October 2008 at Pacifico Yokohama. Over 16,000 visitors attended in 2007, witnessing the latest trend in technology driving the sustainable development of industries including pharmaceutical, food, chemical, machine and IT. A total of over 400 exhibitors, consisting of a well balanced mixture of private companies, universities, overseas clusters, institutes, governmental bodies and small & medium-sized bio ventures, presented frontline research and cutting-edge new products. Overseas firms accounted for almost half the exhibitors.

Links:

- Swiss Biotech Report 2008: www.swissbiotech.org/swiss_biotech_report_2008/
- BioJapan 2008: <http://expo.nikkeibp.co.jp/biojapan/eng/>
- [Swiss Biotech Partners Directory](#)
- Swiss Embassy Tokyo: www.eda.admin.ch/tokyo



Contact:

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- Swiss Biotech Partners:



Swiss Biotech Partners Directory

Company Name	Technologies / Products	Type of cooperation
3A Medica Via Valdina 1 6830 Chiasso Switzerland Email: info@3amedica.ch URL: www.3amedica.ch Contact person: Dr. Adrian Weiss Tel: +41 78 655 96 20	The company is a CRO specialized in oncology clinical trials. The company is implementing clinical trials in Europe and is involved in supporting clinical development of most Biotech Companies in Switzerland	1. Implementation of oncology clinical trials in Europe 2. Joint development
Action Pharmaceuticals Ltd. Hegenheimmattweg 91 4123 Altschwil Switzerland Email: info@action.com URL: www.action.com Contact person: Michael Gatonde, Head Business Development, Switzerland Satoshi Tanaka, President, Action Japan	Pharmaceutical specialties Licensing-out for products in Japan Licensing-in for products outside Japan Cooperation for co-development and co-commercialization in Japan	Licensing-out for products in Japan Licensing-in for products outside Japan Cooperation for co-development and co-commercialization in Japan
Addex Pharma SA Chemin des Aux 12 1229 Plan les Ouates Switzerland Email: info@addexpharma.com URL: www.addexpharma.com Contact person: Chris Maggos	Addex Pharmaceuticals Ltd discovers and develops allosteric modulators, an emerging class of small molecule therapeutic agents. Allosteric modulation may offer more sophisticated ways to normalize biological signaling compared to classical orthosteric agonist or antagonist drugs. Lead product: ADX10069, a negative allosteric modulator (NAM) of metabotropic glutamate receptor 5 (mGluR5), showed clinically and statistically significant efficacy in separate Phase IIa clinical trials in gastroesophageal reflux disease (GERD) and migraine. The company has 12 early stage products.	Out-Licensing
AllianCat Ltd. In Gwidem 21 4148 Pfaffingen Switzerland URL: www.alliancat.com Email: schannen@alliancat.com Contact person: Dr. Roland Tschannen, CEO	AllianCat is providing professional support to companies in the pharmaceutical, biotechnology and chemical arena by delivering its services for business development and licensing. The objective is to optimize the economic value of innovation by establishing solid partnerships. AllianCat is the tool to take care of the elements which are required for solid partnerships, precisely fitting to the needs of the client. We provide the solid basis for entering into partnerships and maintaining them sound, also in hurricane season. We search for partners, add our expertise and skills to support the evaluation process with the insider know-how about large pharmaceutical companies and their operating mechanisms. We advise and consult during the negotiation process to optimize the value of innovation. The types of partnerships we support are the complete range from patent and know-how licensing to research, development and marketing alliances in all its variants, strategic alliances and acquisitions.	Licensing-in and -out, co-development, any kind of partnerships
AMS Biotechnology (Europe) Ltd Centro Nord-Sud 2E 6929 Bioggio Switzerland Tel: +41 91 604 55 22 Fax: +41 91 605 17 85 Email: info@amsbio.com URL: www.amsbio.com URL: www.immunobio.com Contact person: Alex Sim	Ams Biotechnology has built significant relations with most pharma, biotech and academic centres. With offerings for both genomics and proteomics research, the range includes genes, proteins and tissue products. Strategic research areas include Apoptosis & Autophagy, DNA Damage, Oxidative Stress and Biomarker discovery. Product Highlights: see www.amsbio.com • Antibody arrays • Cell Invasion, Cell Migration and Angiogenesis Assays • >30,000 human full length cDNA clones • Gene silencing (siRNA/RNAi) and transfection reagents • RNA/DNA isolation, manipulation and amplification kits Products from our Immunobio brand include: • Recombinant kinases and HDACs • >150 phospho-specific antibodies • Antibodies to Toll Like Receptors, Dendritic cell markers and TAGs. • Custom antibody production, Protein Expression and peptide synthesis - see www.peptides-4u.com	Provision of custom services for Japanese companies: • Custom Peptide Synthesis • Custom Polyclonal Antibody Service • Custom Phospho Specific Polyclonal Antibody • Custom Monoclonal Antibody Service • Custom Baculovirus Protein Expression • Custom Bacterial Protein Expression • Biomarker Discovery Interested in in-licensing novel reagents and techniques for Proteomics and Immunology research.

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Company Name	Technologies / Products	Type of cooperation
Aravis SA Hauptstrasse 16 4132 Muttenz URL: www.aravis.ch Contact person: Jean-Philippe Triplet Chairman & Managing Partner	Venture fund active in Biotechnology and Energy	Interested Japanese investors looking for exposure to early stage Biotechnology and Energy companies in Switzerland and Europe For our Biotech companies in-licensing/development opportunities in the areas of anti-bacterial, anti-fungal, anti-inflammation, immunology, vaccines and allergy. For our Energy companies, joint ventures in wind, solar and battery technologies, industrial joint-ventures in wind turbines, silicon cutting, solar panels, energy storage. Company acquisition opportunities
Bachem AG Hauptstrasse 144 4146 Bubendorf Switzerland URL: www.bachem.com Contact person: Mr. Hanspeter Mistl Sales Director Asia Email: hanspeter.mistl@bachem.com	Bachem is the world leading producer of peptides. We produce amino acid derivatives, peptide fragments, peptides, peptide mimetics, peptide conjugates, resins and organic compounds under cGMP and non-GMP conditions. We offer custom synthesis in small and large scale as cGMP or non-GMP products. Bachem also has a dedicated site for the manufacture of cytotoxic and cytostatic substances.	Contract manufacturing, joint-development
Basilea Pharmaceutica AG Grenzacherstrasse 487 4005 Basel Switzerland Tel: +41 61 606 1111 Fax: +41 61 606 1112 URL: www.basilea.com Contact person: Dr. Cornelia Blättchen Business Development/Licensing Email: cornelia.blaettchen@basilea.com	• Biopharmaceutical company focusing on discovery, development and commercialization of drugs targeting high medical needs in the hospital setting. Pipeline: • Celecoxib, first anti-IL1RA broad-spectrum cephalosporin. It is partnered with Clig GmbH International, a Johnson & Johnson company. Under regulatory review for marketing authorization in the USA, Europe, Canada and Switzerland for treatment of severe skin infections. • Alitretinoin, an oral once-daily retinoid, targeted at patients with severe chronic hand eczema who do not respond to topical steroids. No approved treatment available to date. Regulatory submissions filed in various European countries, Switzerland and Canada. • Isavuconazole, novel broad-spectrum antifungal for intravenous or oral treatment of severe invasive fungal infections. Received fast track status from the FDA and is in clinical phase III development. • BAL 19403 (Topical Macrolide), anti-inflammatory antibiotic for topical treatment of mild-to-moderate inflammatory acne. Dual-action drug that combines excellent activity against antibiotic-susceptible and -resistant propionibacteria with anti-inflammatory activity. Good safety profile and tolerability. • Early-stage programs	Access to in-licensing opportunities from Japan: • Antibacterial, antifungal and oncology compounds in late pre-clinical or early clinical development Out-licensing opportunities for Japanese Companies: • Co-development and marketing collaboration for the antifungal (BAL1957) and alitretinoin (BAL4079) for the Japanese market. • Late stage pre-clinical compounds in dermatology targeted at acne, photodamage, and psoriasis
BeFutur Suisse SA LA PEAU Swiss antioxidant skincare range, manufactured by BeFutur Suisse SA. La Peau is based on a new molecular complex - the BeCell - a revolutionary complex stemming from years of research on the skin that helps reduce the appearance of fine lines & wrinkles. Easily absorbed, it improves cellular metabolism to nourish and regenerate the skin. BeCell is free of any animal substance. LA PEAU is composed of the finest antioxidants, amino acids, oligo elements & vitamins to improve anti-wrinkle properties. It regulates the skin's moisture level while providing long-lasting hydration. "LA PEAU is the best antioxidant product on the market today and the most efficient anti-wrinkle treatment," concluded Eder Therapeutics (FTL - Lausanne), after comparing the new line to 19 leading anti-aging products. The visual results are compelling, after 28 days of daily use of LA PEAU, skin looks dramatically firmer and smoother. Wrinkles are less pronounced.	LA PEAU Swiss antioxidant skincare range, manufactured by BeFutur Suisse SA. La Peau is based on a new molecular complex - the BeCell - a revolutionary complex stemming from years of research on the skin that helps reduce the appearance of fine lines & wrinkles. Easily absorbed, it improves cellular metabolism to nourish and regenerate the skin. BeCell is free of any animal substance. LA PEAU is composed of the finest antioxidants, amino acids, oligo elements & vitamins to improve anti-wrinkle properties. It regulates the skin's moisture level while providing long-lasting hydration. "LA PEAU is the best antioxidant product on the market today and the most efficient anti-wrinkle treatment," concluded Eder Therapeutics (FTL - Lausanne), after comparing the new line to 19 leading anti-aging products. The visual results are compelling, after 28 days of daily use of LA PEAU, skin looks dramatically firmer and smoother. Wrinkles are less pronounced.	Distribution of LA PEAU skincare range in Japan. Partnership with an interested party.
Biologicals International GmbH IL1-Chemien des Clochettes 1206 Geneva Switzerland Tel: +41 22 800 33 10 Tel: +41 22 800 33 13 URL: www.biologics-intl.com Contact person: Carla-Maria Khanjan, CEO Email: carla@biologics-intl.com Ima Kayser-Khanjan, Vice President	Services offered Business Development In/Out-Licensing Mergers & Acquisitions Joint Ventures Co-Marketing Strategic Consulting Negotiations, Contracts Business Valuation, Due Diligence Interims Management Start-Up Management General Management Change Management Partner Management Licensor/Licensee Management Restructuring Representation	Business Development <i>Are you looking for partnering in Europe?</i> We can help you achieve this goal successfully through our vast network and expertise in Strategic Consulting, M&A, JV, Co-Marketing <i>Are you looking to in-licence products from Europe? Or out-licence your products to a top company in Europe?</i> We can perform for you this demanding task successfully through our vast network and experience. Interims Management <i>Would you like to do business in Europe but do not wish to install right away a full organisation?</i> We offer Interim Management exactly for such organisations. <i>Are you thinking about establishing a representative office in Switzerland? Or wish to start an existing affiliate in Switzerland? Or</i>

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Company Name	Technologies / Products	Type of cooperation
BIOTREND Chemicals AG Hektorstrasse 21b 8020 Wangen Switzerland URL: www.biotrend.ch Contact person: Werner Hassler Tel: +41 44 805 7676 Fax: +41 44 805 7677 Email: basler@biotrend.ch	Neurochemicals, APIs, Peptides & Signal Transduction Products Radiochemicals (125I, 3H and 14C)	<i>Intend to restructure this office?</i> We have done this before and can support you successfully to achieve this goal We are sourcing new compounds used in drug discovery (NCE 3) and are looking for new distributors in the countries such as the US, UK, Germany, France, Russia, China, India and Japan. BIOTREND Chemicals AG has subsidiaries in Germany (Biotrend Chemikalien GmbH, founded in 1989) and ANAWA Trading SA in Switzerland (founded in 1988)
CONSULTiÖRMöH In den Weissenacker 9 8304 Wallisellen Switzerland URL: www.consultio.com Email: scornetta@consultio.ch Tel: +41 44 831 3063 Contact person: Dr. Silvano Cornetta MBA, CEO	We offer business consulting service to the life science and chemical industries globally since 11 years. To that effect, we operate a network of about 50 associate consultants worldwide.	We carry out strategic partnering, distribution set-up, market research, competitive assessments, analysis of market dynamics, and market entry strategy development into EU markets for companies worldwide.
Debiotech SA Avenue de Sévelin 28 1704 Lausanne Switzerland URL: www.debiotech.com Contact person: Dr. Laurent-Dominique Piveteau Manager Business Development	Products IV Infusion pumps, injector for contrast media, drug reconstitution devices, PCA devices, enteral nutrition pumps, insulin pumps, peritoneal dialysis cyclers. Special IP situation Over 500 patents in the world (granted and pending in various countries). Technologies used MEMS (micro-electro mechanical devices), electronics, microplastics, nanotechnologies, micropumps, dialysis equipment, injectors.	Type of collaborations Joint development and licensing
Epithelix Sàrl Chemin des Aux 14 1229 Plan-les-Ouates Tel: +41 22 794 65 15 Fax: +41 22 794 65 17 URL: www.epithelix.com Contact person: Dr. Samuel Constant Chief Operating Officer Email: samuel.constant@epithelix.com	Epithelix provides innovative <i>in vitro</i> solutions for respiratory diseases and chemical testing. Epithelix develops, produces and sells reconstituted <i>in vitro</i> human tissues. Our premium technology allows maintaining human tissues for more than one year. Using our products, it is now possible to test chronic and long term effect of molecules on human <i>in vitro</i> . We also offer services for high-throughput screening and testing of chemicals, based on our unique <i>in vitro</i> cell models, to research laboratories, chemical, cosmetic, tobacco and pharmaceutical industries. Furthermore, our CE-certified and IVD approved kits are increasingly used for clinical diagnosis of AD patients.	Distribution of our product portfolio. • Partners needing <i>in vitro</i> testing services in toxicology and for the development of new drug entities in the field of respiratory diseases (asthma, COPD, Cystic Fibrosis).
ExcelGene SA Route de l'Éau-Bois 1A 1870 Monthey Switzerland Tel: +41 24 471 96 60 Tel: +41 24 471 96 61 URL: www.excelgene.com Contact person: Email: jean-wurm@excelgene.com Email: antonio.halla@excelgene.com	From Gene to Large Scale Protein Production in Record Time. Process Development and Optimisation of Recombinant Protein Production from Mammalian Cells: • High throughput screening method allows developing the most time and cost effective process within weeks. Improvements 10 to 20 fold are typically achieved. Transient Gene Expression for Rapid Protein Production: • We are the only company to produce gram quantity recombinant proteins transiently at the 100-litre scale. Stable Cell Lines Production: • We create highly productive stable mammalian cell lines (CHO: >500g/city ready for cGMP production). Orbital Shaking Bioreactor Technology: • ExcelGene's scientists developed a disposable bioreactor technology exceeding the performance of stirred tank reactors, based on orbital shaking and applied up to the 1000-litre scale.	Cooperation possibilities include, but are not limited to: Direct process development and optimisation services, joint development/licensing, co-marketing and support in entering European markets.
The Genetics Company, Inc. Wiaggstrasse 23 8002 Schönen Switzerland Tel: +41 44 200 22 00 Fax: +41 44 200 22 11 URL: www.the-genetics.com Contact person: Dr. Mayas Vegh, CEO Email: veg@the-genetics.com	The Genetics Company provides a range of unique monoclonal antibodies and assay kits for the reliable detection and quantification of human Amyloid beta peptides in Alzheimer's disease (AD). Our products have been proven to be ideally suited for drug discovery and pre-clinical AD research as well as a tool in clinical trials of AD drugs for drug efficacy monitoring and patient stratification. Furthermore, our CE-certified and IVD approved kits are increasingly used for clinical diagnosis of AD patients.	Corporate partnership for Alzheimer diagnostics program.
Global Life Science Ventures AG Hauptstr. 1 6301 Zuzi Switzerland URL: www.gls-vs.com Contact person: Dr. Peter Reinisch	Venture capital fund focusing exclusively on the life sciences.	Co-financing.

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Company Name	Technologies / Products	Type of cooperation
HELVETICA HEALTH CARE Sàrl PO Box 1158 1211 Geneva 5 AP Switzerland Tel: +41 22 788 88 12 or +41 22 534 94 54 Fax: +41 22 584 85 07 URL: www.helveticahealthcare.com Email: sales@helveticahealthcare.com Contact person: Michael Moore Sales & Marketing Director	We are a broad-based health care company committed to supplying high quality, innovative products & technologies to manage health and improve the quality of life. Our products range from human health and nutrition, to laboratory diagnostics and research products. Our company is located in Switzerland, Geneva, international city in the heart of Europe, well known for the quality of life and the high level of professionalism. It offers an environment with a high degree of orientation to scientific and technological research and development. We reflect these values in our practices and approach to business, driven by our commitment to excellence, both in terms of product quality, our choice of partners and the service we give to our customers.	Looking for distributing innovative and qualitative Japanese products.
Id Quantec SA Ch. de la Marbrerie 3 1227 Carouge/Geneva Switzerland URL: www.idquantec.com Email: info@idquantec.com Contact person: Leonard Widmer	Id Quantec produces photon counters for various applications such as: • Time-correlated photon counting • Time-resolved confocal microscopy • Fluorescence and luminescence detection • Single molecule spectroscopy, DNA sequencing • Fluorescence correlation spectroscopy • Decay time measurements, laser testing • Spectrophotometry, Flow cytometry	We are interested in extending our product reach throughout Asia and furthering the progress of our Japanese partner: www.idquantec.com
Kenta Biotech Rehagstrasse 79 1203 Bern Switzerland URL: www.kentabiotech.com Contact person: Laurence Blazquez Head Business Development Email: laurence.blazquez@kentabiotech.com	Kenta Biotech is developing innovative treatment options for life-threatening and difficult to treat hospital-infections caused by bacteria (in particular <i>S. aureus</i> , <i>P. aeruginosa</i> and <i>Acinetobacter</i> species). Kenta Biotech has the capability to develop fully human antibodies for treatment of nosocomial infections. Its proprietary mAbxq Technology allows rapid generation of fully human antibodies, expected to be well tolerated, immunologically relevant and effective in the management of highly resistant bacteria in the hospital setting. The generation of Kenta's therapeutic antibodies does not require any genetic engineering and are not affected by patents for expression of recombinant proteins. Kenta Biotech has an advanced portfolio focused on life-threatening hospital infections, addressing high unmet medical needs, in a limited competitive environment. Kenta Biotech's lead product is currently in early Phase II clinical trials, while several mAbs in the pipeline will reach preclinical proof of concept in 2008.	Our Business Development activities this year are mainly focusing on finding a partner for our lead product (KBP101) for the treatment of ventilator associated pneumonia caused by serotype 011 <i>Pseudomonas aeruginosa</i> . KBP101 received an orphan drug status designation in 2006 by the EMA and FDA, and is in early Phase 2 clinical trials in a field of unknown advanced competition. In addition, three supplementary monoclonal antibodies, for which partnering is an option, are in earlier stage of development (pre-clinical proof of concept in the relevant animal models). We also have other products in early stage of development targeting <i>Staphylococcus aureus</i> infections. We search primarily for a global partner that would continue the clinical development of our KBPA programs (4 antibodies), manage the manufacturing/production, registration and the commercialization. We are also open to the idea of having a partner for Asia including Japan, China, and India.
Lifescience Consulting SA Route de Meyrin 6 1202 Geneva Switzerland Tel: +41 22 749 1500 Fax: +41 22 749 1509 Mobile: +41 79 250 8110 URL: www.lifescience-online.com Email: naeem.hasan@lifescience-online.com Contact person: Naeem S. HASAN, Chief Marketing Officer	www.lifescience-online.com is globally recognized as a FREE source of information. This invaluable source has helped to accelerate communication between Lifescience professionals and it increased the exposure of biopharmaceutical companies. Lifescience-Online was created to streamline the business to business networking in the healthcare industry. This comprehensive intelligence solution for the life sciences field is ready to integrate the needs of industry and business professionals. A FREE membership will bring both communities together to share information, knowledge and to establish partnerships. Lifescience Online allows free of charge browsing and searching among our databases of more than 5200 companies and 14,000 drug summaries. New worldwide-distributed pharmaceutical and biotech companies, CRO/CMO organizations and service providers are introduced in our database every day.	• Joint Development, business partnering • Advertising solution proposing banners and logo in our website from Japanese biotech firms.
MaxMed Klay Consulting Rue des Crêts 9 1037 Epagnier Switzerland Tel: +41 21 732 25 60 Fax: +41 21 732 25 63 URL: www.maxmed.ch Contact person: Mr. David Klay Email: d_klay@maxmed.ch	Marketing of innovative diagnostic technologies Ophthalmic devices, surgical devices, Medical devices	EU & Swiss market entry consulting (distribution, logistics, strategy & tactics) Co-Marketing, Business Consulting, Distribution in Switzerland by MaxMed.
MD Biosciences GmbH Gewerbestrasse 9 8132 Egg b. Zurich Switzerland URL: www.mdbiosciences.com Email: info@mdbiosciences.com Contact person: Allen Moradian	Offering cutting edge inflammatory research products (reagents & assays), as well as offering technologies in understanding the mode of action of new compounds in the inflammatory and neurological diseases, efficacy testing, compound selection and optimization, <i>in vitro</i> and <i>in vivo</i> methodologies.	Outsourcing partner & inflammatory research products supply. Our scientists are highly specialized in the therapeutic areas of focus enabling us to take our clients' initiatives and design a customized program that will fit the research goals perfectly

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