Impressum

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A new record year for biotech financing in Switzerland, despite or due to Covid?

The year 2020 will be remembered as the pandemic year. SARS-CoV-2 dictated our daily life and initially every business was expected to suffer. Many biotech companies experienced delays in their research due to closures of contract research organization (CRO) labs or halting of clinical trials. Anticipated value inflection points could not be achieved and for many biotech companies re-financing seemed much more difficult.

Several Swiss biotech companies reacted immediately to Covid and used their platform technologies to develop vaccines or therapeutics against SARS-CoV-2. But why do we not see any of these Swiss biotechs at the forefront of development? The Swiss government focused financial support on affected industries but did not put any emphasis on those activities that could solve the problem. Thus, hardly any of our Swiss biotechs in the Covid race received direct financial support from the government and those that did, got only small amounts which were not sufficient to accelerate their programs.

Germany decided differently and early on selected three biotechs that could make a difference and financed them sufficiently, e.g., BioNTech received Euro 375M and CureVac Euro 230M. Given such financing, these companies could focus on the fastest possible research to fight Covid by starting many activities at risk and thereby reducing the development time.

As a consequence of Covid, a lot of liquidity was poured into the system globally. This new liquidity not only helped affected industries to survive all over the globe, it also triggered the appetite to support the biotech industry in general. Many investors started to see the importance and the impact that the biotech industry is making. This resulted in the strongest year for biotech financing in Switzerland with a total of CHF 3.4B invested, as compared to CHF 1.2B in 2019. Both sectors, public and private biotechs, were able to attract record amounts of financing. Listed companies raised CHF 2.7B (2019: CHF 614M) and private biotechs were able to secure CHF 746M (2019: CHF 576M).

We are very glad to see that the understanding of and support for the biotech industry in general grew massively during the pandemic. The record financing makes us confident that all sectors of our Swiss biotech industry will grow including therapeutics, diagnostics, manufacturing, CROs, services and consulting with the ultimate goal to improve quality of life.

Sincerely yours,

Dominik Escher
President Swiss Biotech Association
Strong response to Covid-19 - Strength in a time of pandemic

The Covid-19 pandemic has been the dominant challenge in 2020 and the Swiss biotech industry made significant contributions to help limit the spread and impact of the virus. Swiss life science companies and research centers provided critical scientific insight, delivered a diverse range of diagnostic tools, rapidly established vaccine manufacturing capacity and launched dedicated R&D programs to repurpose drugs or develop Covid-19 specific therapeutics.

The year 2020 was also a record year for fundraising. The CHF 3.4B raised in 2020 represents a remarkable demonstration of investor trust in Swiss biotech venture opportunities. However, in the second half of 2020 we started to observe a steady increase in the number of biotech companies postponing or adjusting financing rounds due to delays in their R&D portfolio. Bridge financing to compensate for Covid-related delays is thus critical to enable the companies to diligently advance their R&D projects. Addressing this issue, the canton of Basel-Stadt established a powerful funding tool to support science-based innovation and Innosuisse implemented measures to foster new private/public partnerships in life science R&D.

Overall, the Swiss biotech industry has proved remarkably robust in the light of Covid:

- Employment in R&D biotech companies has increased by 15% over the past three years
- Pharma and biotech contributed about 44% to the Swiss exports, a new record level
- From 2016 to 2020, SXI Bio & Medtech Market Index rose by > 65% and outperformed Nasdaq Biotechnology Index by > 25%
- ADC Therapeutics raised CHF 470M in a successful IPO and follow-on round
- The acquisition of NBE Therapeutics (valued up to EUR 1.18B) by Boehringer Ingelheim provided further proof of value-creation by the Swiss biotech hub

The Swiss Biotech Association could not hold physical partnering events in 2020, but we enlarged the functionality of the IT platform, further expand member benefits, and support many virtual partnering events and panel discussions. We also used our network and communication tools to facilitate partnerships and funding to mitigate the negative impact of the pandemic:

- Enhanced jobs platform to post open positions
- Launched the Swiss R&D biotech CEO meetings platform
- Business collaboration with ProcEurope for savings on lab equipment and consumables
- Swiss pavilions at Bio US and Bio Europe provide a powerful networking presence
- Free access to the BiotechGate partnering platform for members
- Swiss Biotech Success Stories Award to Actelion, Debiopharm, Helsinn, Venture Kick, Venturelab, >>venture>>, and Werner Arber

43 new members joined the Swiss Biotech Association in 2020, bringing the total membership to 299 companies, the largest in the history of the association. This strong support helps us to have a bigger impact and deliver on our mission. Our objectives for 2021 are outlined on page 34. Please reach out to board members and the management team (see p. 32) with your feedback and support us in providing a strong voice for the Swiss biotech ecosystem.

Yours faithfully,

Michael Altorfer
CEO
Being present in a year dominated by a pandemic

The Swiss biotech industry collaborates to provide support and develop solutions addressing the challenges of the Covid-19 pandemic.

The Swiss Biotech Association used digital communication, virtual presentations and postal mailings to compensate in the best possible way for canceled events as e.g. the Swiss Biotech Day.

Our network provided support and helped to disseminate useful information to foster cooperation within our industry during the lockdown. This included extra newsletters communicating federal and regional measures to support biotech companies in mitigating the negative impacts of the pandemic, a platform for solutions, support, opportunities and partnerships, as well as regular biotech CEO surveys to monitor the status of the industry and to obtain a sound basis for discussions with the authorities.

The first Swiss Biotech Association CEO meeting in January 2020 at the Center for Translational Medicine and Biomedical Entrepreneurship in Bern brought together 40 biotech peers, who rated it as very useful for informal networking and experience sharing.
Digital association presentations throughout the year

Presentations on the impact of the Covid pandemic at the BaselArea.swiss webinar in May and for Swissparks in August illustrated the industry’s status.

We spoke about why biotechs choose Switzerland at the KPMG Life Sciences Group in July, interested talents at the ETH Industry eWeek in September, shared thoughts on digital health with Germany in October, and why to grow global in Switzerland for the Swiss Business Hub USA.

Biotechgate’s business development virtual partnering events in September and November, united over 2,000 business developers and CEOs from top pharma and biotech companies and 60+ countries.

At the annual Biotech in Europe Forum by Sachs Associates for investing and partnering in biotech and life science, our members profited from discount and the Swiss Biotech Association contributed to a panel discussion.

In June and October we presented the global innovation hub Switzerland in collaboration with Switzerland Global Enterprise at Bio US and Europe.
Development in numbers

In 2020, 43 members joined the Swiss Biotech Association. The news and events on swiss-biotech.org and within the digital community provide an up-to-date and comprehensive picture of what is happening in the Swiss biotech industry. Extending the trend of the past years, the number of newsletter subscribers and website visitors increased further.

- **43** new members
- **+40,000** new web visitors
- **35** Swiss Biotech Academy courses
- **~50,000** targeted dialogue group mails
- **~135,000** web visitors from 190 countries
- **~100** national & international industry events announced, many with member discounts
- **43** new members
- **11** newsletters sent to ~ 4,000 people
Open up your network

To ensure that the Swiss Biotech Success Stories will be visible around the globe in many locations, media and events, help us with your network and distribution power.

Let us know if you have contacts in your network who could benefit from the insight into Swiss Biotech Success Stories, and are curious to learn more about the stunning accomplishments of entrepreneurs in this competitive industry.

Interested parties could be: Your customers, suppliers, partners, a journalist, an investor, your company’s communication unit, your follower base on social media, your favorite politician, an event platform dedicated to life science, your rotary club colleagues or any other possibility, that could help to promote these success stories.

Share with us your suggestions for spreading the word by e-mail to success@swissbiotech.org or use the QR code to get to our online form.
Swiss Biotech Success Stories demonstrate the power and potential of the industry

The Swiss Biotech Success Stories Awards recognize valuable accomplishments and honor those who have made important and sustainable contributions to the biotech industry in Switzerland. The awards are presented each year at the Swiss Biotech Day and reflect the diversity and achievements of this innovative sector.

Switzerland is one of the world’s leading biotech hubs and attracts many foreign companies, specialists and investors. It provides over 50,000 jobs and, together the biotech and pharmaceutical industries, account for more than 40% of Swiss exports.

To make the industry’s impact more visible, the Swiss Biotech Success Stories initiative was launched in 2018. Selected success stories are showcased to illustrate how Swiss biotech companies help patients, improve health care worldwide, and make a valuable and significant contribution to the Swiss and global economy.

Laureates are individuals or groups who have earned extraordinary merits. Success is broadly defined as scientific, translational, medical or commercial, together with other aspects that have a positive impact on the biotech and life science industry and society in Switzerland.

“It is essential to share with the public the importance and success factors of biotech companies and ensure that decision-makers understand what it takes for the industry to develop and remain competitive,” says Michael Altorfer, CEO of the Swiss Biotech Association. “Young talent should be inspired and motivated to take a closer look at the great variety of career profiles in biotech.”

12 success categories
- Completed achievement with lasting impact
- Scientific breakthrough
- New technology
- Strong impact on society
- Product approval and sustainable revenues
- Important IP, innovative deal-making, acquisition
- Involvement of one or more Swiss citizens
- Swiss-based company / institution
- Creation of jobs in Switzerland
- Other aspect with a direct link to Switzerland
- Enabler for the biotech industry
- Swissness: Think global, made in Switzerland
A big thank you to our partners

Gold sponsor

Silver sponsors

The Swiss Biotech Success Stories Awards are also supported by
Award winners 2019

- Headquartered in Zug, Biogen has been a key stimulus and model for the biotech industry. Its best-selling drug for multiple sclerosis or its Alzheimer’s candidate, as well as the new production facilities in Luterbach, creating 600 new jobs, are proof of Biogen’s success.

- The Schlieren-based company is an integral part of Roche Pharmaceutical Research and Early Development since 2005, and a pioneer in antibody engineering in cancer immunotherapy. Its antibody glycosylation technology increases immune-mediated cancer cell killing and builds the basis for improved cancer medicines.

- Fully integrated into GlaxoSmithKline since 2013, Okairos from Basel developed innovative T-cell based vaccines for major infectious diseases such as malaria, hepatitis C, HIV, and Ebola. Its novel replication-incompetent adenovirus vectors could enable the development of important new vaccines and offer immunizations against illnesses that lack vaccines.

- The advanced technologies in protein expression by Selexis allow biotech and pharmaceutical companies a rapid, stable, and cost-effective solution for the production of recombinant proteins. Almost one hundred drug candidates in clinical development and three commercial products utilize the technologies of the Plan-les-Ouates-based company.

- This transformational joint venture provides Vifor Pharma direct access to dialysis patients, facilitating the product distribution and recruitment for clinical development. It transformed the company from Glattbrugg rapidly into a global nephrology corporation. Such vertical integration is a role model for the convergence of different life science sectors.
Award winners 2020

Headquartered in Allschwil, Actelion is part of the Johnson & Johnson Family of Companies. Its ground-breaking research and medicines have been a key contributor to improve the lives of people affected by pulmonary hypertension, and made Actelion an industry leader in this area.

Family-owned Debiopharm from Lausanne, identifies high-potential compounds in oncology and for the treatment of bacterial infections. They are tested in clinical development and licensed to business partners globally. Over a million patients benefit from their therapies every year.

Helsinn, an important employer in Ticino, has a broad portfolio of marketed cancer care products and a deep development pipeline. It has built significant R&D and manufacturing capacities, also advances patient care and supports healthcare innovation with its investment fund.

The trio of foundations has been supporting biotech startups with great success for more than 10 years, thereby making a significant contribution to the growth of the Swiss biotech industry. They share the nomination for the Swiss Biotech Success Stories Award.

Werner Arber, Swiss microbiologist and geneticist, won the 1978 Nobel Prize in Physiology or Medicine for his discovery of restriction endonucleases. His groundbreaking research in the field of molecular genetics was instrumental in the development of biotechnology.

Find more information at swissbiotech.org/success-stories
BACHEM

Bachem is a leading, innovation-driven company specializing in the development and manufacture of peptides and oligonucleotides.

With 50 years of experience and expertise Bachem provides products for research, clinical development and commercial application to pharmaceutical and biotechnology companies worldwide and offers a comprehensive range of services.

Bachem operates internationally with headquarters in Switzerland and locations in Europe, the US and Asia. At the end of 2020, more than 1,000 people were working in Switzerland at Bachem AG sites in Bubendorf and Vionnaz, which is an increase of more than 50% during the last five years.

The company is listed on the SIX Swiss Exchange. For further information, see www.bachem.com.

Knowledge

- Founded in 1971, as Bachem Feinchemikalien AG in Liestal near Basel with the focus on amino acid and peptide synthesis.
- Public company since 1998 (Swiss stock exchange).
- 4 cGMP facilities in Switzerland and the U.S.
- Capacity to produce peptide or oligonucleotide APIs from gram scale up to annual quantities of hundreds of kilograms and small molecules APIs up to hundreds of tons.

Success Categories

- Completed achievement with lasting impact
- Product approval and sustainable revenues
- Involvement of one or more Swiss citizens
- Swiss based company / institution
The Founder

Dr. h.c. Peter Grogg
Founder and Honorary Chairman

Business Development

- Supporting pharma and biotech companies in ~ 150 NCE development projects in different clinical phases.
- Offering more than 5,500 different biologically active peptides, amino acid derivatives and biochemicals in its catalog from stock.
- Expanded the portfolio by establishing itself as a full-service provider for the development and production of oligonucleotides.
- The Green Chemistry Award bestowed on Bachem by the US Environmental Protection Agency (EPA) for a jointly developed project underscores Bachem’s dedication to improving environmental aspects of production processes.
- In 2018, Bachem established a sales office in Tokyo, Japan. This new local presence in Asia will strengthen customer support and drive further business growth in the Asian market.
- The research and development building in Bubendorf, Switzerland, marks a recent milestone in the development of the Bachem Group’s largest production site. Further expansion plans will be realized in the next years.
- With investment plans of more than 400 million CHF globally in the next five years, the Bachem Group continues to pursue its growth strategy.

- Creation of jobs in Switzerland
- Enabler for the biotech industry
- Swissness: Think global, made in Switzerland
Basilea Pharmaceutica is one of few biopharmaceutical companies in the world focused on the research, development and commercialization of targeted oncology small molecules and new antibiotics and antifungals.

The Basel-based company, listed since 2004 (SIX:BSLN) has successfully brought to market 2 anti-infective brands: Cresemba® (isavuconazole), for the treatment of invasive fungal infections and Zevtera®, an antibiotic for the treatment of severe hospital bacterial infections.

Knowledge

- Experienced team with proven expertise to advance compounds from research to market.
- Recognized ability to establish and manage successful partnerships in research, development and commercial phases, with the commercial partnerships providing access to key international markets.

Success Categories

- Completed achievement with lasting impact
- Scientific breakthrough
- Strong impact on society
- Product approval and sustainable revenues
Leadership Team

David Veitch
CEO

Adesh Kaul
CFO

Marc Engelhardt
MD, PhD
CMO

Gerrit Hauck
PhD
CTO

Laurenz Kellenberger
PhD
CSO

Products

- Cresemba® and Zevtera® commercial-stage anti-infective brands.
- 2 clinical-stage oncology assets in development:
  - Derazantinib (inhibitor of FGFR family of kinases)
  - Lisavanbulin (tumor checkpoint controller)
- Potential indications in bile duct, bladder and stomach cancers for derazantinib and brain cancer and other solid tumors for lisavanbulin.
- Pre-clinical assets in research in both oncology and infectious diseases.
- The portfolio is a result of both internal and external innovation.

Development Partners

Astellas (Cresemba®)
BARDA (Zevtera®)

- > 100 countries covered by commercial partnerships.
- > USD 250 million in-market sales by Cresemba® partners in 2020.

Licence and distribution partners for commercialisation: Pfizer, Astellas, Hikma, Asahi Kasei Pharma, CR Gosun, GBT, Correvio, Unimedic and Avir.

- Involvement of one or more Swiss citizens
- Swiss based company / institution
- Creation of jobs in Switzerland
ESBATech (now ESBATech – a Novartis company) is recognized for its pioneering role of developing single-chain antibody fragments, in particular for ophthalmic indications.

ESBATech was founded in 1998 and developed a novel technology for therapeutic applications of antibody fragments. The company raised in total USD 90M venture capital in a Seed, Series A and Series B round. The Series B round of 2006 was with USD 50M one of the largest financing round at that time for a preclinical stage biotech company.

In 2009, ESBATech sold its ophthalmic business for USD 589M to Alcon, shortly thereafter Alcon was acquired by Novartis.

Knowledge

- Single-chain antibodies (scFv) were first described 1988, 32 years ago.
- At that time, due to its small size compared to an antibody, the format was regarded as highly attractive for therapeutic applications.
- Many scFvs were in preclinical development and some in clinical development.
- All failed, mainly due to stability, aggregation and manufacturing issues.
- ESBATech developed a novel technology to identify highly stable and soluble scFvs.

Success Categories

- Completed achievement with lasting impact
- Scientific breakthrough
- New technology
- Product approval and sustainable revenues
Indications

Beovu® (brolucizumab) received market approval by the FDA in October 2019 and is now also approved in Australia, Europe (EMA approval granted February 2020) and several Asian countries for the treatment of wet age-related macular degeneration.

Beovu is the first scFv to come to market.

It is also in phase 3 for diabetic eye diseases such as diabetic retinopathy.

STRUCTURE OF BEOVU® (brolucizumab)

- Rabbit scFv
- Humanized scFv1
- Brolucizumab

★ Involvement of one or more Swiss citizen
★ Swiss-based company
★ Swissness: Think global, made in Switzerland
Founded in 1897 in Gampel, Switzerland, Lonza is a preferred global partner to the pharma, biotech and nutrition industries.

The company works to promote a healthier world by enabling its customers to develop and manufacture medicines across modalities; from small molecules to biologics, including cell and gene therapies and mRNA. Lonza manages projects from pre-clinical stages through to commercialization, from established therapeutics to advanced personalized medicines, and its expertise covers both drug substance and drug product.

Lonza enables delivery of innovative new therapies and vaccines to the market that will combat illnesses and diseases affecting today’s global population.

Knowledge

Lonza’s contract development and manufacturing services portfolio is recognized for its regulatory track record, strong R&D capabilities, world class facilities across five continents, innovative technology platforms and extensive experience.

In 2020, Lonza supported more than 820 preclinical and clinical small and large molecules, more than 245 commercial small and large molecules and produced more than 230 billion capsules.

Success Categories

- Completed achievement with lasting impact
- Strong impact on society
- Product approval and sustainable revenues
- Involvement of one or more Swiss citizens
Leadership Team

Pierre-Alain Ruffieux
CEO

Albert Baehny
Chairperson of the Board of Directors of Lonza Group Ltd

Products

- Primary & stem cells
- Culture media & reagents
- 3D culture products
- ADME & toxicology
- Transfection
- Cell analysis
- Electrophoresis
- Endotoxin detection
- Capsules and health ingredients
- Informatics - paperless solutions
- Automated sterile sampling

Applications

- Mammalian and microbial expression systems and cell culture
- Bioconjugation including antibody-drug conjugates
- mRNA
- Parenteral drug product
- Small molecules including highly-potent API
- Bioavailability enhancement
- Oral dosage forms
- Inhalation
- Cell and gene therapies (allogeneic and autologous)

- Swiss based company / institution
- Creation of jobs in Switzerland
- Enabler for the biotech industry
- Swissness: Think global, made in Switzerland
Founded in 1998 by the renowned immunologist Bernard Mach, University of Geneva. Privately held company with focus on discovering and developing primarily fully human antibody-based drugs to fight autoimmune & inflammatory diseases and cancer. Headquarter in Plan-les-Ouates, Geneva and in December 2016 opening of Branch Office in Basel. Since its inception, the company successfully created 16 mono- and bi-specific human antibodies. The company has grown from 0 to 160 employees (22 nationalities), highly skilled in discovery, preclinical research & manufacturing and clinical research between 1999 and 2019. In 2019 NovImmune has successfully divested EmaCo AG, a newly established company owning emapalumab (the anti-IFNγ monoclonal antibody, Gamifant®) and related assets to SOBI. NovImmune SA continues to operate and focus on its bi-specific technology and associated programs and has rebranded as “Light Chain Bioscience – A brand of Novimmune SA”.

Technology

Novimmune has developed a proprietary next-generation drug platform for the creation of monoclonal and bi-specific antibodies.

Three different monoclonal antibody technologies in-house: Diversity Trap, UltiMab and Humanization.

With κλ-body, Novimmune generated unmodified, fully human antibodies with two separate and unique antigen binding regions (bi-specific program).

Knowledge

These antibodies allow for the inhibition of multiple disease targets.

A mouse model (Cincinnati Children’s Hospital, Ohio) for primary Hemophagocytic Lymphohistiocytosis (HLH) demonstrated that only by blocking IFNγ the test mice showed significant survival benefit in contrast to blocking other cytokines.

Success Categories

★ Completed achievement with lasting impact
★ Scientific breakthrough
★ Strong impact on society
★ Product approval and sustainable revenues
Indication

- Having a fully human anti-IFNγ monoclonal antibody in house, emapalumab, Novimmune decided to focus on developing it as a treatment for both primary and secondary Haemophagocytic Lymphohistiocytosis (HLH).
- Prior to the development of emapalumab, no drug was ever studied specifically for the treatment of HLH, and no drug was approved by regulatory authorities.
- HLH occurs as a familial autosomal recessive disorder (ie, primary HLH) or as an acquired, reactive condition (ie, secondary HLH).
- Primary HLH is an ultrarare disease which occurs mostly in infants and early childhood, with the disease manifesting in most patients between 1 and 6 months of age.
- It is invariably fatal with a median survival without treatment of less than 2 months. Conventional therapy foresees the use of immuno-chemotherapy, despite this mortality remains high (approx. 40%).
- HLH signs and symptoms and their different severities combine to form a broad spectrum of disease presentation that varies from patient to patient.
- Development efforts led to the approval of emapalumab by the FDA (November 2018) for the treatment of adult and pediatric (newborn and older) patients with primary HLH with refractory, recurrent or progressive disease or intolerance with conventional HLH therapy. The regulatory process for the approval of HLH in Europe and Switzerland is ongoing.

Awards

- Winner of the European Biotechnica Award 2009.
- EU Commission awards a EUR 6 Mio FP7 grant to support clinical development of emapalumab in primary and secondary HLH (FIGHT HLH program).
- Orphan Drug Designation US and EU.
- Breakthrough designation and PRIME designation granted by FDA and EMA, respectively.
- Priority Review Voucher.
- SOBI and Novimmune selected as Honourees for 2019 National Organization for Rare Disorders (NORD) Rare Impact Award in Industry Innovation for Gamifant® (emapalumab).

Core Team

Organized by

Swiss Biotech Association
Partner network

National and international partnerships of the Swiss Biotech Association help us leverage our impact. They strengthen our voice and enable us to provide Swiss biotech stakeholders with privileged information and networking opportunities.

Optimizing framework conditions for Swiss biotech companies

- économiesuisse
- EuropaBio
- International Council of Biotech Associations
- Interpharma
- scienceindustries
- Swiss Coordination Committee for Biotechnology

Fostering international collaborations & trade

- BIO Deutschland
- Biotechnology Innovation Association (UK)
- SwedenBIO
- Europe-Taiwan Biotech Association
- Italian Trade Agency
- Japan Bioindustry Association
- Korea Trade-Investment Promotion Agency
- Swiss Business Hubs
- swissnex

Promoting Switzerland’s competitive advantages

- Agire
- BaselArea.swiss
- Basel Chamber of Commerce and Industry
- BioAlps
- Canton of Vaud Chamber of Commerce and Industry
- Farma Industria Ticino
- Switzerland Global Enterprise
- Greater Zurich Area

Connections to investors & non-dilutive funding opportunities

- Euresearch
- Innosuisse
- Sachs Associates
- SECA
- SIX
- Venture Kick

Links to specialized stakeholder groups

- biotechnet Switzerland (academia)
- SimplyScience (young talent)
- Swiss HLG (business development)
Swiss Biotech Association Academy
- BaselArea.swiss,
- CTC Resourcing Solutions
- DIA
- European Center of Pharmaceutical Medicine
- Euresearch
- EPFL
- Henri B. Meier Unternehmensschule - Universität St. Gallen
- Loroch
- siteminsel
- Swiss HLG
- Université della Svizzera italiana
- Universität Bern
- University of Applied Sciences and Arts Northwestern Switzerland
- Venturelab

Preferential business solutions
- Swiss Life (pension fund)
- Helvetia (business insurance)
- BioCentury (info, analysis and data for biotechs)
- ProcEurope - European Life Sciences Purchasing Consortium
- More than 100 co-promotion partners organizing events and conventions around the globe

Swiss Biotech Success Stories
- Mirabaud (gold sponsor),
- EY (silver sponsor)
- Switzerland Global Enterprise (silver sponsor)
- Gebert Rüf Stiftung, Innotio, Basel-Stadt (supporters)

Swiss Biotech Report
- biotechnet
- EY
- Innosuisse
- scienceindustries
- SIX
- Swiss Academy of Engineering Sciences
- Swiss Federal Institute of Intellectual Property
- Swiss National Science Foundation
- Switzerland Global Enterprise
In the media

Key articles and interviews in leading Swiss media supported our goal in making sure that the biotech industry got heard in the public. The first and very successful digital media conference, presenting the Swiss Biotech Report 2020, created good coverage.
Services and publications

One of the Swiss Biotech Association’s goals is to enhance the image of the biotechnology industry in Switzerland and abroad, and position it as an important value-adding economic pillar. Besides the Swiss Biotech Success Stories (see p. 9-23), our publications and digital services support the association’s drive to expand its impact and strengthen its role as the central resource for the Swiss biotech industry.
List of members, December 2020

43 members that have joined the association in 2020 are shown in red

3M (Schweiz) GmbH (Rg an Cumulus)
abcDNA GmbH
ABCDx SA
AC Bioscience SA
AC Immune SA
ADC Therapeutics SA
AMYRA Biotech AG
ARTIDIS AG
Abolex Sàrl
Acthera Therapeutics AG
Activen SA
Adologix Sàrl
Acthera Therapeutics AG
Albion AG
Alphastrat GmbH
Altasciences
AlvediX AG
Amal Therapeutics SA
Anaveon AG
Anergis SA
Anjarium Biosciences AG
anteris Helvetia AG
Araris Biotech AG
Ascunerau SA
Assystem Care Switzerland SA
Aurealis Pharma AG
Auregen Biotherapeutics SA
Avance Basel GmbH
Avron Therapeutics AG
Axon Lab AG
BC Platforms AG
BERNINA Bioinvest AG
BIDECO AG
BISC Global GmbH
Baccinex SA
Bachem AG
BakerHicks AG
Baliopharm AG
Basilea Pharmaceutica Ltd.
Becton Dickinson AG
Bench International
Bio Innovations GmbH
Bio-Rad Laboratories AG
Bio-Technopark Schlieren-Zürich
BioConcept AG
BioLingus AG
BioMedPartners AG
Biorelyte AG
Bioengineering AG
Biogen International GmbH
Biolytix AG
Biomapas Sàrl
Biòpole SA
Biosynth Carbosynth AG
blsc - bhilmann life science communication
Bromatech (Suisse) SA
Bucher Biotec AG
Büchi AG
Bühlmann Laboratories AG
C-CIT Sensors AG
CDR-Life AG
CEBiS International
CIS Pharma AG
CRB Group GmbH
CSEM
CSL Behring
CTC Resourcing Solutions
Cabinet Privé de Conseils s.a. (CPC)
Calypso Biotec SA
CanVirex AG
Cancer Research and Biotechnology AG
Canlion AG
Carbogen Amcis AG
CarthageGenetics Suisse Sàrl
Calytez Switzerland GmbH
Celerion Switzerland AG
Cellestia Biotec AG
cellvìe AG
Cerbios-Pharma SA
Cerdia International GmbH
certus molecular diagnostics ag
Chemengineering Technology AG
Cilatus Biopharma Consulting AG
CimArk SA
Clemedi AG
Climpace AG
Consultants in Science Sàrl
Coulter Partners
Covance Central Laboratory Services Sàrl
Creoptix AG
Culture Collection of Switzerland AG
Curatis AG
Cytosurge AG
Cyxone Switzerland AG
DXC RT AG
Debiopharm International SA
Dr. Remus Muresan Legal Services
EffRx Pharmaceuticals S.A.
Ethera AG
EraCal Therapeutics Ltd
Eurofins BioPharma Product Testing
Evtria AG
ExcellGene SA
ExpertInova AG
Fluidic Analytics Ltd
Fondation Eclosion
Francois C. MARTIN SARL
Future Health Pharma GmbH
G&L Scientific (Schweiz) GmbH
GBIotech Sàrl
GE Healthcare AG
GMT Fine Chemicals SA
Gain Therapeutics SA
Galser SA
GeNeuro SA
Genedata AG
Geneva Biotech Center (GBC) SA
Genexa AG
Genkyotex SA
GenSearch Switzerland
HBM Partners AG
HEMEX AG
HGF GmbH
Helsinn Healthcare SA
Homburger AG
Humabs BioMed AG
Hyperbolic Holdings GmbH
IBR, Institute for Biopharmaceutical Research
ICON Clinical Research (Switzerland) GmbH
IE Life Science Engineering AG
INOFEA AG
IONcutra SA
Ichnos Sciences SA
Idorsia Pharmaceuticals Ltd.
InSphero AG
Incylte Biosciences International Sàrl
Infors AG
InnoMedica Holding AG
Inositec AG
### Income statement

<table>
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<tr>
<th>In CHF</th>
<th>2020 Expenses</th>
<th>2020 Income</th>
<th>2019 Expenses</th>
<th>2019 Income</th>
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</thead>
<tbody>
<tr>
<td>Membership fees</td>
<td>610,500</td>
<td></td>
<td>597,500</td>
<td></td>
</tr>
<tr>
<td>International projects</td>
<td>0</td>
<td></td>
<td>2,786</td>
<td></td>
</tr>
<tr>
<td>National projects</td>
<td>13,200</td>
<td></td>
<td>468,122</td>
<td></td>
</tr>
<tr>
<td>Swiss Biotech Success Stories</td>
<td>10,000</td>
<td></td>
<td>30,000</td>
<td></td>
</tr>
<tr>
<td>Swiss Biotech Report</td>
<td>48,000</td>
<td></td>
<td>48,000</td>
<td></td>
</tr>
<tr>
<td>Swiss Biotech Directory</td>
<td>19,201</td>
<td></td>
<td>28,295</td>
<td></td>
</tr>
<tr>
<td>Website &amp; community platform</td>
<td>0</td>
<td></td>
<td>186</td>
<td></td>
</tr>
<tr>
<td>Increase/decrease bad debt provision</td>
<td>-4,700</td>
<td></td>
<td>-10,500</td>
<td></td>
</tr>
<tr>
<td><strong>Total income</strong></td>
<td><strong>696,201</strong></td>
<td><strong>1,164,388</strong></td>
<td></td>
<td></td>
</tr>
</tbody>
</table>

| Fees to other associations | 20,676 | 27,745 |
| International projects    | 9,945  | 28,290 |
| National projects         | 45,984 | 471,169 |
| Swiss Biotech Success Stories | 22,316 | 36,018 |
| Increase/decrease tied capital “Swiss Biotech Success Stories” | -15,000 | 0 |
| Swiss Biotech Sounding Board | 9,102  | 4,063  |
| Increase/decrease tied capital “Swiss Biotech Sounding Board” | -15,000 | 0 |
| Swiss Biotech Report      | 50,894 | 61,862 |
| Swiss Biotech Directory   | 41,626 | 54,163 |
| Website & community platform | 47,269 | 38,802 |
| **Association activities expense** | **217,812** | **722,111** |

| Management fees           | 295,129 | 251,323 |
| Accounting & member support | 104,185 | 79,468  |
| Office rent & administration | 20,534  | 45,693  |
| Consulting                | 24,604  | 26,636  |
| Public relations          | 51,908  | 54,624  |
| **Other operating expenses** | **496,360** | **457,745** |

| **Financial income result** | **-299** | **-578** |
| **Income from previous reporting periods** | **-8,082** | **9,500** |
| **Tax expenses**            | **500**  | **500**  |
| **Net net loss for the year** | **-26,852** | **-7,045** |

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1 In 2020 we had to cancel the Swiss Biotech Day due to the Covid-19 pandemic. While costs were incurred to plan and prepare, no income was generated

2 Management fees related to events and promotional products are directly booked to the respective project
## Balance Sheet

<table>
<thead>
<tr>
<th></th>
<th></th>
<th></th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>Assets</strong></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Cash and cash equivalents</td>
<td>246,800</td>
<td>260,633</td>
</tr>
<tr>
<td>Accounts receivable</td>
<td>25,885</td>
<td>62,790</td>
</tr>
<tr>
<td>Accrued income &amp; prepaid expenses</td>
<td>11,765</td>
<td>0</td>
</tr>
<tr>
<td><strong>Total assets</strong></td>
<td><strong>284,451</strong></td>
<td><strong>323,423</strong></td>
</tr>
<tr>
<td><strong>Liabilities</strong></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Accounts payable</td>
<td>49,967</td>
<td>63,548</td>
</tr>
<tr>
<td>Accrued expenses &amp; deferred income</td>
<td>69,671</td>
<td>38,211</td>
</tr>
<tr>
<td>Association equity</td>
<td>131,239</td>
<td>131,239</td>
</tr>
<tr>
<td>Tied capital for SBA Success Stories</td>
<td>15,000</td>
<td>30,000</td>
</tr>
<tr>
<td>Tied capital for SBA Sounding Board</td>
<td>15,000</td>
<td>30,000</td>
</tr>
<tr>
<td>Retained earnings</td>
<td>30,426</td>
<td>37,472</td>
</tr>
<tr>
<td>Net result of the year</td>
<td>-26,852</td>
<td>-7,045</td>
</tr>
<tr>
<td><strong>Total liabilities</strong></td>
<td><strong>284,451</strong></td>
<td><strong>323,423</strong></td>
</tr>
</tbody>
</table>

Report of the statutory auditor on the limited statutory examination to the general meeting of

**Swiss Biotech Association (SBA), Zurich**

As statutory auditor, we have examined the financial statements (balance sheet, income statement and notes) of Swiss Biotech Association (SBA) for the financial year ended 31 December 2020.

These financial statements are the responsibility of the association board. Our responsibility is to perform a limited statutory examination on these financial statements. We confirm that we meet the licensing and independence requirements as stipulated by Swiss law.

We conducted our examination in accordance with the Swiss Standard on the Limited Statutory Examination. This standard requires that we plan and perform a limited statutory examination to identify material misstatements in the financial statements. A limited statutory examination consists primarily of inquiries of company personnel and analytical procedures as well as detailed tests of company documents as considered necessary in the circumstances. However, the testing of operational processes and the internal control system, as well as inquiries and further testing procedures to detect fraud or other legal violations, are not within the scope of this examination.

Based on our limited statutory examination, nothing has come to our attention that causes us to believe that the financial statements do not comply with Swiss law and the articles of association.

Zurich, 2. February 2021

BDO Ltd

Marc Escher
Licensed Audit Expert

i.V. Niklaus Stamm
Auditor in Charge
Licensed Auditor
Swiss Biotech Association board and management

The board

Dominik Escher
President
Executive Chairman
CDR-Life

Patrick Amstutz
Vice President
CEO
Molecular Partners

Luca Bolliger
Vice President
CEO
abcDNA

Jurgi Camblong
Vice President
CEO
SOPHIA GENETICS

Bettina Ernst
Vice President
CEO
Preclin Biosystems

Ulf Grawunder
Vice President
CEO
NBE-Therapeutics

Martin Howald
Vice President
Honorary Member
CEO BioConcept

Filippo Riva
Vice President
CEO
Humabs Biomed

The management team

Michael Altorfer
CEO

Sabine Bamert
Head of Communications

Heike Bihlmann
Liaison Basel area,
special projects

Marta Gehring
Liaison Swiss Romandie,
special projects

Patrick Imwinkelried
Accounting
Alvera Treuhand AG

Fabio Napoletano
Head Business Development
Liaison Bern & Ticino
The Swiss Biotech Association

Founded in 1998, the Swiss Biotech Association represents the interests of the Swiss biotech industry. To support its members in a competitive market, the Swiss Biotech Association works to secure favorable framework conditions and facilitate access to talents, novel technologies and financial resources. To strengthen and promote the Swiss biotech industry, the Swiss Biotech Association collaborates with numerous partners and life science clusters globally under the brand Swiss Biotech™.

Our Mission

The Swiss Biotech Association is a non-profit, member-driven organization representing the interests of the Swiss biotech industry. Swiss biotech companies are leading the way in developing and commercializing innovative medicines, diagnostics, healthcare treatments, services and enabling technologies.

Our core objective is to ensure that the value generated by the Swiss biotech industry continues to grow and that the industry contributes to the well-being of the socio-economic ecosystem thereby enabling Switzerland to be a key player at the forefront of bioscience innovation.

To this end, the Swiss Biotech Association is dedicated to supporting Swiss biotech companies through the following:

Developing favorable and competitive framework conditions

► Creating awareness of the biotech industry’s needs and interests with policy makers
► Advocating a competitive tax system alongside lean and pragmatic regulations
► Fostering life science education, technology transfer and intellectual property

Attracting talent, know-how and financial resources to drive innovation and growth

► Promoting and facilitating access to funding opportunities
► Connecting investors and attractive biotech investment opportunities
► Facilitating access to national and international talent

Fostering networking through strategic, national and international partnerships

► Connecting industry stakeholders and life science clusters
► Organizing and co-promoting national and international life science events
► Providing access to privileged information through industry platforms and working groups

Promoting the accomplishments of the Swiss biotech industry

► Disseminating the value-creation of Swiss biotech companies
► Visualizing the diversity and competitiveness of Swiss biotech companies
► Presenting innovative products and technologies and their contribution to quality of life
Supporting the Swiss biotech hub - Objectives for 2021

The 2021 objectives of the Swiss Biotech Association link to one of the four mission pillars (see p. 33) or enhance the financial flexibility and operational effectiveness of the association.

Favorable framework conditions
Securing competitive framework conditions remains a critical success factor. Many competing countries invest heavily in expanding their biotech industries or repatriating their supply chains. While the current situation in Switzerland is still very advantageous, it requires a continuous effort to monitor political and regulatory developments that might negatively impact our competitiveness. The Swiss Biotech Association has established a tight network of partners in Switzerland and abroad who are aligned around this shared objective (see partner organizations on p. 24).

Our key projects in 2021:

► Applying for financial support through the Innosuisse Innovation Booster platform to enhance the clinical R&D framework in Switzerland, in collaboration with the Swiss Clinical Trial Organization (SCTO)
► Promoting the loan-guarantee program of Basel to other cantons and to the federal council
► Emphasizing the need for high quality animal testing facilities for biotech companies in Switzerland, highlighting the risks associated with outsourcing such testing to other countries
► Working with supportive European partners to secure the association of Switzerland to the EU Horizon R&D program
► Opposing international requests to weaken intellectual property protection

Attracting talent and finance
Our second mission pillar focuses on supporting Swiss-based biotech companies in accessing international talents, financial funding, and access to new technologies. When biotech companies have access to these critical resources, they can benefit from the competitive framework conditions that Switzerland offers. In 2021, the Swiss Biotech Association aims to support this mission objectives by:

► Further expanding professional education and training through the Swiss Biotech Association Academy platform
► Growing our network of partnerships focusing on attracting international talent and forming working groups to address critical factors in attracting and retaining industry specialists and experienced biotech entrepreneurs
► Promoting the idea of ‘Entrepreneur Visas’ for foreign nationals who want to set up and establish a biotech company in Switzerland
► Expanding the list of partnerships which offer business solutions that reduce operating costs for members
► Launching a non-public Swiss biotech ventures platform to facilitate information exchange between biotech companies, investors, and pharma partners
► Supporting the Swiss Stock Exchange in its efforts to facilitate access to capital markets for Swiss-based SMEs
► Establishing a working group focusing on best practice processes in technology transfer
Networking partnerships at home and abroad

The Swiss Biotech Association ensures stakeholders stay well informed and connected with networking opportunities in Switzerland and abroad. We plan to hold the Swiss Biotech Day in Basel on September 7, 2021. Co-promotion agreements with life science conferences around the globe, provide members with attractive discounts and presentation opportunities. Thereby, the event and trading partner network is constantly expanded (see overview on p. 24).

In 2021 we plan to:

ẑ Strengthen the Swiss Biotech Day with additional networking opportunities for biotech CEOs, investors and multi-national pharma companies
ẑ Continue to expand the Swiss R&D biotech CEO meetings platform
ẑ Collaborate with the Swiss Private Equity & Corporate Finance Association and Sachs Associates to exploit synergies with biotech investor meetings
ẑ Collaborate with the Swiss Academy of Technical Sciences (SATW) in promoting the potential of industrial biotech
ẑ Use our community platform to support working groups that address topics which advance our mission objectives and to facilitate matchmaking of peers and stakeholders that share joint interests

Promotion and raising awareness

The successful response to the Covid pandemic has increased the interest in our industry. The rapid development of effective vaccines has been greatly appreciated. Nevertheless, nationally and internationally the pricing of, and access to, therapeutic opportunities continue to be hotly debated. That is why the association highlights the importance of a fair reimbursement for innovators and their investors that bear the risks associated with drug R&D. We want to ensure that investors and biotech entrepreneurs alike continue to engage and invest in the development of the medical treatments of the future.

We will continue to effectively present the strength and diversity of the more than 1,000 biotech companies that comprise the Swiss biotech sector. The Swiss Biotech Directory shows that Switzerland has established a very densely populated and highly diversified biotech hub with a strong international profile, covering all aspects of biotechnology.

To support this, in 2021 we will:

ẑ Publish the digital and print edition of the Swiss Biotech Directory
ẑ Publish the Swiss Biotech Report 2021, summarizing the response of the Swiss biotech industry to the Covid pandemic
ẑ Increase transparency on the Swiss biotech product pipeline to facilitate partnering and licensing
ẑ Present the Swiss Biotech Success Story Award to the 2021 winners (Bachem, Basilea, Esbatech, Lonza, and Novimmune) and nominate the 2022 laureates
ẑ Expand the partner network to support industry promotion and raise awareness of Swiss biotech accomplishments and needs
Focus and process efficiency

The association is dedicated to fulfilling its mission effectively and focusing resources on those areas that have the biggest impact on competitiveness and value-creation for the Swiss biotech ecosystem. These internal projects aim to enhance operational effectiveness, support an active dialogue with industry stakeholders, and further professionalize our member support:

- Continuously expand the functionality of our main website swissbiotech.org to enable our partners to publish news, events, academy courses, and job openings
- More than 1,000 Swiss biotech companies have listed themselves in the Swiss Biotech Directory. We maintain this platform as the reference database for our industry
- In 2021, we will begin to establish industry working groups on our new community platform
- Open a representative presence in Basel in collaboration with the chamber of commerce, similar to the representation in Lausanne

Aligning our objectives to our mission statement ensures a clear focus on what really matters. However, the priorities may vary and depend on the role and point of view of each stakeholder. We see the strong growth of our member base as a confirmation that we are on the right track. At the same time, we encourage you to engage in an active dialogue with us to shape together the future of our industry and its framework – to keep Swiss biotech successful and competitive internationally.

Yours faithfully,

Michael Altorfer
CEO

Swiss Biotech Ventures platform

Swiss Biotech Ventures

- To be launched in 2021. This venture platform will highlight the investment opportunities Swiss biotech companies offer. It will facilitate the funding, partnering, and licensing between biotech companies, investors, and pharma companies.
The Swiss Biotech Day has become one of the leading biotechnology conferences in Europe and is a fixed date in the community’s calendar. While the event could not take place in 2020 due to the worldwide COVID-19 pandemic, we plan to bring the Swiss Biotech Day back on stage on 7 September 2021. We would love to meet you all in person again.

What you can expect:
› Meet senior experts from the life science industry from across Europe
› Exhibition throughout the day
› Delegations from various regions
› Swiss Biotech Success Stories Awards
› Innovative biotech start-ups and medium-sized biotech companies
› Thematically focused panel discussions
› Pre-scheduled one-to-one partnering meetings

Sign in on our website at www.swissbiotechday.ch and we will inform you about any news.
Preferential business solutions for our members

In collaboration with business solution partners the Swiss Biotech Association creates value for its members by leveraging their combined purchasing power, resulting in significant cost savings for running their business. Should you have requirements for additional business solution partners, or like to become one, please let us know (see team on p. 32).

Swiss Life’s pension fund

With the Swiss Biotech Association employee benefits solution, our members join forces and benefit from significantly more attractive risk and cost contributions for occupational benefits with Swiss Life.

Helvetia’s business insurance

Our members can cover their business risks with Helvetia with individual, modular options. Their 8 in 1 discounted offer includes insurance for movable property, buildings and buildings liability, technical, marine, as well as assistance, legal protection, public and professional liability.

ProcEurope’s laboratory supplies

Our members benefit from significant discounts on laboratory supplies and equipment, e.g. from Fisher Scientific, by the European Life Sciences Purchasing Consortium.

BioCentury’s market research

A complimentary test access to BioCentury’s Intelligence platform, as well as discount on the subscription helps our members’ executives and investors solve business-critical decisions and to a better positioning by independent deep-dive analysis, high-quality data, and business intelligence on a global scale.
The Swiss Biotech Association actively enhances the visibility of these biotech companies

These members profit from a cost-effective and easy-to-do marketing opportunity. For one year we include their logos in our communication tools, as on our (virtual) exhibition booths at renowned conferences and webinars for talents, partners, media, and investors, in presentations about the Swiss biotech industry and the Swiss Biotech Success Stories, at 100+ one-on-one meetings, panel discussions and at joint international presentations with Switzerland Global Enterprise.