

## One Nation, One Biotech Cluster

### Swiss Biotech<sup>TM</sup> Finance Day 2014: Practical Lessons on Development Costs, Budgeting, Positioning, Business Development and Valuation in a Biotech Company

November 12, 2014 – Cytos Auditorium, Schlieren

#### Target Group

Representatives from life sciences start-ups and entrepreneurs to be interested in an overview on relevant issues within the financial set-up and development of a company.

#### Introduction

Organized by Andreas J. Schulze, Specialty Advisor CTI, MARSA Corporate Finance GmbH and the NTN Swiss Biotech, this event will give an overview over different issues with huge financial impact in company development.

Financial frame and planning, development and regulatory costs, human resource issues are just some of the topics that finally influence your company's budgets and not least valuation.

#### Event Location

Cytos Auditorium @ BIO-TECHNOPARK  
Schlieren-Zurich, Wagistrasse 25, 8952  
Schlieren  
(from Zürich HB take Bus 31 direction Schlieren, exit at Gasometerbrücke, 5 minutes walk to Cytos building).

#### Event Fees

**CHF 80.00** for members of academia  
for members of SBA  
and for invited guests  
**CHF 490.00** for all others

#### Event Organizer

**MARSA** CORPORATE  
FINANCE

#### Event Partners

biotechnet

 Swiss Biotech  
Association

#### Program Outline

- 13.00 Registration**
- 13.15 Welcome.**  
*Domenico Alexakis, Swiss Biotech Association*
- 13.25 Opening Remarks.**  
*Andreas J. Schulze, CTI Specialty Advisor, MARSA Corporate Finance*
- 13.35 How to Build a Financial Frame.**  
*Andreas J. Schulze, CTI Specialty Advisor, MARSA Corporate Finance*
- 13.55 Human Resources in Company Development.**  
*Tobias Ernberg, Coulter Partners*
- 14.25 Relevant Insurances for Life Sciences Companies.**  
*Jörg Schmidt, Schmidt Versicherungs Treuhand AG*
- 15.05 Networking & Coffee Break**
- 15.35 Running a Lab: Approvals, Inspections, Safety Regulations**  
*Denise Altenbach, Bioreba AG*
- 16.05 Development and Regulatory Costs – Impact on Budget and Positioning**  
*Andrea Niese, Dr. Regenold GmbH, regulanet*
- 16.35 Company and Project Valuations**  
*Bob Pooler, valuationLAB*
- 17.05 Summary and Closing Remarks**
- 17.15 Networking and Aperó**

#### Event Registration

<http://www.swissbiotech.org/events#event:1096>