

Inside this
issue

Idorsia, the
new biotech
rising star 1
+
Interview
with Dr. Jean-
Pierre Clozel 2

Biotech op-
portunities in
Japan 2

10 years of
Japanese-
Swiss prefer-
ential trade 3

Shochu has
been very
appreciate
during our
tasting event 3

The Rugby
World Cup
2019 is taking
place in Japan 4

会見

INTERVIEW

Idorsia, the new biotech rising star

Interview with Dr. Jean-Pierre Clozel, co-founder and CEO of Idorsia

Cardiologist, researcher, entrepreneur and leader, Dr. Jean-Pierre Clozel, is the co-founder of Idorsia and its current CEO. Previously he co-founded and ran Actelion, one of the most successful biotech companies in recent time.

Mr. Clozel believes in the importance of Japan for the success of biotech companies and kindly answered our questions.

Would you please introduce your professional background to our readers?

I am a cardiologist by training. After my specialization training, I focused on research. Following a post-doctoral fellowship at NCSF in San Francisco, I joined Roche in the Drug Discovery group specialized in cardiovascular diseases. Fourteen years later, I left Roche and founded Actelion, together with three others.

What brought you to focus on research instead of being a practicing cardiologist?

When you are a cardiologist, you can follow a maximum of 1000 patients every year. When you discover a new drug, you can change the life of 100'000 or even 1 million patients!



Dr. Jean-Pierre Clozel, co-founder of both Idorsia and Actelion

Before the creation of Actelion, you had an enviable position in a leading pharmacological company. What lit your entrepreneur spirit?

I love independence, freedom – that was clear motivation to start a company.

Actelion is one of the most successful biotech stories in Switzerland and abroad in recent times. How do you explain this?

At first, you need a portion of luck. But, together with the other founders (Thomas Widmann, who sadly passed away recently, Walter Fischli and my wife, Martine Clozel), we had a lot of

expertise and a fantastic network. From then on, it was very hard work...

Over the years, many potential buyers showed their interest for Actelion. What was different with Johnson&Johnson's offer?

JNJ is a fantastic company turned towards innovation. They truly respected Actelion and wanted to retain the Actelion culture. They also accepted and helped with the splitting of the company and the creation of Idorsia.

(continued on page 2)

Idorsia, the new biotech rising star

Interview with the Mr. Jean-Pierre Clozel, co-founder and CEO of Idorsia

会見

INTERVIEW

(continued from page 1)

With the creation of Idorsia, you managed to secure part of your former pipeline and team. Why was it important and is there anything you wanted to be different in your new company?

It was not important, it was essential. It allowed us to not only retain 700 jobs in Switzerland, but also to not have to stop very interesting projects. At Idorsia, we wanted to keep the way we were doing research. We have a few more years ahead of us where research is the main focus, but commercial operations will start soon.

How do you choose your research fields?

We are focusing on medicinal chemistry. We need to identify 'druggable' targets corresponding to diseases with a very high medical need. But I like not having pre-conceived ideas. At Idorsia, we follow innovation where it leads us.

What challenges and innovations should we expect in the pharma

industry?

The main challenge within the pharma industry will be the cost of the drugs. The industry has to discipline itself and not fall into pricing excesses.

Why have you chosen Japan to establish your first foreign office?

In Japan, we have a fantastic general manager, Dr. Satoshi Tanaka, willing to take the risk. In addition, we have several drugs addressing

very high medical needs in Japan. Subarachnoidal hemorrhage is, for example, a very frequent disease in Japan and we hope that clazosentan will be active in treating this disease.

How is your business in Japan going?

The Japanese affiliate is doing a very good job. Several products are in late-phase development. We have a great team – stay tuned!



Idorsia's Headquarters in Allschwil (Basel-Landschaft)

Biotech opportunities in Japan

投資

INVESTMENT

Biotech is a very important industry in Japan. Aging society is challenging and biotech can bring solutions to improve people's lives. Therefore, the government of Japan is willing to stimulate this industry by supporting domestic companies

as well as innovative foreign companies.

To support business matching, several major events take place all year long in Japan. Among others, [BioJapan](#) has been facilitating business

opportunities between Japanese and global companies for almost two decades. The next edition (Oct. 10-12) will welcome more than 1000 organisations and companies.

10 years of Japanese-Swiss Free Trade

On September 2019, Switzerland and Japan celebrate ten years of a special trade relationship thanks to the Switzerland Japan Free Trade and Economic Partnership Agreement.

Back in 2009, the “JSFTEPA” was a major deal for both sides.

What can we say about it 10 years later?

A quick look at the trade figures, comparing the 10 years prior to the entry in force of the trade agreement (1999-2008) and the 10-year period since then (2009-2018),

shows an increase of both exports to Japan (25%) and imports from Japan (14%). However, Swiss exports have grown faster and therefore contribute to increasing the trade with Japan.

One explanation to this uneven growth between exports and imports could also be the uneven economic growth of the two countries. When Switzerland GDP has grown by 76% between the two periods considered, Japanese GDP has grown by 14% only.

Looking at the first chart here, we

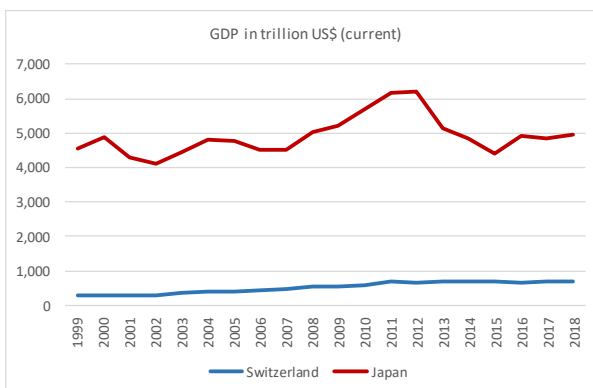
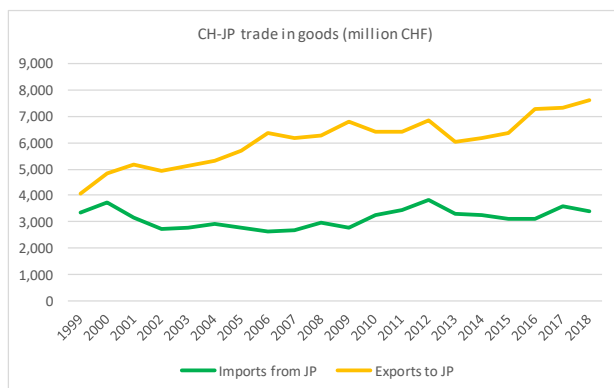
can see that both countries have resisted well to the 2008 economic crisis but eventually have been affected by its consequences. Additionally, Japan had to face the terrible 2011 earthquake that heavily impacted the economy.

Obviously, this brief comparison is not comprehensive at all, since several other parameters should be taken into consideration.

In a future article, we will go into more detail.

動向

TREND



Sources: Swiss Federal Customs and World Bank

Shochu has been very appreciate at our tasting event

The JETRO shochu event held on August 29th at [Brachard](#) was a great success. People were curious to try this not-yet-well-known Japanese beverage.

Thanks to Kokuto Shochu Asahi Distillery and Imo Shochu Taikai Shuzo, people could enjoy a glimpse of shochu's diversity. Many people were not familiar with shochu, but 90% of the people asked said they liked it.

Some preferred it with ice, espe-

cially for the stronger ones, and others enjoyed it dry. Many people were surprised by the variety of taste and level of alcohol (from 15° to 44°). 83% of the people said they would buy shochu from time to time if available near their place.

On this evening, [Aux Mille Pins](#) pleased the visitors with fantastic Japanese tea and [Namiki](#) presented some of their beautiful fountain pens; true masterpieces for sure.



A very pleasant moment for everyone

行事

EVENT

Rugby World Cup 2019

行事

EVENT

Japan is currently hosting the Rugby World Cup 2019. The Rugby World Cup takes place every four years. In the 2019 edition, twelve cities will host games from North (Sapporo) to South (Fukuoka).

Since the creation of the Rugby World Cup in 1987, the popularity of this sport has increased. The 2015 edition broke new records for both audience and spectators.

The competition has already started and will end on November 2nd with the final. The pool phase will continue until October 13.

As the hosting country, Japan is in the pool A with Samoa, Ireland, Scotland and Russia.

The most obvious favourites for the title are New Zealand (current holder) and South Africa (in very good shape lately), the Japanese

team might do well this year. In 2015, they surprised everyone by beating the South African team and this year they already won their first two games.

The website "[Rugby World Cup](#)"

provides all of the details related to the competition, plus tons of useful advice for your stay in Japan as well as ideas if you want to tour the country.



Sport and tourism for the [Rugby World Cup 2019](#).

Agenda

日程

AGENDA

✓ Culture:

The traditional "Automne de la culture Japonaise" has already started. Many events are taking place in the coming months all over western-Switzerland. Tasting-events, plays, movies, literature, sports, etc.

Check the program on the [Japanese Consulate website](#)

JETRO is a government-related organization that works to promote mutual trade and investment between Japan and the rest of the world. Originally established in 1958 to promote Japanese exports abroad, JETRO's core focus in the 21st century has shifted toward promoting foreign direct investment into Japan and helping small to medium size Japanese firms maximize their global export potential.

*The JETRO Switzerland Newsletter can also be viewed and/or downloaded online:
<http://www.jetro.go.jp/switzerland/newsletter>*

JETRO

Japan External Trade Organization

JETRO Geneva
80, Rue de Lausanne
1202 Geneva
Phone: 022 732 13 04
Fax: 022 732 07 72
E-mail: SWG@jetro.go.jp