



4th Edition May 2012

Swiss Venture Guide 2012

From the Idea to a Successful Company

Cover Stories

15 Companies on the Way to Success


Support Organisations

Investor Profiles

Businessplan Competitions

Important Links

The Guide about the Swiss High Tech Ecosystem is a joint effort of:

 Schweizerische Eidgenossenschaft
Confédération suisse
Confederazione Svizzera
Confederaziun svizra

Swiss Confederation

Commission for Technology and Innovation CTI

 **CTI Invest** The Swiss Venture Platform



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Staying the Course amid Turmoil

Dear Reader

You are looking at the fourth edition of the “**Swiss Venture Guide**”, which is produced for entrepreneurs, investors, students, politicians and the general public to get an overview of the Swiss Start-up ecosystem and to learn more about Swiss start-up companies on their way to success.

While the European Union is struggling with severe economic difficulties, Switzerland enjoys remarkable stability and solid employment. It is a time to be particularly mindful about staying on course while not missing changes.

The **Commission for Technology and Innovation CTI** is now in its second year of being a formal independent commission with managerial and decision-making powers.

The Commission’s main activity is still **project funding**. Last year saw a huge temporary surge in projects, as the parliament allocated an additional 100 M CHF to CTI, practically doubling the annual budget. This was for CTI to help alleviate the effects of the unfavorable exchange rate. Despite the unrealistic timeframe the CTI experts managed to carefully allocate the full amount to export-oriented projects by the end of the year.

CTI Startup continues to coach hightech companies, which are among the most innovative in Switzerland, and awards the “CTI-Label” to the most promising ones. While this helps them to find investors, many Swiss start-ups are experiencing increasing hardship in finding finances in their early stages. The amount of venture capital invested in Switzerland has dropped dramatically in the past five years, by about 40 % (Source: SECA 2010). This puts Switzerland far behind other countries in Europe.

All the more importance went to **CTI Invest** to present the CTI coachees to potential investors at the quarterly Swiss Venture Days in Zurich, where many of them actually were financed.

This footwork was crowned by the most important venture networking event, the “**CEO Day**”, held for the first time at the Stade de Suisse in Berne in October 2011. It attracted a new record number of more than 400 participants. Besides the workshops, 1to1 meetings were offered to all participants, i.e. Start-ups, support organizations, investors and industrial partners. About 450 such meetings were held.

The start-up news website **www.startupticker.ch** continues its free service to the innovation ecosystem by publishing relevant press releases or news in a new layout. The number of news as well as page views has grown constantly since its start. In May 2012 a mobile app is launched to make the news available on any mobile device.

The “**Angel Days**” are a new scheme that will offer best practice workshops to business angels in Lausanne and Zurich, initiated again by CTI and CTI Invest (www.angelday.ch). The importance of business angels for early stage financing has grown as VCs are increasingly shifting to later stages.

CTI and CTI Invest will continue to promote and support our promising high-tech start-ups in 2012, with particular attention to early stage financing, in proven but also in new ways, contributing to sustainable wealth in Switzerland.



WALTER STEINLIN
President
Commission
for Technology
and Innovation CTI



DR. CHRISTIAN WENGER
Chairman
CTI Invest

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 > 200 companies presented
 > CHF 350 Mio. financing volume
 > 50% of the presented companies closed a financing round

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Publisher

CTI Invest
Seehofstrasse 6
8008 Zurich
+41 44 269 60 69
info@cti-invest.ch
www.cti-invest.ch

Commission for Technology and Innovation CTI
Effingerstrasse 27
3003 Bern
+41 31 322 24 40
info@kti.admin.ch
www.kti.admin.ch

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Dear Reader

This is the already the **fourth** edition of the Swiss Venture Guide.

The Swiss Venture Guide's intention remains to give

- future and actual entrepreneurs
- investors
- students
- politicians
- the general public

a better understand of the innovation strength in Switzerland.

In the **Swiss Venture Guide 2012** you will find

- interesting **Cover Stories**
- profiles of **Support Organizations** for Swiss Start-up's
- **15 Start-up Companies** we believe are on the way to success
- **Investor Profiles** of the members of CTI Invest
- an overview regarding **Businessplan Competitions**
- and helpful **Links**.

This edition of the Swiss Venture Guide was made possible thanks to the great support of the **Commission for Technology and Innovation CTI**.

I wish you an encouraging reading, hope to meet you soon

Jean-Pierre Vuilleumier



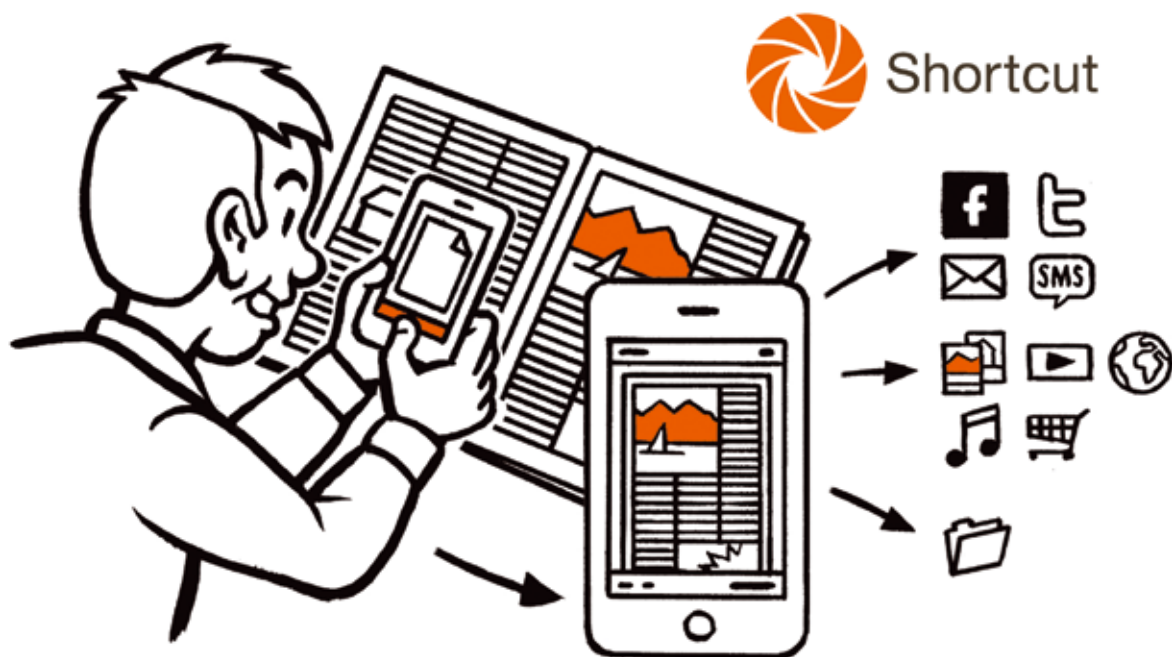
JEAN-PIERRE VUILLEUMIER

Managing Director
CTI Invest
Financial Expert
CTI Start-up

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Content

Cover Stories

7	Introduction
8	A Bottleneck in Switzerland's Technology Innovation Chain
10	25 Years of Seed Capital for Young Entrepreneurs
12	An Important Element of the Swiss Start-up Scene
14	Capital for Innovative Start-up Companies
16	The 10 Best Business Plans of >>venture>> 2012
18	IBM supports Swiss Software Start-ups
21	Angel Days, a New Educational Business Angel Program
22	BlueLion – Support and Coaching for ICT and CleanTech Start-ups

Companies on the Way to Success

27	Abionic
28	Bcomp
29	BioVersys
30	Climeworks
31	compliant concept
32	Dacuda
33	FemtoTools
34	Gbanga
35	Jobzippers
36	nanotion
37	ProteoMediX
38	QGel
39	QualySense
40	senseFly
41	Virometix

Venture Support

44	CTI Project
45	CTI Start-up
46	CTI Entrepreneurship
47	CTI Invest
49	ETH Zurich – ETH transfer
51	EPFL
53	venture kick
55	Venture (ETH Zurich, Mc Kinsey, CTI)
57	W.A. de Vigier Foundation
59	venture leaders
60	IMD
61	Technopark® Luzern
62	Technopark-Allianz
64	grow – Gründerorganisation Wädenswil
65	Science Park Foundation on EPFL campus (PSE)
66	EMPA
67	Basel Incubator
68	Creapole SA
69	Eclosion
70	Basecamp
71	Startfeld
72	The Ark
72	Swiss Excellence
73	Euresearch
74	Swissnex San Francisco and Boston

Investor Profiles

79	A3 Angels
79	Aargauische Kantonalbank
80	ACTON Capital Partners
80	Affentranger Associates
81	Agire Invest
81	Aravis SA
82	Aster Capital SA
82	b-to-v Partners AG
83	BioMedPartners
83	BioValley Business Angel Club BioBAC
84	BlueOcean Ventures
84	Business Angels Switzerland (BAS)
85	Clariant International Ltd.
85	Creapole SA
87	Creathor Venture
87	Doughty Hanson Technology Ventures
88	Dow Europe
88	Draper Investment Company (Zurich)
89	Earlybird
89	Eclosion
90	Emerald Technology Ventures
90	Emertec
91	EVA – the Basel live sciences start-up agency
91	Fongit Seed Invest SA
92	Go Beyond
92	Healthcapital
93	High-Tech Gründerfonds
93	I-Source
94	Initiative Capital Romandie (ICR)
94	Innovationfund of the Schwyzer Kantonalbank
95	investiere Verve Capital Partners
95	Invision Private Equity
96	Mountain Club
96	National Instruments Switzerland
98	Novartis Venture Funds
98	OCAS Ventures
99	Onelife Advisors SA
99	paprico ag
100	Polytech Ventures
100	Redalpine Venture Partners
102	SHS Gesellschaft für Beteiligungsmanagement mbH
102	StartAngels Network
103	Stiftung für Technologische Innovation STI
103	SVC AG für KMU Risikokapital
104	Swisscom
104	Target Partners
105	Technopark Luzern
105	Verium AG
107	VI Partners AG
107	Vinci Capital
108	Wellington Partners
108	Zühlke Ventures AG
109	Zürcher Kantonalbank

Venture Service

111	Businessplan Competitions
113	Important Links

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Cover Stories

Introduction

This year again we included interesting information regarding the Start-up Ecosystem.

The Cover Stories are following the simple rule:
Do good and talk about it!

There are many good initiatives in the Ecosystem of which all should be aware of.

We would like to thank the contributors for making this section so valuable.

Content

7	Introduction
8	A Bottleneck in Switzerland's Technology Innovation Chain Early Stage Financing
10	25 Years of Seed Capital for Young Entrepreneurs W.A. de Vigier Foundation
12	An Important Element of the Swiss Start-up Scene CEO DAY
14	Capital for Innovative Start-up Companies Zürcher Kantonalbank
16	The 10 Best Business Plans of >>venture>> 2012 Venture 2012
18	IBM supports Swiss Software Start-ups IBM Global Entrepreneur Initiative
21	Angel Day Angel Days, a New Educational Business Angel Program
22	BlueLion – Support and Coaching for ICT and CleanTech Start-ups BlueLion

Early Stage Financing

A Bottleneck in Switzerland's Technology Innovation Chain

Innovation is strategic

In a country with virtually no natural resources innovation is the source of sustained wealth.

While Switzerland's financial sector and fiscal attractiveness remain uncertain sources of growth, sustainability and innovation with technological value-add will continue to deliver economic growth, jobs and social wealth.

In the field of technologies, innovation happens through three main channels:

- Large corporates together with universities and research centres
- SMEs
- Start-ups

Technology start-ups, although their direct contribution to the Swiss economy is still limited, are a key element at the very origin of sustainable innovation in Switzerland.

As several international benchmarks confirm, Switzerland is overall top in innovation performance. To stay there we constantly need to analyse our innovation ecosystem and detect and remove bottlenecks.

One such bottleneck seems to be the access to capital of start-ups in the early phases.

Observations: "Solid" start-ups encounter bottlenecks in early stage financing

CTI has, in addition to the well known project funding, an established start-up promotion activity. We see annually roughly 300 new Swiss technology start-ups, based on spin-offs and new ventures. 80 % of them survive their first 3 years, not least thanks to non-financial support from CTI.

The most promising and mature start-ups are awarded a "CTI label" after an intensive assessment. 260 start-ups have received this much sought-after label over the past 12 years. They are from different industrial sectors and from all over the country.

CTI continuously monitors the start-up scene to detect and understand bottlenecks in the life of start-up. The main observations are:

- It is useful to distinguish between "high flyer" start-ups: those that are easily scalable with a potential to become the likes of Novartis or Nestlé; and "solid" start-ups: those with a reasonable midsize potential
- All "solid" start-ups together have an attractive potential of creating jobs and social wealth.
- Switzerland, compared to most other countries, has significant cash pools available.

- "High flyer" start-ups get financed quickly. But they are inherently few and far between.
- For "solid" start-ups access to finance has become increasingly challenging in early stages, as VCs shift to later stages. This leads to a vicious circle: Waste of time in finding financing, thus prolonging time to market, losing competitive edge and reducing attractiveness for financing.
- Some of these "solid" start-ups leave Switzerland, to countries with more favorable conditions.
- Investments into start-ups have the potential of high value creation for an economy (jobs and taxes), but are difficult to understand and manage.
- The market of technology start-ups in Switzerland is peculiar: Relatively small in numbers but high in quality. The small numbers pose problems of leverage for private investors.
- Large investors are not attracted sufficiently to technology start-ups compared to other asset-classes (hedge-funds, real-estate, etc). E.g. no Swiss pension fund invests in technology start-ups.

Typical case: Good start, then valley of death, then well cared

Up to the first million of needed capital a "solid" start-up finances itself mostly through public funding (CTI projects) and/or Business Angels. Smaller prizes and awards help to pay for prototype development.

The gap comes right after this stage where the start-ups need to finance product industrialization and prepare for commercialization. They need capital in the range of 1–3 millions CHF depending on the nature of the sector and the technology.

Once a start-up has a product with the first customers and a road map to ramp up the initial sales, then venture capitalists are ready to look at them for more significant growth financing.

Catch22: Small market is unattractive – growth needs investors

The start-up ecosystem in Switzerland relies on too few participants (individuals, investment vehicles, etc.), which is detrimental to investors who like to rely on large numbers that average out risks and to have a crowd of partners to rely on.

There are many other financial asset classes (arts, hedge funds, real estate, high-end private equity) that are still performing relatively well in Switzerland and seem to be well understood (or at least believed in) by investors. Venture capital is not un-



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WALTER STEINLIN

President
Commission
for Technology
and Innovation CTI

ing and support from the various actors of the Swiss ecosystem: start-ups, service companies, venture capitalist, business angels, private equity, pension funds, political and financial institutions and large multinationals installed in Switzerland.

In its unique position – neutral and well embedded in the ecosystem – CTI is prepared to assume a role of catalyst and to bring its extensive knowledge and expertise to the table.

In a global competition where innovation relies on speed and networking and where the highly skilled entrepreneurs remain the scarce resource, Switzerland has wonderful assets in the game. Let us address the bottlenecks and find free market solutions with catalyst government support, that let start-up innovations flow for the benefit of all players.

Walter Steinlin

President of the Commission of Technology and Innovation, CTI

derstood, neither believed in and is thus not seen as an attractive class.

This “Catch22” situation is not expected to improve by itself in the foreseeable future. This is a typical case, in the paradigm of “subsidiary support,” where the government can step in: To remove the bottleneck, preferably as a catalyst rather than as a full-fledged player. By triggering the players to move to an improved self-sustainable situation where solid start-ups find appropriate financing in reasonable time.

Short-term: CTI to elucidate and guide

CTI has set up an “Early Stage Financial Taskforce” to gather facts and evaluate measures to facilitate the removal of this start-up bottleneck in Switzerland.

The Task Force is prepared to support and accompany key economy stakeholders and politicians in their effort to define the mid-term objectives and an action plan, involving as little tax money as possible.

Mid-term: CTI to inspire measures

There is still homework to do:

- to consolidate empirical data from all over the world
- to identify and quantify the particularities of the Swiss ecosystem
- to identify and propose options and policies that best stimulate this ecosystem.

Whatever measures will be pursued – financial, legal, tax-related or supporting – they will in any case require the full understand-

W. A. de Vigier Foundation

25 Years of Seed Capital for Young Entrepreneurs



All winners of 2011 with **MORITZ SUTER**, President, on the right and Jean-Pierre Vuilleumier, Director, on the left

The W. A. de Vigier Foundation has supported start-up companies with a total of CHF 7,6 million since the late 1980s. And very successfully too: thanks to the seed money from Solothurn, the sponsored start-ups have provided hundreds of jobs.

At Supercomputing Systems AG, based in Zurich Technopark, 70 engineers, physicists, computer scientists and mathematicians, both women and men, develop innovative solutions for new products on behalf of customers. Biketec AG employs more than 160 staff at its factory at Huttwil, Bern, and produces more than 50.000 Flyer electric bikes a year. The two companies are closely linked to the W.A. de Vigier Foundation in Solothurn, as each received start-up capital of CHF 100.000.

This help for young businesses was launched 25 years ago by entrepreneur William A. de Vigier. And, since 1989, the foundation has funded five start-ups every year to the tune of CHF 100.000 each; in addition, it also participates in the new companies with up to 10 percent of the share capital to a maximum of CHF 10.000. To date, the foundation has poured a total of CHF 7,6 million of seed money into start-ups.

The track record is impressive: three quarters of the sponsored 76 companies are still in the market and have created hundreds of jobs. Among the most successful companies, in addition to Supercomputing Systems and Biketec, are biotech company Selexis from western Switzerland and Schlieren/Zurich-based Molecular Partners. Another successful example is Snowpulse: Yan Berchten's company produces an avalanche-protection airbag and has been taken over by Swiss sportswear manufacturer Mammut. Even more successful were the founders of Glycart thanks to the acquisition of the company by Roche for CHF 235 million.

Other promising companies awarded last year include Malcisbo and GetYourGuide.

Basel businessman Moritz Suter has been president of the W.A. de Vigier Foundation since 1999. In 2009, management of the foundation moved from Jean-Claude Strebel to Jean-Pierre Vuilleumier. The latter is strongly anchored in the start-up scene, as he is also managing director of investor association CTI Invest and is active as a coach for start-ups at the federal Commission for Technology and Innovation. He ensures that both the winners of the prize and the nominees attend the alumni meetings, benefit from the exclusive training and share experiences with each other.

Since 2010, the supporter of the year has also been honored. Last year, this prize went to the now outgoing president of the Zurich Technopark Foundation, Thomas Waldkirch.

A few more innovations have put in place in time for the 25th anniversary. The most important change is that the support is no longer limited to Swiss citizens; now foreigners who set up a company in Switzerland can also apply to the Young Entrepreneur Award of the WA de Vigier Foundation. In addition, the age limit has been raised to 45.

The year will be a successful one for the WA de Vigier Foundation. "More than twice as many applications as last year have applied for this year's elimination round," says managing director Jean-Pierre Vuilleumier. It's certain that in this anniversary year more than five companies will receive the start-up capital of CHF 100.000. Both a special anniversary prize and a prize donated by previous prize winners can be expected!

By the way, company founders who want to apply can register through the website at www.devigier.ch from July to the end of September 2012.

100 Years Bill de Vigier Exhibition



**JEAN-CLAUDE
STREBEL,**
Vice-President

Jean-Claude Strebél has built up the W.A. de Vigier Foundation over the past 20 years or more, and for the 100th birthday of the founder has organized a major exhibition in Solothurn.

Venture Guide: The story goes that William A. 'Bill' de Vigier turned up one day with a check for you ...

Jean-Claude Strebél: ... correct. At that time, I was a senior manager at the Schweizerischen Volksbank in Solothurn and was aware of Mr de Vigier's various directorships in Switzerland. Then – it was on 22 January 1987, the day of his 75th birthday – he appeared at our office and put the famous check for CHF 5 million on the table.

How did he explain the donation?

He wanted to give back to the community some of what he had received. It was his idea from the very beginning – to make available seed money for start-ups in the belief that the future welfare of a country depends in part on the creativity and entrepreneurial spirit of its inhabitants.

It was then your job to establish the foundation?

It was a different time then; there was little awareness of the importance of young entrepreneurs. Today, in Switzerland we have a well-developed funding infrastructure from universities, public agencies, start-up awards and investor associations. In the 1980s, there were occasional courses on entrepreneurship, but that was that. We were, to the best of my knowledge, the first in Switzerland to grant financial support.

Nevertheless, you succeeded immediately in enthusing well-known entrepreneurs and managers in the project

I must say that Bill de Vigier not only supported the foundation financially, but also personally championed it very strongly. And, thanks to him, we were able to attract prominent business people for the panel; I am thinking in particular of Ernst Thomke, Ernst Uhlmann and later Moritz Suter. Such figures are important because they constitute a network that also benefits the award winners.

You mention the lack of awareness then of young entrepreneurship. How did you publicize the WA de Vigier award?

With an advertisement in *Blick*. The response was overwhelming; we received approximately 120 projects. Swiss television

SOMMERHAUS

L'ESPRIT VIGIER

was present at the first awards ceremony, as well as all the major newspapers.

Looking back, what has changed the most among the founders and their projects over the past 25 years?

The professionalism is enormous, even during the presentations. In the past, people appeared with wobbly flip charts; today, we see virtually only perfect PowerPoint presentations.

This year, the foundation is not only celebrating a special birthday, it is also the centenary of the founder's birth.

Are you planning any festivities?

From 31 May, an exhibition will run at the summer home of the de Vigier family in Solothurn. We document the life of an outstanding businessman with selected exhibits, including a handwritten letter from Margaret Thatcher to W.A. de Vigier.

www.sommerhaus-devigier.ch

The man had a life from an adventure novel. Born in 1912 into an aristocratic Solothurn family, his father withheld financial support and so he emigrated to London. There, he invented a revolutionary steel support for concrete and established his own firm under a railway bridge. During the Second World War, he designed and built piers for the Allied forces in the Normandy landings. By 1947, at just 35 years old, he had become a millionaire. His firm, Acrow Engineers Ltd, expanded; it went public and by the 1970s de Vigier was leading a company worth CHF 2 billion and with 10.000 employees on five continents. He sat on the board of British Airways and received the Order of Commander of the British Empire (CBE) for his services to the export sector. He always remained connected to his home town of Solothurn as a patron and benefactor.



**WILLIAM A.
DE VIGIER**
Passionate
Entrepreneur
(1912–2003)

CEO Day

An Important Element of the Swiss Start-up Scene

The last CEO Day was judged good and even excellent by 97 percent of attendees. Investor Alain Nicod, Swisscom Innovations representative Daniel Ledermann and entrepreneur Andreas Uthmann reveal the reasons for the positive feedback: a diverse field of participants and very efficient networking.

Each year, more and more entrepreneurs, investors and representatives of industry partners attend the CEO Day in Berne, and in October 2011 participants numbered 412 exactly. The increase results in part from the growth of the Swiss start-up scene, but also from the continuing increase in the attractiveness of the event each year as new features are added.

For the first time last year equity-seeking founders were able to pitch to investors. The presentations ran along the lines of the Pecha Kucha method: the PowerPoint slides changed automatically every 20 seconds and the presentation time was limited to five minutes. This was followed by another five minutes of Q&A. Alain Nicod, serial entrepreneur and CEO of investment company VI Partners, found this a good format: "We can often learn as much in five minutes as in an one-hour presentation."

One-to-one meetings also ensure an efficient process, and last year more than 450 such meetings took place. They are popular with investors like Nicod as well as with industry partners such as Daniel Ledermann, head of incubation and portfolio at Swisscom Innovations. "It would make sense to even expand the one-to-one meetings," says Ledermann.

Ledermann and Nicod returned from CEO Day with new contacts and subsequently agreed to some follow-ups. Both generally had a very positive view of the day. "The CEO Day is an important initiative for the entire Swiss start-up scene," says Le-



Christian Wenger, Chairman CTI Invest and initiator of the CEO DAY (right), networking with Bruno Oesch (left) and Christoph Heidelberger.

dermann. And he is not alone in this view: 50 percent of participants rated the event overall as excellent and a further 47 percent as good.

Young entrepreneur Andreas Uthmann also gave a very positive feedback. He not only participated in the one-to-one meetings, but presented as well. "Besides meeting interesting young entrepreneurs, I also got to know potential business partners and investors, with whom we could arrange several concrete follow-ups" says Uthmann, who with his company Blueconomics develops software for the management of B2B relationships.

A prerequisite for making new contacts, in addition to the quality, is the diversity of participants. "I see one of the strengths of CEO Day as the diversity of visitors, which not only includes young and experienced entrepreneurs, but also managers from different industries and backgrounds," says Uthmann.

To further increase the breadth and number of participants, the next CEO Day will have more innovative features. One can be revealed already: the pitches will be designed as a competition. This increases the tension for the audience and creates an additional incentive for the company founders to showcase their businesses perfectly.

Experienced start-up specialists such as Nicod will be happy if improvements in efficiency and the number of participants continue to grow: "The more inventors, investors and industry partners that come together at CEO Day, the better."



Organising the CEO DAYS since the beginning: Jean-Pierre Vuilleumier

CEO Day

Where High Tech Start-ups meet in Switzerland



One of the popular 1to1 meetings: Christian Hirsig (Atizo) explains his business model

“We now have a critical mass of entrepreneurs”

Faris Sabeti talks about the strength and weaknesses of the Swiss start-up ecosystem, and how CTI supports young businesses in meeting the typical challenges.

The founders of more than 200 high-tech start-ups attended CEO Day in Bern last autumn. Mr. Sabeti, how would you assess the entrepreneurial talent of Switzerland?

The past several years have seen much positive development. For example, 10 years ago approximately 40 companies were going through CTI Start-up's program. Today we have about 260 companies – six times as many. We now have a critical mass of entrepreneurs, but what we are still missing is a number of these entrepreneurs succeeding in either sales of their company at a much higher value, or attaining high levels of growth. This would create a situation in our ecosystem where we would be able to use examples of successful individuals, known among the Swiss start-up community, to further motivate new founders.

What does CEO Day offer young CEOs?

Practitioners from various fields such as legal, sales or financials share the best practices on very practical and specific topics. CEO Day also serves as a networking day – it enables entrepreneurs to meet, share their experiences and find possible business synergies. The afternoon is reserved for one-to-one meetings between entrepreneurs and industry representatives or investors.

Where do the strengths of Swiss start-ups lie?

The experience of CTI Start-up shows that we are very strong in the life sciences sector, and Medtech is also currently expanding. Our start-ups have a strong presence in information technology with software solutions, and on the internet with web services and platforms. However, in comparison, we see a much lower number of start-ups in the energy sector.

The small Swiss home market forces start-ups to act globally almost from the start. How can CTI support new companies in this?

In order to have an international presence, start-ups need sufficient capital and a network outside Switzerland. We launched a task force in 2011 to focus on the monetary side and our findings to date show that there is a bottleneck in the early stage financing in Switzerland, especially since VCs focus more on later stage funding. The objective of the task force is to work with other players in our environment to find possible strategic options to help remove this bottleneck. And we are working together with swissnex's Knowledge Network and Osec's business hubs in order to help start-ups build their networks in the US and other markets.

Faris Sabeti is a member of the Executive Board of the Commission for Technology and Innovation CTI. He is Vice President of CTI Start-up and Entrepreneurship since 2011.



Pitches were a new element in 2011: Miguel Molina Cosculluela (MySollars.com) presents.

Zürcher Kantonalbank (ZKB)

Capital for Innovative Start-up Companies

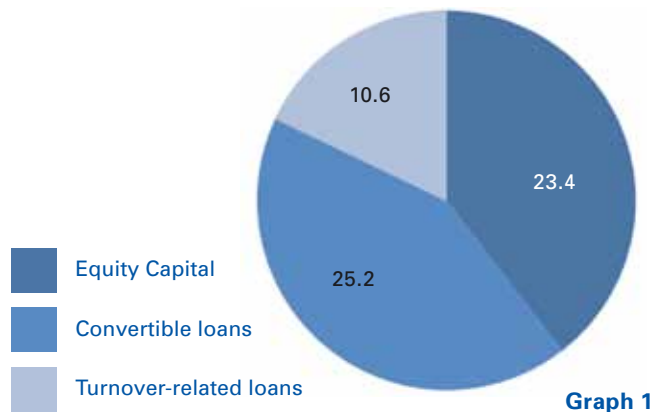
Start-up companies often have special capital requirements. In response to this fact, seven years ago Zürcher Kantonalbank launched its PIONIER-initiative for funding innovative start-up companies. As a platform linking science and business, Zürcher Kantonalbank accompanies innovative new companies on their way to the market. By investing at an early stage of the company's life cycle, Zürcher Kantonalbank thereby fulfills a vital need.

The success of the Swiss economy relies on innovations. With the Federal Institute of Technology (ETH) and the University of Zurich, the canton of Zurich can boast two excellent research facilities which are outstanding even in an international comparison. However, the transfer of knowledge from universities into a business has potential for improvement. It takes entrepreneurial spirit and managerial know-how to turn knowledge into a successful product. And it takes capital. That is exactly where PIONIER comes in. PIONIER is an initiative started by Zürcher Kantonalbank more than seven years ago. In an early phase of a company's life cycle Zürcher Kantonalbank invests in promising new products and services. With its roots firmly planted in the economic area of Zurich, Zürcher Kantonalbank focuses on the continual incorporation of successful new companies in the region. Moreover, Zürcher Kantonalbank is bound by its legal mandate to play a leading role in Zurich's start-up market.

Covering the needs of start-up companies

The capital needs of innovative start-up companies are often met insufficiently. In particular in the seed phase, i.e. before market entry, liquidity is usually strained. Thus traditional forms of debt financing, such as credit lines and loans, are only suited to a limited extent because interest payments and amortisation instalments become due too early in time. Equity financing and mezzanine forms of financing with low interest payments and a commensurate participation of the capital provider in the company's future success are much more in line with the needs of start-up companies. Equally important are a long-term planning horizon and a reliable partner who understands the start-up company's specific situation. That is why Zürcher Kantonalbank launched the PIONIER initiative and has invested an average of CHF 10 m annually as a provider of venture capital for innovative start-ups. Due to the positive development Zürcher Kantonalbank has decided to expand the annual investment amount up to CHF 15 m. In addition to providing venture capital, Zürcher Kantonalbank continues to finance traditional new commercial or industrial businesses, which still outnumber PIONIER start-up companies.

Instruments ZKB Start-up Finance
Volume of fundings 2005 to 2011 in mCHF



Broad range of financing

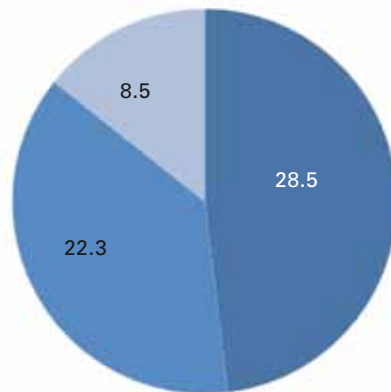
PIONIER gives start-up companies access to funds from CHF 0,3 m up to CHF 1 m as early as in the seed phase. Zürcher Kantonalbank does not claim to cover the company's entire financial needs with this investment – rather, it serves to provide the start-up company with the necessary means for developing a prototype into a product which is ready for serial production, and for acquiring initial customers. Once this step from the garage to market has been made, it should be possible to convince further investors of the business idea.

The financing instruments used by Zürcher Kantonalbank include participation in the company's equity capital or mezzanine forms of financing, in particular turnover-related loans or convertible loans. In the critical early phase, turnover-related loans conserve liquidity because of the low interest payments involved. In return the bank will later benefit from the company's success through percentage participation on its profit. Hence the provider of capital bears a part of the entrepreneurial risk but will also receive a corresponding return if the company succeeds. Convertible loans give the capital provider the option of converting the loan into equity capital at a later point in time, thus permitting a participation in the company's growth. The stipulated interest rates are usually capitalized and also converted into equity. Approximately 40% of all PIONIER fundings are granted as convertible loans of which approximately half of it are converted to date into equity. For about one-sixth of the fundings, turnover-related loans were used. In all other cases a direct participation in the equity capital was most suitable (see graph 1).



Zürcher
Kantonalbank

Sector Analysis ZKB Start-up Finance Volume of fundings 2005 to 2011 in mCHF



Graph 2

Management is decisive

Funding by Zürcher Kantonalbank requires a solid business plan in line with the conditions defined by PIONIER. An initial rough assessment serves, among other things, to fill gaps in the documentation and submit supplementary information. The next step is a detailed assessment. The focus thereby lies mainly on thoroughly analysing the documentation challenging the business model and evaluating the market potential. The entire due diligence procedure takes approximately up to eight weeks. An advisory committee including various domain experts from Zürcher Kantonalbank subsequently decides on the funding.

The main criteria to be analyzed are product, market, management and financial standing. Management thereby is the most important factor by far. Thus Zürcher Kantonalbank insists that the management team should master the entrepreneurial as well as the technical aspects. Analyzing the market potential is particularly challenging. Given that the products are entirely new, their market potential often can only be roughly estimated. Thus external experts are consulted for judging the product and market dimensions.



ERIKA PUYAL HEUSSER

Head ZKB
Start-up Finance

Contact:

Phone +41 44 292 24 64
start-ups@zkb.ch
www.zkb.ch

The Portfolio is growing

In December 2011 the PIONIER portfolio consisted of 71 start-up companies. Since 2005 fundings of more than CHF 70 m were granted. Almost half of the investments stem from IT, communications and microtechnology industries. Life science and medical technology are also well represented. Automation, sensors and materials form the third pillar of the portfolio (see graph 2).

The PIONIER investment history has shown that under certain circumstances it is also necessary and economically interesting to participate in next rounds of financing as long as a positive outlook for the company exists. This leads to an enlargement of the financial commitment, if the potential of the business model is still clearly visible. The main focus of PIONIER is still funding seed companies. During the last years the PIONIER initiative has continued to widen its horizon on managing the current assets and help them grow and prosper.

Some of the start-up companies financed with PIONIER received prizes of great renown in the start-up and so far twelve exits have already been executed successfully. However, it is in the nature of the business that some of the companies are struggling. Not all of them manage to set up further rounds of funding when necessary. Furthermore, product development sometimes lags behind the schedule, which usually necessitates further investments of time and money. However, the PIONIER portfolio is developing with a default rate of 10 to 15% pleasingly stable.

Valuable network

During the last seven years of the PIONIER initiative Zürcher Kantonalbank has not only funded attractive start-up companies but has also established a large network in the start-up environment. The majority of the companies that received funding have emerged from the network of partners such as CTI, technoparks, incubators or foundation centers. With PIONIER, the participations in the technoparks of Zurich and Winterthur, and the annual ZKB Technopark Pioneer Award, Zürcher Kantonalbank has underlined its commitment to innovative start-up companies and its intention to serve as a reliable partner linking science and business in the economic area of Zurich.

Venture 2012

The 10 Best Business Plans of >>venture>> 2012

The Swiss-wide competition >>venture>> has been supporting young entrepreneurs since 1998. This year 137 business plans were submitted, matching the record of 2010. The huge number underlines the popularity of the initiative from McKinsey & Co. Switzerland, ETH Zurich, the Commission for Technology and Innovation CTI and Knecht Holding. In early May the jury determined the 10 best business plans.

Abionic

The start-up from Lausanne is developing a portable device with the potential to revolutionize allergy diagnostics (see the detailed portrait on page 27).

www.abionic.com

Agilentia

With onlineAGM, its first product, Agilentia supports the traditional organization of AGMs of public companies with electronic new invitation, registration and participation procedures. Well-known companies such as Nobel Biocare and Aryszt are already among its customers.

www.agilentia.ch

AppAware (42matters AG)

The term "social app discovery" illustrates what the app from 42matters AG of Zurich does. AppAware shows in real time which programs other users recommend, or have installed or deleted on their Android device. So now it's easy to find the really good apps among the hundreds of thousands.

www.appaware.com

Bcomp

The high-tech materials from Bcomp consist basically of vegetable fibers, and are both light and robust (see the detailed portrait on page 28).

www.bcomp.ch



The >>venture>> events are an excellent opportunity for networking
(Foto: Philip Böni / Fotoart)

OsmoTech

The aim of OsmoTech is to provide data centers and other industries, such as chemical plants or incinerators, with a profitable and sustainable method of recycling their waste heat to generate electricity. The distinguishing element of the technology is that it is able to operate at temperatures below 100°C.

>>venture>>

Companies for tomorrow



Andrea Girardello (AppAware) takes a closer look at his award document
(Foto: Miahî Calin)

Phocone

The spin-off from ETH Zurich develops continuously tunable laser modules emitting in the mid-infrared wavelength region. The laser modules are very well suited to spectroscopic applications, a commonly used technique for fast, sensitive and precise measurement of gas concentrations – for example, in breath analysis.

www.phocone.com

Sophia Genetics

Genetic information plays a pivotal role in the diagnosis and treatment of many diseases, and allows a personalized healthcare management. Sophia Genetics offers individuals, healthcare providers, researchers and the pharmaceutical industry secure storage and analysis of patient genome sequence information.

www.sophiagenetics.com

Swissto12

Swissto12 opens the frontiers of terahertz applications with a comprehensive range of products that covers the terahertz transmission and probing domain up to 10 Terahertz. Possible applications range from imaging techniques in medicine to telecommunications.

www.swissto12.com

Rayneer

The software from Rayneer analyzes the Facebook profile of a user, and on this basis puts together a personal television program. The first service is a music television that automatically displays the favorite clips of the viewer.

www.rayneer.tv

Uepaa Swiss Alpine Technology

The Zurich-based start-up's core technology turns smartphones into alpine tracking, alert and rescue devices, which connect to other phones directly without the need for a telecoms network. It's made possible by a disruptive wireless peer-to-peer technology.

www.uepaa.ch

IBM Global Entrepreneur Initiative

IBM Supports Swiss Software Start-ups

IBM wants to work with a new generation of entrepreneurs to tackle important global issues – like water, transportation, healthcare and the environment – that will impact the way people live and work. The IBM Global Entrepreneur initiative helps Swiss entrepreneurs and startups to grow their businesses, develop ideas, and create innovative new technologies.

“We help young entrepreneurs to realize their ideas and develop them into a market-ready product, enter global markets and hence grow quicker,” explains Siddhartha Arora, Technology Executive at IBM Switzerland, responsible for the Global Entrepreneur program. “Even when companies are just starting, IBM can support them effectively. What counts is their desire to build a smart software solution.”

People, product, promotion

These three key words express what the IBM Global Entrepreneur initiative has to offer for the newcomers. The startups can use IBM software products and IT resources for their application development at no charge. IBM experts help the young entrepreneurs to implement these technologies correctly; they receive no-charge support and technical advice. Furthermore, IBM lends the newcomers a helping hand with marketing and sales and gives them access to a social network of more than eight million developers. The startups have 40 IBM Innovation Centers at their disposal, from Chicago to Zurich and Shanghai to Johannesburg, where they can access IBM's technical infrastructure and can host meetings with potential customers.

“Our advice to young entrepreneurs is: don't let anyone talk you out of realizing your idea,” Arora stresses. “Concentrate on your innovation, but leverage off-the-shelf software where it makes sense. Do not try to reinvent everything. Concentrate your energy on providing value to your product.”

Entrepreneur Engagement Emotion Recognition

The IBM program was launched, together with CTI-Invest, in Switzerland in 2010. One of the first startups supported by IBM was nViso from Lausanne. The company, founded in 2009, develops a web application that can recognize emotions from facial expressions. The software captures the face with a webcam, transforms it into a 3D model and examines it in real time, analyzing facial micro-expressions. This solution is used in market research and advertising: While research participants look at a new product or advertisement, their instantaneous reactions that are evoked are studied on a second-by-second basis to better understand what they like or might buy. “IBM provided us with access to software and technical infrastructure, which accelerated product development considerably,” says Tim Llewellynn, co-founder and CEO of



The IBM Global Entrepreneur initiative supports Swiss start-up entrepreneurs who develop intelligent software

nViso. “Also, we are now offering nViso 3D Facial Imaging via the IBM Cloud across three continents.” And moreover: “Recently, IBM brought us together with possible investors.” Thanks to a joint case study and assistance in public relations, IBM increased nViso's publicity – activities that otherwise are often too costly for early stage startups.

Beauty Surgery Preview or Cosmetic Surgery Simulator

Faces and 3D models are also the subject of another startup: Crisalix, founded in 2008 in Lausanne, creates three-dimensional images for plastic surgery. “The core question for anyone considering aesthetic surgery is: What will I look like afterwards? Our software can answer this question,” explains Dr. Jaime García, one of the founders and CEO of Crisalix. Customers of this startup are plastic surgeons and dermatologists. The Crisalix software is a web application which creates 3D pictures of a patient before and after the operation, on the basis of three photographs. “We deal with highly sensitive data, so security is a delicate issue,” García points out. “IBM offered us advice and supported us in creating a high security level.” Once again, the best way proved to be the IBM SmartCloud: Crisalix now runs the web application via the IBM cloud, can supply customers with the software internationally – and outsources the security issue to IBM, where high standards are ensured by default. In the meantime Crisalix has customers in 70 countries and is continuing to expand.



The Internet of Nature

The technology developed by EnvEve in Bioggio near Lugano, founded in 2008, detects environmental changes and enables early alerts regarding dangers such as forest fires or floods. An example: In Ticino, sensors monitor forest parameters like humidity and wind and communicate this data to the cloud. The collected data enable an evaluation whether there is any danger of a forest fire. The sensors transmit data wirelessly over several kilometers and can run on a single battery for ten years. "We call our solution the Internet of Nature, because we can make nature talk," Marco Brini, founder and CEO of EnvEve, describes. Here, too, the IBM SmartCloud makes the software available world-wide. "IBM helped us to port to the cloud, we can use IBM software at no charge and get technical support anytime," says Brini. "IBM invites us to events and conferences and we are working on a joint sales plan." EnvEve already has a number of renowned customers. Near Rome, a solution is running as a protection against forest fires. Trento uses the technology to monitor air pollution. In Athens, the software monitors the sewage. EnvEve technology is now moving toward a complete Smart City suite.

IBM Global Entrepreneur is part of IBM's Smarter Planet initiative which seeks to develop intelligent IT solutions for all walks of life. "We want to encourage the development of smarter software," says Arora. "The success of an innovation depends on whether it reaches the market fast enough and whether it is well-adapted to the market demands. This is where IBM comes in. We accelerate the execution of ideas."

Who can apply to join the IBM Global Entrepreneur program? Any startup that is privately owned, has been in business for less than five years and develops intelligent software solutions for a Smarter Planet.



SIDDHARTHA ARORA

Technology Executive of IBM Switzerland is in charge of the IBM Global Entrepreneur initiative

Name of organization	IBM Schweiz
Mission statement	Let's build a smarter planet
Postal Address	Vulkanstrasse 106, CH-8010 Zürich
Contact persons	Siddhartha Arora
Function of contact person	Leader IBM Global Entrepreneur, Switzerland
e-mail	siddhartha.arora@ch.ibm.com
Phone number	+41 79 359 95 12
Webpage	www.ibm.com/isv/startup

There's a lot of talk about investing in the future. We do it.

For a secure tomorrow, you have to take a risk today. That's why we are happy to assist pioneering companies who have a well-thought-out business plan.

www.zkb.ch/start-ups

Angel Day

Angel Days, a New Educational Business Angel Program

Swiss Business Angels in the spotlight:

Swiss BusinessAngels (BA) tend to group in networks like BAS, Brains to Ventures, Go Beyond, StartAngels and Mountain Partners. More than 300 BAs invest 20 million CHF per year in start-ups. Individual BA investors contribute a larger investment than people realize. Now that VCs have reduced their commitments to seed and early-stage, BAs are confronting the equity gap by pooling investments beyond the typical CHF 100–500K. This brings the need for more professional collective decision-making and deal structuring, in particular for public/private co-investments such as cantonal funds.

Lead investors attract new ones:

Successful past entrepreneurs who become angel investors are crucial because they not only reinvest the gain from their companies but they help build new companies. Prominent BAs support Angel Day including Peter Pfister at Start Angels, Martin Velasco or Daniel Gutenberg who have been BA of the year in Switzerland. They help build the pipeline of BA investors, because some existing ones will have a fully invested portfolio. Bringing new BAs requires mentoring and coaching, since even successful business people are not experienced or sophisticated seed investors.

Ongoing best practices process:

Angel investment, like entrepreneurship is a close contact group sport. It can be stimulated in a classroom but requires on-going interaction with experts and real-live cases. Angel Days will build a multi-year curriculum covering best practices. SECA's Chapter Seed & VC program will help: Caroline Gueissaz, Director of BAS Romandie originally envisaged trainings with the help of Diego Braguglia of VI Partners and Christian Wenger, Chairman of CTI Invest. Angel Day is also inspired by models such as US seminars that benefited thousands of BAs (Kauffmann foundation "Power of Angel Investment").

Workshop on key topics:

Angel Day will focus on determinants of the return of investment: 1. due diligence, 2. BA experience 3. participation to managing boards. Point 4 is knowing when to exit, especially at a time when trade sales are more difficult. Workshops will be organized twice a year for maximum 15 participants with several active BAs or VCs and recent case studies .

- The due diligence and evaluation workshops will include subjects such as determinants for value, due diligence processes, interpersonal relationships. It will focus on practical implications, some cases studies are included in the program. The training will be completed by a start-up pitching session.



CLAUDE FLORIN

is President of A3 Angels, a seed BA Club founded by alumni of EPFL. He is a partner at Venture Concept providing advisory services in early stage technology investments. He is a coach at CTI start-up program and serves as a Director in a telecom start-up.

- Supporting and managing boards will look into the governance issues that lead investor BAs face when sit on a board of directors or advisors. The workshop addresses structure and role of a board, legal aspects and liabilities, processes, interpersonal relationships. The training will be completed by a networking event with leading board members.
- Structuring and negotiating agreement will aim at simplifying, standardizing and setting expectations. It will review investment term sheets, shareholder agreements and further VC rounds, national and cross-border investments or public co-investment schemes and conditions that facilitate exits.
- Awareness seminars focused on attracting new BAS and introduce them to the ecosystems of incubators and coaches. International BAs will be invited by experienced cross-border investors such as Brigitte Baumann of GoBeyond and Peter Braun of Mountain Club who have served as President and board members of EBAN.

This program is supported by the Commission for Technology and Innovation CTI and by CTI Invest.



www.angelday.ch

BlueLion

BlueLion – Support and Coaching for ICT and CleanTech Start-ups



BlueLion is an initiative to increase the success chances of early stage ICT and CleanTech projects. The BlueLion Incubator offers work spaces, offices and a high degree of support and coaching in a purpose-built new facility in booming Zurich-North.

Zurich is an important center for innovation and technology research in Europe. Well-established knowledge transfer mechanisms create a steady flow of new spin-off projects from academia into startup businesses.

Two industries for which Zurich is fast becoming a hotspot are ICT and CleanTech: World-renowned research institutions, Google's largest site outside the USA, Disney's Cinematography Technology Research Center and many others have created a large and vibrant network of technology research, high-tech startups and active platforms for exchange among experts in these fields. The City of Zurich has put policies into practice to foster these areas: the "eZurich" initiative for the promotion of ICT as well as several sustainability programs.

In spring 2012 the City has opened an incubator designed to support startup projects with ICT or CleanTech focus: the BlueLion Foundation. BlueLion was created by the City of Zurich, ZKB Zurich Cantonal Bank, Swisscom, the foundation Effort for Zurich, and Dr. Christian Wenger, and in partnership with ETH Zurich and the University of Zurich. Day-to-day operations happen in close cooperation with Startzentrum Zurich.

Dr. Christian Wenger, promoter, founder and chairman of the BlueLion Foundation and Chairman of CTI Invest says: „We developed the BlueLion idea over the past three years and are glad to have established a strong network with excellent partners. There is still a strong need to further support and strengthen the start-up community in which BlueLion incubator shall play an important role in the future.“

The BlueLion is located in a state-of-the-art facility, perfectly situated halfway between the airport and the city. This building used to be one of the largest car dealerships in Zurich; its 12.500 m² have now been turned into a lively cluster of creative people and entrepreneurs.

BlueLion targets early stage projects – which are too mature for the lab, but not yet ready to operate fully independently. In addition, together with its sister organization Startzentrum, BlueLion welcomes foreign startup and young companies looking for a first location in the Zurich area.

Its proximity to the local universities, its team with more than ten years of experience in coaching and supporting startups, its "plug-in" infrastructure and its excellent support network of partners with expertise in many disciplines make BlueLion the ideal location to start and grow an ICT or CleanTech startup company.

The BlueLion Incubator offers fully furnished work spaces including IT and telephony infrastructure, a shared reception and secretarial team, and access to meeting rooms and regular events. Single offices of various sizes can also be rented. Gert Christen, CEO of the BlueLion Incubator, describes its purpose:



“A committed team operates the Incubator. Our goal is very simple: we provide concierge level service. The young entrepreneurs must be able to solely focus on developing their ideas, on serving customers and on growing their businesses. All back-office, administrative, or support processes can be outsourced to the BlueLion team. We also place major emphasis on coaching and support: Often entrepreneurs with a technical background haven’t had the chance to sufficiently refine their marketing, sales and business administration skills – this is the skill gap our team can fill.”



Short CV Gert Christen:

Gert Christen possesses over twenty years of international experience in growing new technology ventures, both in startup companies, SMEs and large corporations.

He started Nokia’s commercial content business in North and South America, founded Nokia’s standard product for content download, and headed the operations of Nokia’s systems integration practice in the USA. For six years he was stationed in San Diego, CA, and Dallas, TX, USA, as well as in Rio de Janeiro, Brazil. Before that, as National Rollout Manager, he had overseen Nokia’s network rollouts for the Swiss mobile telecom operators Orange and Sunrise.

Previously he had been active in Radiofrequency Identification for over ten years, including three years in Singapore to create one of the first distribution networks in Asia for these products.

Mr. Christen earned his M.B.A. at Southern Methodist University’s Cox School of Business in Dallas, Texas, USA. His bachelor’s degree was awarded by the University of Applied Sciences in Zurich, Switzerland. His thesis entitled “Fit for Change?” received the distinction of Best Thesis of the Year.

Apart from his role as CEO of the BlueLion Incubator, Mr. Christen also heads the entrepreneurship education at the University of Applied Sciences in Business Administration in Zurich and lectures on international marketing and strategic management.

Name of organization	BlueLion Incubator
Mission statement	ICT & CleanTech Innovation made in Zurich
Postal Address	Luegisland 105, CH-8051 Zürich
Contact persons	Dr. Christian Wenger, President Gert Christen, CEO
e-mail	gert.christen@bluelion.ch
Phone number	+41 43 299 60 60
Webpage	www.bluelion.ch

Your Notes

A large white rectangular area with horizontal blue lines, intended for taking notes. The lines are evenly spaced and extend across the width of the page, providing a structured space for writing.

Swiss High Tech Companies on the Way to Success

In this section Swiss High Tech companies on the way to success are presented.

Instead of 10 we decided to present 15 this year, as the choice to have only 10 was just too difficult to make. All of them deserve to be presented here! Still there are many more Swiss High Tech companies that would also qualify for this section.

The criteria for selection were:

- closing of one or several financial rounds > CHF 1 Mio. and/or
- having paying customers or a product ready for the market entry

One other interesting aspect of the presented companies is, that all of them took advantage of most Swiss support organizations and got involved with investors linked to CTI Invest.

Presented in 2009:

AXSionics, BeamExpress (beamexpress.com), Concretum (concretum.com), Doodle (doodle.com), Glycovaxyn (glycovaxyn.com), HeiQ Materials (heiq.com), Med Discovery (med-discovery.com), NEXThink (nexthink.com), Primequal (primequal.com), Sensimed (senismed.ch)

Presented in 2010:

Arktis Radiation (arktis-detectors.com), Atizo (atizo.com), Basisnote (basisnote.ch), Covagen (covagen.com), Diagnoplex (diagnoplex.com), Insphero (insphero.com), Optotune (optotune.com), Sonic Emotion (sonicemotion.com), Virtamed (virtamed.com), Zurich Instruments (zhinst.com)

Presented in 2011:

Aimago (aimago.com), Attolight (attolight.com), GetYourGuide (getyourguide.com), greenTEG (greenTEG.com), Kooaba (kooaba.com), Lemoptix (lemoptix.com), Malcisbo (malcisbo.com), Memonic (memonic.ch), OekoSolve (oekosolve.ch), ViSSee (vissee.ch)

Stories by:



CLAUS NIEDERMANN

Journalistenbüro Niedermann GmbH
Hirschmattstr. 33
CH-6003 Luzern
+41 41 226 20 80
+41 79 211 58 80
claus.niedermann@jnb.ch
www.cash.ch

Content

- 27 **Abionic**
Fast Device, Quick Founders
- 28 **Bcomp**
Bcomp Wears Success Lightly
- 29 **BioVersys**
BioVersys Disables Bacterias
- 30 **Climeworks**
Energy Storage of the Future
- 31 **compliant concept**
High-tech Cradle for Bedridden Patients
- 32 **Dacuda**
Scanning with the Mouse
- 33 **FemtoTools**
In the Engine Room of the Micro-world
- 34 **Gbanga**
Digital Monopoly
- 35 **Jobzippers**
Universal Career Network
- 36 **nanotion**
On the Trail of Nanoparticles
- 37 **ProteoMediX**
Innovative Cancer Diagnostics
- 38 **QGel**
Where Cells Feel at Home
- 39 **QualySense**
One by One: Quality Control of Bulk Commodities
- 40 **senseFly**
Take off in no Time at all
- 41 **Virometix**
Vaccinate instead of Cure



In this section you can get additional content such as videos or links to related websites.

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Abionic

Fast Device, Quick Founders

Abionic has developed a device for rapid and reliable allergy tests. Currently, the young company is focusing on the technical development, but it is on the road to production.

Living with an allergy is not difficult as long as the person concerned is aware of the sensitivity. However, a reliable diagnosis is possible only through blood sample analysis in a laboratory. A relatively lengthy and, above all, expensive process.

The team at Lausanne-based Abionic is working on an alternative. The young company has developed a device that can gain confidence in the doctor's office. It examines small drops of blood on biomarkers that are typical of the most important allergies.

A year ago, the company, founded in 2010, was able to present the first demonstrator. Today, the analysis device is in pre-clinical testing. Currently, there are test findings for six of the major allergy-causing substances. Abionic CTO Iwan Märki says: "The results are very promising."

During the development phase, the start-up company is working closely with GPs, pediatricians and allergists, who are very interested in the development of the product. If it comes on to the market, they can perform the tests themselves in their practices, opening up a new source of income.

The Abionic team is not only pushing ahead with the technological development, it has already laid the foundations for the production and launch of the device. At the end of March, the spin-off of EPFL received two ISO certifications, one of which is specifically for medical device companies. "Through preparation for the certification, we now know the requirements that we must meet for production," says Abionic CEO Nicolas Durand. "This helps in the selection of manufacturing partners that will ultimately produce the device, and at the same time the ISO certificates will make approval of the device easier."

The team is looking toward market entry with the funding too: CHF2 million could be generated by early April through institutional investors from the Lausanne region and business angels.

The support from investors is not surprising: what the team has achieved in a short time is very impressive. At the same time, the market potential is enormous. Allergies are widespread; in this country about a quarter of the population are affected, estimates the Swiss Allergy Center, with that number growing. In addition, Abionic's technology is suitable, in principle, for the detection of many other diseases.



NICOLAS DURAND
Co-Founder and CEO of Abionic

Abionic SA Lausanne	
Line of business	medical technology
Foundation	2010
Employees	6
Financing	MedHoldings, Polytech Ventures, Blue Ocean Ventures, Fongit Seed Invest, Business Angels Switzerland and private investors
Generated capital	CHF2.6 million Swiss Francs
Web address	www.abionic.com
CTI Start-up Coaching	Yes
CTI Invest Appearance	Yes
Venture Leader	Yes
Venture Kick	Yes
De Vigier Prize	Yes
Additional Awards	DebioPharm Award, Prix du Jeune Entrepreneur, IMD Startup competition, Fondation pour l'Innovation Technologique (FIT)

Bcomp

Bcomp Wears Success Lightly

The Freiburg-based company Bcomp develops lightweight composite materials from flax fiber. The cool products made from a renewable raw material are in demand from ski and snowboard brands, and vehicle manufacturers.


The annual ISPO in Munich is the leading global trade fair for winter sports, and the prizes awarded there enjoy high prestige. The ISPO Eco Award 2012 was won by the German ski and snowboard brand Amplid partly because it relies on a composite material made with fibers from a renewable source. The material comes from the Freiburg-based firm Bcomp. Amplid uses Bcomp's products not only as the cores of its skis and snowboards, but also for its ski poles.

The basic component of the products is a material made of flax fibers. In addition to good environmental performance, it provides more tangible benefits. It is firm, but also very light, allowing, for example, the construction of skis and snowboards weighing up to 30 percent less than today's conventional models with wood cores. It is also more shock absorbent because of the good internal damping, thus lightening the skier's load.

This autumn five ski and snowboard brands will bring skis made from flax fibers to the shops. Bcomp CEO and founder Cyrille Bloinay expects about 10.000 cores, which the start-up will deliver this season. This is only the beginning, as some of the larger manufacturers are already testing the cores.

Still more applications are envisaged – in particular, bicycles. The material will provide light and comfortable saddles, and can also be used to reinforce the frame. Bcomp already enjoys a certain reputation and the company has had repeated contact from other industry sectors. Bloinay says: "At the moment, we are getting inquiries from manufacturers of electric bikes, e-scooters and electric cars. I think this will be something for the future."

Bcomp focuses on development and quality control. The team has formed a network of suppliers, including 3A Composites, the world leader in lightweight plastic foams, which are used in sandwich construction. As a result, the company can ramp up production quickly. And on the financial side Bloinay and his co-founders have laid the groundwork for further growth: at the end of March, they were able to close a financing round with business angels. Remarkable those these successes are, they are even more astonishing given the short period of time in which they were achieved. Bcomp was officially founded only a year ago. At the time, the company was renting in the Freiburg incubator FriUp: it occupied a single desk.

Bcomp AG	
Fribourg	
	
Line of business	Clean technology
Foundation	2011
Employees	5
Financing	Seed Capital Fribourg Foundatoin, Capital Risque Fribourg AG, business angel
Generated capital	> CHF1.5 million
Web address	www.bcomp.ch
CTI Start-up Coaching	Yes
CTI Invest Appearance	Yes
Venture Leader	Yes
Venture Kick	Yes
Additional Awards	Heuberger Jungunternehmerpreis



CYRILLE BLOINAY
Co-Founder of Bcomp

BioVersys

BioVersys Disables Bacteria



MARCEL TIGGES, MARC GITZINGER
Founders of BioVersys

An increasing number of infections are resistant to antibiotics. BioVersys is developing drugs that make bacteria vulnerable once more to antibiotics.

The new Technology Park in Basel opened only last year, but already there is hustle and bustle – for example, at BioVersys. Five employees are working in the well-equipped laboratory. “With the seed financing, we were able to expand not only the team but also to purchase some necessary equipment,” says CEO and co-founder Marc Gitzinger.

The start-up had generated CHF2.5 million by the end of March 2011. Currently, preparations are underway for the next round: the company is targeting CHF10 million by the end of 2012. The sums show how much work is involved in developing a drug, even if the intention, like BioVersys, is to out-license the active agents before the most expensive phase of development – the tests on several hundred patients. The first active ingredient should be ready in about five years.

Furthermore, the ETH spin-off is not starting from zero. “Our technology has been validated,” clarifies co-founder Marcel Tigges, who is responsible for the scientific side. Through the test tube and initial animal studies, and with external partners, the team was able to demonstrate that the developed active substances could override the defense mechanisms of bacteria to antibiotics.

The goal of BioVersys is not to develop new antibiotics, but drugs that can be taken with existing antibiotics and help them return to effective activity. “These new strategies are urgently needed,” says Tigges, “because at the moment multidrug-resistant bacteria are spreading and there’s not a sufficient supply of new, potent drugs.”

The significance of the problem is substantial: according to a study by the European Antimicrobial Resistance Surveillance System, in Europe alone more than 400,000 people become ill each year with bacteria against which several antibiotics are no longer effective. Approximately 25,000 people die every year from this cause, and the number is rising.

Hospitals are particularly affected. Of the CHF30 billion spent annually on antibiotics, half comes from hospitals. BioVersys also focuses on the typical bacteria found in hospitals. “We have identified drug candidates against a number of typical pathogen,” says Gitzinger.

BioVersys’ technology platform has permitted the rapid progress. It allows a targeted search for so-called transcription factors: these proteins switch the bacterial genes on or off, and initiate defensive measures against attacks from antibiotics. A second step systematically searches for molecules that paralyze these transcription factors and thus make the bacteria defenseless.

BioVersys AG

Basel



Line of business	Biotechnology
Foundation	2008
Employees	7
Financing	business angel from the Biovalley Business Angel Club (Biobac), EVA – the Basel Life Sciences Agency, Zürcher Kantonalbank
Web address	www.bioversys.com
CTI Projects	Yes
CTI Start-up Coaching	Yes
CTI Invest Appearance	Yes
Venture Leader	Yes
Venture Kick	Yes
Additional Awards	Life Sciences Award, Swiss Technology Award, Heuberger Winterthur Jungunternehmer Preis, Swiss TB Award

Climeworks

Energy Storage of the Future



CHRISTOPH GEBALD, JAN WURZBACHER
Founders of Climeworks

From pollutant to raw material: young Zurich company Climeworks has developed a process to capture CO2 from the ambient air.

There's too much CO2 in the atmosphere – the gas is the main cause of global warming. Therefore, new fossil thermal power stations now have the necessary equipment to capture and store CO2.

But the much vaunted carbon-oxygen molecule is not only a pollutant: it can also be used as a valuable commodity; for example, in greenhouses. As plants absorb CO2 in order to photosynthesize, sooner or later the concentration of gas decreases in enclosed spaces and inhibits plant growth.

Many vegetable growers use liquid CO2 from the chemical industry to stabilize the concentration of gas to 390ppm (parts per million). Or they let the concentration climb up to 1000ppm, resulting in increased yields of some vegetable varieties of up to 30 percent.

"The supply of liquid CO2," says Climeworks founder Jan Wurzbacher, "is comparatively expensive." Today, it is reckoned to cost up to CHF300 per ton. Hence, the search has been on for a more decentralized and cost-effective method of CO2 production. Wurzbacher and his co-founder Christoph Gebald dealt with this issue in their doctoral dissertations at ETH Zurich, and succeeded in developing a procedure, now patented, that allows CO2 to be separated from the ambient air at heat of just 80 degrees. The pilot plant is scheduled for 2013 and will be installed at an innovative vegetable grower in the Zurich region.

"But our method has much more potential," says Wurzbacher. CO2 is also the raw material of a synthesis gas from which synthetic diesel or kerosene can be obtained. With Climeworks' system, liquid fuels could be produced in desert regions from solar energy, CO2 and water, and transported easily to the consumer.

This vision has brought Climeworks, together with the department of renewable energy sources at ETH Zurich, on to the shortlist of Richard Branson's "Virgin Earth Challenge" to find the best Cleantech firms in the world. At the same time, Wurzbacher and Gebald have also inspired Swiss investors. The first funding round in December 2011 brought in CHF2.25 million from Zurich Cantonal Bank (ZKB) and several business angels.

A second round is also being discussed and will be presented in 2013. By then, the pilot plant in the Zurich Oberland should be running smoothly and the CO2 separator for vegetable growers will go into series production.

Climeworks AG

Zurich



Line of business	Cleantech
Foundation	2009
Employees	5
Financing	Zürich Kantonalbank (ZKB) und business angels
Generated capital	CHF2.25 million
Web address	www.climeworks.com
CTI Start-up Coaching	Yes
CTI Invest Appearance	Yes
Venture Kick	Yes
Additional Awards	Support through Gerbert Rűf Foundation, EUREKA-Eurostars, Winner IMD Start-up competition

compliant concept

High-tech Cradle for Bedridden Patients


MICHAEL SAUTER

Co-Founder & CEO of compliant concept

Compliant concept has developed a monitoring system and a moving bed to prevent pressure ulcers in bedridden patients. This will save public money and patients an unpleasant procedure.

Nurses need to rearrange many bedridden patients every two to three hours. The procedure is uncomfortable and exhausting both for the patient and the nursing staff, and it is costly. But it's necessary: if the patient is moved too little, an ulcer will form and attack the last phase of muscle and bone.

Pressure ulcers are not only painful, but also bring high public sector costs. Studies from the US show that treating a single case can cost tens of thousands of dollars. Overall, pressure ulcers in the US cost \$11 billion annually.

Preventing pressure sores is now significantly cheaper thanks to Compliant concept. The first product from the company is a monitoring system that detects whether patients are moving themselves enough. "The risk of pressure ulcers can be reliably detected and patients are not moved unnecessarily," explains Michael Sauter, founder and CEO of the start-up.

The product comes to the market in June. It consists of a mat with sensors, which is placed under the mattress, and a small evaluation unit. A display in the form of a light alerts the nursing staff at a glance to the risk of a pressure ulcer. "Simplicity is essential in the nursing field," says Sauter.

The practical experience has established the materials scientist from ETH over the past three years. He has secured the support of a high-profile pressure ulcer expert and gained an industry insider to sit on the board. Now Sauter is searching for another investor in the industry: "We are currently looking for business angels who will invest CHF1 million to make our next product ready for market."

This is a bed that slowly moves itself and thus prevents pressure ulcers. The highlight is a mattress base that has no joints or hinges, but nevertheless is still very flexible. It can be manufactured for a good price and needs little maintenance.

Sauter will launch the bed next year. Tests conducted by the start-up at the Paraplegic Center in Nottwil were encouraging: the bed not only prevented bedsores, but the slow movement had a positive effect on the patient's well being.

Based on such experiences, Sauter believes that in the future intelligent high-tech beds might also benefit healthy people. His vision: "Help sick and healthy people get a restful sleep with our smart beds."

compliant concept AG

Dübendorf



Line of business	Medical technology
Foundation	2009
Employees	7
Financing	business angel, Zurich Cantonal Bank
Generated capital	CHF1.5 million
Web address	www.compliant-concept.ch
CTI Projects	Yes
CTI Start-up Coaching	Yes
CTI Invest Appearance	Yes
Venture Leader	Yes
Venture Kick	Yes
De Vigier Prize	Nominee
Additional Awards	Heuberger Jungunternehmerpreis, KTI Medtech Award, EMPA Innovationspreis

Dacuda

Scanning with the Mouse

Handy, convenient and cheap: young Zurich company Dacuda has developed a software that can turn any mouse or smartphone into a scanner.

Sometimes everything just falls into place: at a Venturelab event in 2007, entrepreneurs Michael Born and Alexander Illic met ETH engineers Erik Fonseca and Martin Zahnert. They started talking and soon were discussing a revolutionary scanning technology that combines findings from robotics with digital imaging, and enables hands-free scanning of text and images in real time.

“We quickly realized the potential that lies in such an invention – after all, nearly 500 million mice are produced worldwide each year,” recalls Michael Born. The four founded the company in 2009 and then set themselves their first goal: the development of a scanning software for computer mice and its licensing to a major hardware manufacturer.

The quartet succeeded: the Korean electronics giant LG has been marketing the mouse with “Dacuda inside” since last September. The launch of the US market followed in December, in San Francisco, and today the scanner mouse is available on all five continents – in Switzerland, it is distributed through Mediamarkt, Digitec and Crealogix, among others.

“Parallel with the development of the mouse business,” says Born, “our work with other software companies also intensified.” So now ERP vendors can connect the Dacuda software via interfaces to their own applications, and simplify the collection, processing and archiving of receipts and invoices .


The Dacuda founders do not publish sales figures. But Born hints that the business is growing rapidly and the mouse is already profitable. Furthermore, preparations for the next growth step are already in full swing: the first smartphones with an integrated scan function should be on the market by 2014 at the latest.

On the basis of quantity, the market volume both in mice and smartphones is huge. That could attract powerful competitors. But Dacuda’s founders have prepared for this with a licensing strategy that basically excludes exclusive partnerships. This ensures that a license from Dacuda will always be cheaper than a proprietary development.

“Our technology has the potential to be in practically all consumer electronics devices in a few years,” says Born. In order to make the innovation capable of running even faster for smartphones and tablets, and to further internationalize the company, they are considering a growth financing.



**ALEXANDER ILIC, ERIK FONSEKA,
MICHAEL BORN, MARTIN ZAHNERT**
Founders of Dacuda

Dacuda AG Zurich			Dacuda Scanning redefined.
Line of business	IT		
Foundation	2009		
Employees	20		
Financing	Innovation foundation Schwyzer Kantonalbank (SZKB) and business angel		
Generated capital	> CHF1 million		
Web address	www.dacuda.com		
CTI Projects	Yes		
CTI Start-up Coaching	Yes		
CTI Invest Appearance	Yes		
Venture Leader	Yes		
Venture Kick	Yes		
De Vigier Prize	Nominee		
Additional Awards	Swiss Economic Award, Red Herring Global 100, HSG Gründer des Jahres		

FemtoTools

In the Engine Room of the Micro-world

Miniaturization pace-setter: FemtoTools from Buchs builds tools for the factories of the future.

The capacity of a condenser depends on the applied voltage and the charge amount. But that's not all: deformation energy affects the electrodes and can also change the capacity. The result is a force sensor – in other words, an electrical balance.

The principle also works in the opposite direction: if the voltage to a condenser is increased, an electrostatic force is generated, which can be used, for example, to drive grippers.

This theory has long been known. However, Felix Beyeler was one of the first researchers to make this knowledge work for the handling of microscopically small objects. Between 2004 and 2008, the 34-year-old from Aargau developed, as part of his doctoral thesis at the ETH Institute for Robotics and Intelligent Systems (IRIS), a semiconductor-based manufacturing process for capacitive sensors and micro-grippers.

"I addressed the size range of between one and 100 microns from the outset," recalls Beyeler (for comparison, a human hair is about 80 microns thick). He hadn't given a thought to starting a company, but the proofs of the thesis were hardly dry when researchers from around the world began to inquire after ETH's revolutionary micro-system.

Beyeler put together a team and founded FemtoTools, making the first sales from the rented cleanroom space at ETH. Today, production is outsourced to contract manufacturers. The young company serves clients in the life sciences, materials and micro and nano technology fields.

Due to the high degree of self-financing from the beginning, FemtoTools has had no capital injection for many years. But that is about to change: Beyeler has established a worldwide network of distributors and has already found a lead investor. Now he is looking for co-investors.

Beyeler estimates the market potential of his innovation at about CHF100 million – and only at universities and research institutes. A lot of money for a start-up, but just a trifle if compared with the volumes that are possible if the micro-technology penetrates from the laboratory to production – for example, to the factories of the pharmaceutical, semiconductor and electronics industries.

"Our customers are working in some cases very intensively on this," says Beyeler. And at least one customer has already succeeded. A British pharmaceutical company has been relying on FemtoTools' micro-tools since last year for its quality control.



FELIX BEYELER

Co-Founder & CEO of FemtoTools

FemtoTools AG

Buchs



Line of business	Micro technical
Foundation	2007
Employees	7
Financing	Founders and business angels
Generated capital	CHF 900.000
Web address	www.femtotools.com
CTI Projects	Yes
CTI Start-up Coaching	Yes
CTI Invest Appearance	Yes
Venture Leader	Yes
Additional Awards	Swiss Technology Award

Gbanga

Digital Monopoly



MATTHIAS SALA
Founder & CEO of Gbanga

Mixed reality games are the latest generation of games and young Zurich start-up Gbanga is an international trendsetter.

The most popular game from Gbanga is a strategy game based on the vocabulary of the Mafia, *Famiglia*. A five-digit number of players, mostly from Switzerland, link up regularly and try to snatch control of hotels and restaurants from their co-players. *Famiglia* is a mixture of location-based services, mobile gaming and brand gamification.

But first things first: we are talking about mobile gaming, as *Famiglia* is played with the smartphone. The game is location-based, as the restaurants and hotels around which the game is played must be controlled by players in real time – if necessary by GPS. This ultimately leads to the third point of the brand: gamification. Because the venues are real, restaurant and hotel owners can use the game for brand positioning.

“Eight years of development work went into our platform,” says Gbanga founder Matthias Sala. After graduation the ETH comput-

er emigrated to Silicon Valley, where he worked at the renowned Xerox PARC. In 2008 he returned to Switzerland and founded Gbanga with a healthy mix of enthusiasm and crystal-clear business ideas.

The environment is promising. The gaming industry is a numbers game: revenue from games consoles has grown in the double-digit percentage range, browser-based games such as *CityVille* have put on a three-digit increase annually, and the spread of the new smartphone games has increased 10-fold every year.

It's not just the quantity: there is also a viable business model. Sales ensure that players buy the accessories – at *Famiglia*, for example, a virtual doorman costs \$4,99 – and companies can promote their brand in games with special events; for instance, the Seminar and Wellness Hotel Stoos is active in *Famiglia*.

Sala has had comparatively little trouble in finding willing investors. The first round of financing brought in a six-figure sum from business angels, and a second round is planned, which should bring in more than CHF1 million. What is needed is money for technical improvements and the development of an international marketing strategy.

Sala believes that in a few years' time mixed-reality games will be as well established with the game-playing public as with the advertising industry. “And we at Gbanga,” says the 32-year-old entrepreneur, “are among the most important players in this business.”

Millform AG

Zurich



Line of business	IT, entertainment
Foundation	2008
Employees	8
Financing	business angels
Generated capital	> CHF1 million
Web address	www.gbanga.com
CTI Start-up Coaching	Yes
CTI Invest Appearance	Yes
Venture Leader	Yes
Additional Awards	Swiss App of the Year, Red Herring Top 100 Europe Finalist, Nomination International Mobile Game Award (IMBA)

Jobzippers

Universal Career Network



PETER VOGEL
Founder of Jobzippers

At the interface of academia and professional life: Peter Vogel has revolutionized European graduate recruitment.

At Harvard University about 200 staff are employed to manage some 110 alumni clubs worldwide with more than 60.000 alumni. It's a worthwhile investment: the alumni contribute about CHF600 million annually to the coffers of the elite university.

In European universities, the alumni system has long been a non-issue. However, since public finance shortages are now having an effect on the education system, this is changing rapidly. Universities must take care of their graduates; for example, by offering job sites.

In Switzerland the University of St. Gallen has been a pioneer in this regard, and other universities and federal institutes have followed suit. "But it's precisely this fragmentation," says Jobzippers founder Peter Vogel, "that is the problem." No big company is willing to advertise their high flying jobs on 20 platforms simultaneously.

Therefore, in 2007, aspiring mechanical engineer Vogel built his first graduate recruitment platform. And what began as a student project is now well established: more than 10.000 students have deposited their CVs, and some 320 companies have posted their vacancies, including top names such as Accenture, Credit Suisse and Ernst & Young.

The job offers are available on several channels: on the main portal of Jobzippers.com, on other pages under various themes, and fully integrated on the websites of the affiliated institutions. "With one interface, we give academic institutions the opportunity to build their alumni marketing around the job market, at no charge," says Vogel. The service is paid for by businesses, and in return the companies may advertise not only their jobs but also their HR marketing activities, and in addition contact candidates.

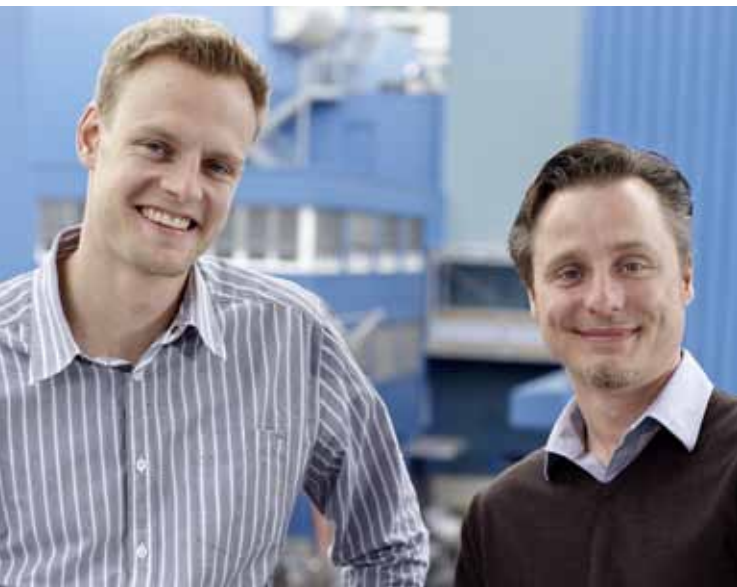
To improve the hit rate on his exchange, in 2011, with ETH Lausanne, Vogel set up a CTI project that complements the traditional profile search with an entirely new element. If "jumper" – as the project is called – is successful, in future Jobzippers will run with a recommendation algorithm that will take non formulated preferences and strengths from the information provided by recent graduates.

"Although we are constantly investing," says Vogel, "we could achieve break-even in the next few months." But the 28-year-old Austrian wants to strengthen the capital base. Two options are possible: a second round of funding, or the entry of a strategic investor – for example, from the media industry. The objective is to strengthen its position on the Swiss market and expand into Europe.

HR Matching AG Zug		
Line of business	Human resources	
Foundation	2011	
Employees	7	
Financing	business angels	
Generated capital	> CHF1 million	
Web address	www.jobzippers.com	
CTI Projects	Yes	
CTI Start-up Coaching	Yes	
Additional Awards	Nomination WEF Technologie Pioneer	

nanotion

On the Trail of Nanoparticles



**BARTJAN DEN HARTOGH,
CHRISTOPHER LATKOCZY**
Co-Founders of nanotion

Nanotechnology is capturing our everyday lives. A measuring device from nanotion AG characterizes nanoparticles in real time.

Since early 2012 any ointments, creams or lotions sold in the EU that contain nanoparticles must be marked; in addition, the Cosmetics Directive of the European Parliament stipulates that manufacturers have to provide various safety certificates.

This points to two things: first, that nanotechnology is well on its way into our everyday lives, and second, that the requirements for production and quality control on the part of manufacturers are increasing continuously. "Random checks with the sampling pipette are not enough any longer," says nanotion CEO Christopher Latkoczy. "What we need today are flow rate measurements on an industrial scale."

In 2007 Latkoczy was asked by his employer – the aquatic research institute Eawag, part of ETH – to further develop German laboratory equipment for determining nanoparticles in transparent liquids. A seemingly routine job. But then the chemist with the Eawag team discovered that a spectroscopic effect considerably simplified the signal analysis. "Suddenly, it seemed possible

to analyze large amounts of liquid on the size, concentration and composition of nanoparticles," recalls Latkoczy.

The 42-year-old took part in business plan courses at the IFJ and got to know materials scientist Bartjan den Hartogh at a founder event. The two joined together and began to improve the existing laboratory prototype.

The device will have its baptism of fire in mid 2012. At ARA Kloten-Opfikon, one of the largest facilities in Switzerland, it will examine industrial wastewater during the treatment process for nanoparticles. In addition, service analysis for industrial customers is on the right track: from autumn 2012, nanotion will support a Swiss pharmaceutical company in quality control.

The next milestone is series production and it should be ready for this at the beginning of 2013. The focus will include the development of user-friendly operating software. The Institute for Micro and Nanotechnology is a university partner of the University of Applied Sciences in Buchs.

The money necessary for the industrialization brought in CHF1,25 million through a funding round in November 2011. A second round is planned for 2013, before the 2014 break-even point will be reached. CEO Latkoczy is convinced that they can meet the ambitious timetable: "Our device has arrived just at the right time."

nanotion AG Zurich		
Line of business	Metrology	
Foundation	2010	
Employees	3	
Financing	business angels and Zurich Cantonal Bank	
Generated capital	CHF1.25 million	
Web address	www.nanotion.ag	
CTI Projects	Yes	
CTI Start-up Coaching	Yes	
CTI Invest Appearance	Yes	
Venture Leader	Yes	
Venture Kick	Yes	
De Vigier Prize	Yes	
Additional Awards	Innovation and Sustainability Award by the Vereinigung START	

ProteoMediX

Innovative Cancer Diagnostics



CHRISTIAN BRÜHLMANN, RALPH SCHIESS

Co-Founders of ProteoMediX

The conventional diagnostic method for prostate cancer produces too many false alarms. A spin-off company from ETH Zurich is working on alternatives.

The prostate-specific antigen (PSA) is a naturally occurring enzyme. In patients suffering from prostate cancer, it is produced in excess, which is why PSA detection is used for non-invasive early screening for carcinomas.

That's the good news, but the bad news is that in three out of four cases, the overproduction of PSA is not linked to a tumor, but to an infection, which the doctor discovers only after a biopsy. Tissue biopsies are very uncomfortable for patients and stress health insurance funds. In the US alone, PSA-related false alarms cost \$2 billion annually.

Young ETH biochemist Ralph Schiess thought there must be a solution and searched for alternatives to the PSA test in his doctoral thesis at the Institute of Molecular Systems Biology. He went on the assumption that 70 percent of prostate cancers result from

genetic defects. Such mutations depend on a protein chaos, and Schiess was able to detect four proteins that are unmistakably associated with the relevant defects.

"The biomarker worked in mice," says Schiess. The breakthrough came with a small study at the Kantonsspital St. Gallen. It turned out that, like the PSA test, the new test doesn't overlook any tumors, but incorrectly indicates only one out of five cases. Schiess together with economist Christian Brühlmann founded ProteoMediX AG in spring 2010. The clinical trials will start in 2013 and, if successful, the new diagnostic tool will reach the market in two to three years.

The business has been financed through a consortium of business angels, a venture capital firm and Zurich Cantonal Bank (ZKB), which together injected CHF2,6 million. "The second round," says economist Brühlmann, "is planned for 2013."

Also of interest to investors is the fact that the biomarker technology from ProteoMediX can be used not just in the diagnosis but also in the treatment of prostate cancer. The reason is that cancer drugs work very selectively: what works with one patient can have no effect on another. "An analysis of the specific protein mixes in the blood," says Schiess, "can provide valuable clues in choosing the right drug."

ProteoMediX AG	
Schlieren	
	
Line of business	Life sciences
Foundation	2010
Employees	4
Financing	business angels, venture capital, Zurich Cantonal Bank (ZKB)
Generated capital	CHF2.6 million
Web address	www.proteomedix.com
CTI Projects	Yes
CTI Start-up Coaching	Yes
CTI Invest Appearance	Yes
Venture Leader	Yes
Venture Kick	Yes

QGel

Where Cells Feel at Home

Lausanne company QGel's novel gel provides the ideal conditions in which to grow all types of diseased and healthy cells. The product is a breakthrough in the search for new drugs and personalized medicine.

The development of new drugs is ever more complex, and at the same time gaining regulatory approval of new therapies is a risky, lengthy and very costly process. In order to reduce costs and bring new drugs to market faster, pharmaceutical companies around the world are adopting novel development methods to generate meaningful data on potential drugs as early as possible.

As a result, industry trends point to testing molecules at a very early stage in a realistic three-dimensional (3D) environment. A multi billion-dollar drug discovery market beckons and, worldwide, numerous companies of all sizes are trying to tap into it. While others are still researching with elementary 3D methods, QGel has a product that has been on the market since 2010 and has allowed pharma customers to make "go or no-go" decisions on drug candidates that they have never been able to do before. All because QGel's product represents the perfect environment for cells of all types.

"We modify our gel to trick cells into thinking they are in a living organism and so they grow, behave and react to drugs in a natural way," says CEO Colin Sanctuary. Cancer, bone, skin and stem cells grow as well in the gel as they do in their natural environment, thus allowing drug tests on realistic tissue. This wide applicability combined with an exact imitation of the natural environment of the cells is unique and is one of the outstanding features of the gel from QGel.

Currently, the gel is distributed to research laboratories, but the majority of the company's revenue is generated from pharmaceutical companies, whose experiments with the gel must be integrated with their high-throughput screening robots. The QGel team completed the development of such high-throughput devices, and first assays were launched in 2011 to a few selected pre-market pharmaceutical partners open to innovation.

A round of financing is necessary this year to bring these high-throughput devices to market, and negotiations are well underway. Although operations are currently self-financed by generated revenue, Sanctuary wants to conclude the round for expansion by the third quarter.

So large is the screening market that QGel is already targeting other applications. The technology can also be used for the much-quoted emerging field of personalized medicine: to find the right drug for the right patient. As a platform technology, this promising gel from the start-up will result in many new applications.



MATTHIAS LÜTOLF, COLIN SANCTUARY
Co-Founders of QGel

QGel SA

Lausanne



Line of business	Biotechnology
Foundation	2009
Employees	5
Financing	founders, business angels, Office for Economic Affairs (SELT) of Canton Vaud
Generated capital	CHF1.4 million
Web address	www.qgelbio.com
CTI Start-up Coaching	Yes
CTI Invest Appearance	Yes
Venture Leader	Yes
Venture Kick	Yes
Additional Awards	IMD Startup Competition, EPFL MoT Start-up Prize, Prix PERL Lausanne

QualySense

One by One: Quality Control of Bulk Commodities

The QSorter from Qualysense allows, for the first time, grains, seeds, and beans to be monitored individually at very high speed. The innovative sorting device has aroused great interest in the agricultural world.

Until today, the quality of agricultural commodities has been assessed by a statistical approach. A few samples are extracted from a huge bulk and tested in the laboratory. The QSorter Explorer, developed by QualySense, moves this practice to a next level and represents a real quantum leap: all grains of the bulk can now be analyzed at very high speed. This means that the true quality can be fully understood. QualySense customers can create highly uniform products and eliminate processing instabilities. Additionally, unwanted grains can be removed thanks to the sorting capability of the QSorter.

The QSorter Explorer adopts proven technologies for the analysis: high-resolution spectroscopy is used to determine nutritional parameters – for example, protein content – while a digital camera identifies external properties; for example, damaged grains, seeds, or beans.

The breathtaking speed allows this process to repeat more than 100 times per second, which enables several kilograms an hour to be tested. And this is only the beginning. QualySense is plan-

ning other versions of the QSorter, such as a multi-ton-per-hour capacity, and expansion into highly attractive international markets. Behind the Qsorter, and its application to the food industry, lies a multi-billion dollar potential.

The first version of the QSorter Explorer was presented to the market at the USA Wheat Quality Council in February and the response was good: those present at conference found the device highly interesting. "Achieving this result in the middle of the US wheat belt makes us feel really proud," says Qualysense CEO Francesco Dell'Endice.

Interest in innovation in a very conservative industry is by no means assured; however, collaboration with the renowned scientist Thomas Pearson and his colleagues at the US Department of Agriculture (USDA) has given QualySense the necessary credibility, sustained by a joint three-year development plan.

Dell'Endice is used to attracting key people to his team, and top managers are already sitting on the board of QualySense. The last addition was Geoffrey Scott, CEO of publicly listed Uster Technologies, who joined in February.

The company closed its second financing round in February with a number of potential investors having to be rejected. But the ambitious plans of Qualysense will present another opportunity to investors in 2013.



FRANCESCO DELL'ENDICE
Founder & CEO of QualySense

Qualysense AG

Dübendorf

QualySense

Line of business	Food quality control devices
Foundation	2010
Employees	9
Financing	business angels, ZKB, venture capital
Generated capital	CHF2.5 million
Web address	www.qualysense.com
CTI Projects	Yes
CTI Start-up Coaching	Yes
CTI Invest Appearance	Yes
Venture Leader	Yes
Venture Kick	Yes
Additional Awards	Finalist Swiss Technology Award, winner IMD Startup composition

senseFly

Take off in no Time at all

The senseFly team has pioneered the manufacture of small flying robots. Based on years of research, the firm developed a tried-and-tested product; now their drones, as they are known, are sold worldwide.

Jean-Christophe Zufferey's aircraft is carried about in a suitcase. With a wingspan of only 80 cm, the *swinglet*, as it's called, weighs in at under 500 gram. It should not be underestimated though: this drone is an autonomous robot that can take-off, fly and land completely independently, and it photographs the terrain while doing so.

The founders of senseFly belong to the pioneers of flying robots. CEO Zufferey began building his first mini-drone 10 years ago, and it formed part of his dissertation at EPF Lausanne. The current CTO, Antoine Beyeler, then built his doctoral thesis on the basis of Zufferey's results.

The two doctors of technical science had no difficulty in understanding the requirements of business, and they have used their extensive knowledge to make their product as simple as possible. This applies not only to the software for planning and monitoring flights, but also to the practicalities: for example, *swinglet* can be started straight from the hands of the user. Due to its low weight, the mini-plane can also land anywhere and, unlike its competitors, it does not need a foil as a landing strip.

No extensive training is required in order to operate a *swinglet*, nor does the mini-aircraft need any infrastructure on the ground. The result? "Our solution costs much less than competing products, is simpler to operate and inherently safe," says Zufferey.

No wonder the start-up got off the ground very quickly. Today, senseFly sells four systems a week at CHF 10.000 each and the team is rapidly growing. "We were in the black very early on," says the CEO.

The drones are used for surveying and mapping. It's a classic growth market, with sales of geographic information systems – products and services related to gathering, analysing and displaying geographic data – rising by 15 percent each year.

Technological progress is an important growth driver. Rapidly created accurate maps, as they have become possible thanks to drones, are being used increasingly to monitor, for example, cultivated land or mining areas, or to make quick damage assessments after natural disasters.

SenseFly now intends to share the growth opportunities arising from this with external backers. The team wants to bring the next generation of drones to market, increase production and expand its service to buyers. "In the end, we want to preserve our reputation as an innovative Swiss company," says Zufferey.



JEAN-CHRISTOPHE ZUFFEREY
Founder & CEO of senseFly

senseFly Sarl

Ecublens



Line of business	Aerial robotics
Foundation	2009
Employees	10
Web address	www.sensefly.ch
CTI Projects	Yes
CTI Start-up Coaching	Yes
CTI Invest Appearance	Yes
Venture Kick	Yes
Additional Awards	Finalist Strategis Award, Best Innovation award Grenoble Innovation Fair

Virometix

Vaccinate instead of Cure

In the fight against infections of the lungs, brain and middle ear, a Zurich University spin-off is developing a new vaccine against pneumococcal disease.

Vaccinations always seem to have a bit of legerdemain about them: trying to provoke an immune response in the body with pathogens that are not dangerous, either because they have previously been defused or because one needs only fragments of potentially harmful viruses or bacteria.

Fragmented pathogens are at the forefront of the fight against inflammatory diseases in medicine today, but this has a serious disadvantage. As the vaccine does not contain the whole microorganism needed to trigger inflammation, the immune response is also only fragmentary. What remains is the regular updating of the vaccine.

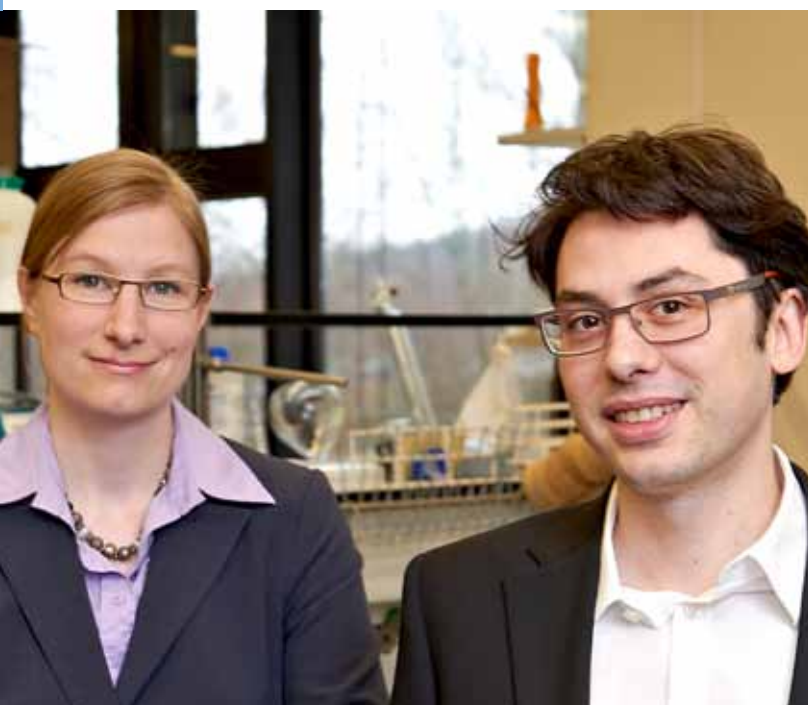
Despite major advances in combating infectious disease, about 75.000 people die every year in Germany alone from pneumonia, and worldwide pneumococcal disease is responsible for the deaths of more than 800.000 children every year. And as more and more strains of bacteria develop antibiotic resistance, that number will rise in coming years.

As a result, Nina Geib and Arin Ghasparian, two 33-year-old biochemists from the University of Zurich, decided in their research on preventative control of pneumococci to take a relatively new approach: designing synthetic nanoparticles that are completely harmless, but nevertheless cause a mature antibody response in the immune system.

Ghasparian's doctoral thesis is built on a technology called synthetic virus-like particles (SVLP). The two Virometix founders are currently developing the vaccine in animal models. Preclinical toxicology studies are then planned and in 2015 the first impact assessments with people should begin.

"The clinical phase costs a lot of money," says CEO Nina Geib. Therefore, next year a second round of funding is planned, which should bring in between CHF2 million and CHF3 million. Talks with business angels and venture capitalists are ongoing.

The business model envisages that by 2016 Virometix will be able to out-license the first pneumococcal vaccine candidates to Big Pharma. The Virometix investors will need patience, but that is not unusual in the pharmaceutical industry. Furthermore, says Geib, one should not underestimate Virometix's unique selling point: "The use of chemical nano-particles for vaccination is a mega trend. But we are the only ones worldwide specifically addressing pneumococci with this technique."



NINA GEIB, ARIN GHASPARIAN
Co-founders of Virometix

Virometix AG
Zurich



Line of business	Life sciences
Foundation	2009
Employees	2
Financing	founders and Zurich Cantonal Bank (ZKB)
Generated capital	0,5 Mio.
Web address	www.virometix.com
CTI Projects	Yes
CTI Start-up Coaching	Yes
CTI Invest Appearance	Yes
Venture Leader	Yes
Venture Kick	Yes

Content

- 44 **CTI Project**
From Science to Market
- 45 **CTI Start-up**
Guiding Science-based Start-ups to Success
- 46 **CTI Entrepreneurship**
From Academia to Business: CTI Trains Entrepreneurs
- 47 **CTI Invest**
From Science to Capital to Market
- 49 **ETH Zurich – ETH transfer**
Linking Science and Business
- 51 **EPFL**
Support to Entrepreneurs
- 53 **venture kick**
CHF 8,1 Mio. Seed Money “for free”
- 55 **Venture (ETH Zurich, Mc Kinsey, CTI)**
Business Plan Competition
- 57 **W.A. de Vigier Foundation**
The Most Valuable Prize for Young Entrepreneurs in Switzerland
- 59 **venture leaders**
The National Startup Team
- 60 **IMD**
IMD Startup Competition
- 61 **Technopark® Luzern**
Start and Grow your Business with High Success Rate
- 62 **Technopark-Allianz**
Technoparks in Switzerland
- 64 **grow – Gründerorganisation Wädenswil**
Science Park Foundation
- 65 **Science Park Foundation on EPFL campus (PSE)**
Your Partner to Launch your High-tech Start-up
- 66 **EMPA**
Closing the Gap
- 67 **Basel Incubator**
Start-up Center of the University of Basel and the FHNW
- 68 **Creapole SA**
Connecting Ideas
- 69 **Eclosion**
From Discovery to Patients
- 70 **Basecamp**
A New Start-up Incubator for High-tech Launched in “Espace Mittelland”
- 71 **Startfeld**
Platform for Promoting Innovations and Start-ups
- 72 **The Ark**
The Foundation for Innovation
- 72 **Swiss Excellence**
Swiss Technical Innovations
- 73 **Euresearch**
Swiss Guide to European Research and Information
- 74 **Swissnex San Francisco and Boston**
“Connect the Dots”

Venture Support



In this section you can get additional content such as videos or links to related websites.

CTI Project

From Science to Market

Embroidered electrodes and conductive synthetic fibers embedded in clothing article for muscle simulation. Breeding of Siberian sturgeons with warm water streaming out of the Swiss alps. Oil field characterization based on listening to the natural murmur of the earth. Clever microneedles for the precise administration of drugs.

Those are only a few examples of innovations the Swiss Agency for Innovation Promotion CTI supported recently under its applied research and development program. In fact in 2010 no less than 343 projects could be financed by CTI with 100 million CHF public money completed by 135 million CHF private investment.

Promotion of applied R&D

“Science to market.” That is the central idea behind CTI’s support for research-based innovation projects carried out by companies together with universities.

CTI supports innovative entrepreneurs. You are an entrepreneur with a brilliant innovative idea. But, to implement it successfully, additional research is required, which a university can provide. Would you like to work with universities and use their know-how and resources for your innovation? CTI helps you to do this: it finances the contribution of university partners up to half of the total project costs.

The CTI supports market-oriented scientists. You are a scientist and your research has great market potential. You want to work with the industry in order to bring your innovation to the market? The CTI supports you: for further research work conducted with a partner company, it pays your salary up to half of the total project costs.

The benefits for industry are twofold: arising from both the project results and the new generation of researchers with market training. The work of CTI demonstrates an excellent leverage effect: for every Swiss franc from the federal government, industry invests another 1,4-plus francs. In the past ten years, CTI has considered more than 6000 applications and, of those, supported more than 3.500 projects. More than 5.500 companies were involved in those as industry partners, 80% of which SMEs. The projects generated a turnover of nearly 2 billion Swiss francs in research and development, with industry assuming approximately 60% of the costs, the Swiss government 40%.

How does CTI project promotion work?

CTI assistance is available to all scientific disciplines. The project partners define their projects themselves. This is the bottom-up approach. The main assistance criteria are innovative content and expected economic impact. Both companies and universities can apply for CTI assistance for research and development projects but CTI money will go only to universities. CTI accepts pre-proposals from companies even before any university partner is involved and can, on request, suggest potential partners. The applicants then choose their partners and go together with them through the CTI promotion process. CTI facilitates easy access to research resources at Swiss universities, in particular for SMEs that lack sufficient R&D capacity and network. Applications are assessed by a top-class team of qualified experts from industry and science and feedback is provided within short time.

Whether entrepreneur or researcher: use CTI assistance for your research-based innovation.

CTI Project

Effingerstrasse 27, CH-3003 Bern

Internet	www.kti.admin.ch
Mission statement	From Science to Market

Contact



Andreas Reuter
 Head of Division R&D-Project
 Promotion and KTT
 +41 31 324 42 77
andreas.reuter@kti.admin.ch



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Swiss Confederation

Commission for Technology and Innovation CTI

CTI Start-up

Guiding Science-based Start-ups to Success

Innovation drives the economy. Switzerland urgently needs people with exciting business ideas, who also have the drive to take on the competition and turn their vision into reality. The aim of CTI is to evolve innovation in and for the Swiss economics through a collaboration between science and the economy. For this purpose CTI launched its CTI Start-up initiative in 1996 to promote Swiss science-based start-up companies with high growth potential. CTI fosters entrepreneurship via its training and coaching courses. These activities are modular in structure and enable young entrepreneurs to get the specific support they need.

What does the CTI scheme offer?

Start-up companies are given an initial assessment and feedback on their business plan. Once accepted into the **CTI Start-up** programme the company is assigned a professional business coach. The CTI's coaches have a proven track record in growing start-up companies and are able to draw on a wide network of business contacts. They support the company for up to two years and stay in regular contact with them. Workshops are offered to give companies a specific boost in fields such as intellectual property rights, financing, business modeling, sales, etc. With **CTI Invest** companies are able to benefit from a large network of investors. In collaboration with **swissnex** Boston and San Francisco they have access to a huge business network in the U.S. and could even be provided with temporary office space to conduct business development on-site in the U.S.

The process can culminate with the award of the CTI Start-up label. The award is based on an extended assessment of the company by an independent board of experts and demonstrates the start-up's readiness for sustainable growth, whether independently or with additional venture capital. This award can be a real asset when it comes to securing future financing from the market. Since 1996 more than 250 companies have been awarded the CTI Start-up label. Over 85% of them are still in business. They are directly responsible for the creation of around 3500 highly-qualified jobs and have raised more than CHF 1,2 billion in external financing. A study carried out by the University of Basel in 2010 compared the performance of CTI label companies with a test group from the same technology fields that had not benefited from such coaching. CTI label companies showed a substantially higher survival rate. They had also grown twice as fast and had been successful in acquiring more venture capital.

Conditions

To be eligible for this support, companies need to conduct their business activities in Switzerland. We look for market-driven projects with a strong technology base and adequate intellectual property protection. Projects need to be scalable with a strong market potential and are expected to generate a multi-million turnover within five years. And best of all: Our services are free. All we expect is a committed and motivated team with enough diversity to cover the key competencies needed in a start-up.


If you want to set up a strong start-up, contact us and become part of the CTI Start-up programme.

CTI Start-up	
Effingerstrasse 27, CH-3003 Bern	
Internet	www.ctistartup.ch
Mission statement	Guiding Science-based Start-ups to Success
Number of employees	5 internal, 50 external

Contact



Dr. Daniela M. Meier
 Head a.i. Start-up Promotion & Entrepreneurship
 +41 31 322 11 47
 daniela.meier@ctistartup.ch

 Schweizerische Eidgenossenschaft
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 Confederazione Svizzera
 Confederaziun svizra

Swiss Confederation

Commission for Technology and Innovation CTI

CTI Entrepreneurship

From Academia to Business: CTI Trains Entrepreneurs

CTI offers in the framework of CTI Entrepreneurship the consulting and training programme "venturelab". The programme is targeted for potential and existing young entrepreneurs and sensitizes since 2004 students primarily from the technological sectors with tailor-made training modules for the topic of entrepreneurship and trains startups for success.

The vision of CTI is, to create a relevant contribution to the creation of new jobs in Switzerland in the high-tech environment with high added value. This is done by motivating students in Universities to start their own company as an attractive and rewarding career alternative and the other side to help young entrepreneurs with highly experienced start-up experts in a step by step approach to set up an own company. Venturelab is focusing on the best and most motivated potentials in order to bring promising business ideas into reality which help to strengthen the competitive position and contribute to the future growth of the Swiss economy.

venturelab offers a variety of coaching and training modules. This includes one-day workshops ("venture ideas"), practically-oriented 5 day crash courses ("venture plan"), 5 day courses more advanced start-ups "venture training") and semester courses for

students at universities ("venture challenge"). With "venture leaders" 20 young entrepreneurs have the chance to spend 10 days in a business environment in the USA. The winners will have the opportunity to attend an entrepreneurship course at the renowned Babson College in Boston and will have the chance to meet potential investors and business partners. At the end of each training module, a jury of potential investors and business angels judges the individual business idea and give valid recommendation for improvements.

venturelab is active at almost all universities and technical colleges. At the expert level, venturelab also works closely together with CTI Start-up. The use of trainers with an entrepreneurial background is undoubtedly one of the success factors.

Young entrepreneur prizes and competitions are an excellent opportunity not only to draw attention to individual start-ups but also to place entrepreneurial independence in the limelight; venturelab graduates are amongst the most outstanding achievers in this regard.

From 2004 up to 2011, more than 22'000 students and startups used the opportunity with venturelab to further develop their entrepreneurial ideas. 26% of the participants have an educational background from ETH/EPFL, 27% from other universities and 47% from the universities of applied sciences. 18% of the participants are female.

CTI Entrepreneurship

Effingerstrasse 27, CH-3003 Bern

Internet	www.venturelab.ch / www.ctistartup.ch
Mission statement	CTI Entrepreneurship with its national programme "venturelab" organizes project-oriented training modules for students and young entrepreneurs in the technology field.

Contact



Hugo Zimmermann
Head of Project
+41 31 324 58 71
hugo.zimmermann@kti.admin.ch



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Commission for Technology and Innovation CTI

CTI Invest

From Science to Capital to Market

In May 2003, CTI Invest was founded by Swiss investors with the aim to become the leading financing platform for Swiss high tech companies. At that time the Swiss venture capital scene was very fragmented. We believe that in the meantime we have contributed to the better integration of all relevant players in this important ecosystem for our country.

The number of the new investor members joining our platform over the past years was significant and reflects the recognition and visibility achieved by the work of CTI Invest.

The number of Swiss high tech companies that are presented to the members at the four **Swiss Venture Days** at the SIX Swiss Exchange in Zurich increased to 25–30 per year. Furthermore all these company pitches are made available on our webpage through our video podcasting service (live take) to all members.

Almost all of the presented investment cases were out of the Swiss coaching program CTI Start-up and almost three quarters of them were spin-offs from ETH Zurich or EPF Lausanne.

The resulting financing volume is impressive, especially the fact, that on average half of the presented cases close a financing round.

The most important networking event of CTI Invest, the **CEO Day**, attracts more participants every year, for more information read about it in the CEO Day cover story.

The best practice workshops are offered by our members and sponsors, success stories are presented as well as 1to1 meetings with potential investors and industrial partners offered.

Recently the **Innovation Roundtables** were launched, an event where Industrial Partners, Investors and Start-up companies meet to discuss an Industry relevant topic.

Besides the annual membership fee of the investor members, CTI Invest is benefiting from the sponsoring from well-known Swiss institutions and companies and from a very close and fruitful partnership with the Commission for Technology and Innovation CTI.

CTI Invest also co-initiated the www.startupticker.ch website as well as the [Angeldays](http://www.angeldays.ch) (www.angelday.ch).

CTI Invest

Seehofstrasse 6, CH-8008 Zurich

Internet	www.cti-invest.ch
Mission statement	The Leading Financing Platform for Swiss High Tech Companies.
Number of employees	3



Contacts



Jean-Pierre Vuilleumier
 Managing Director
 +41 79 251 32 09
vui@cti-invest.ch



Veronika Riggauer
 Assistant
veronika@cti-invest.ch



Christian Brand
 Deal Sourcing and Assessment
 CTI Start-up Coach

Linking Science and Business

ETH transfer is the dedicated technology transfer office at ETH Zurich

ETH transfer is an excellent point of entry for the industry and investors to

- > Discuss collaborations
- > License ETH technologies
- > Establish contacts with spin-off companies

ETH transfer manages a broad licensing portfolio that includes the following fields

- > Advanced materials
- > Biotechnology and pharmaceuticals
- > Chemical processes and compounds
- > Diagnostics
- > Electrical and electronics engineering
- > Information and communications technology
- > Mechanical engineering and aerospace
- > Medical technologies and devices
- > Micro- and nanotechnology

View our licensing opportunities at www.transfer.ethz.ch

ETH Zurich has an impressive five-year track record

- > More than 1200 new research agreements
- > Over 300 new patent applications
- > 110 new spin-offs

ETH Zurich – ETH transfer

Linking Science and Business

ETH Zurich is a leading global natural science and engineering university. Its technology transfer office, ETH transfer, is linking science and business and has a long tradition of supporting spin-offs.

The Swiss Federal Institute of Technology (ETH Zurich) has an impressive five-year track record in technology transfer with 110 spin-offs, more than 1200 new research agreements and over 300 patent applications. Founding of spin-off companies has been a strong focus of the institution over the last 18 years. A lot of effort has been put into the encouragement and support of such ventures and accordingly the number of newly founded spin-offs has increased significantly over the last few years, with 22 in 2011 alone. And these companies are successful; 88% of ETH Zurich spin-offs survive the first five years. Various spin-offs have gone through a trade-sale such as Kuros-Therapeutics (Straumann), ISE (Synopsis) or GlycArt (Roche), Procedural (ESRI). A few are even listed at the Swiss stock exchange (e.g. u-blox, Cytos). Others, such as Autoform, Sensirion and Supercomputing Systems have

kept their independence and are to date established Swiss companies respected in the international markets. A study published in 2008 shows that investments in ETH spin-offs pay off with an average pooled internal rate of return (IRR) of more than 40%. National and international investors have already recognized this and spent close to 170 M CHF over the last 10 years on ETH spin-offs.

These positive results are based on an exceptional mixture of excellent technologies, highly motivated and educated people and a broad and professional fostering of the entrepreneurial spirit at ETH Zurich. ETH transfer will continue to give its utmost best to prepare spin-offs for a good start, by providing on-campus housing, access to infrastructure, coaching, a wide network of partners and platforms such as the Venture business plan competition to establish local and international visibility.

Switzerland is a champion in generating new technologies. At ETH Zurich we will continue to direct all our efforts to make these available to the market. Spin-offs are an excellent vehicle for this purpose.

Come and visit ETH transfer!

ETH Zurich – ETH transfer

Raemistrasse 101, CH-8092 Zurich

Internet	www.transfer.ethz.ch
Key numbers	<ul style="list-style-type: none"> • 110 Spin-offs founded in 5 years • 22 Spin-offs founded in 2011 alone • Spin-off survival rate of 88% • > 1200 new research agreements in 5 years • > 300 patent applications in 5 years

Contact



Dr. Silvio Bonaccio
 Head of the Office, HG E43-49
 +41 44 632 23 82
transfer@sl.ethz.ch



Eidgenössische Technische Hochschule Zürich
Swiss Federal Institute of Technology Zurich



A detailed study on ETH Zurich spin-offs and their economical impact has been published in 2008.



ÉCOLE POLYTECHNIQUE
FÉDÉRALE DE LAUSANNE

Innogrants by EPFL

Some promising people that benefited from it



with the support of

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KPMG's « Inspiration Grant »
to ETHZ & EPFL

Ecole Polytechnique Fédérale de Lausanne

Support to Entrepreneur

EPFL is considering innovation and technology transfer as a critical mission of academic institutions. With its **Garage**, a building for very early stage start-ups, the close-by **PSE** (Parc Scientifique) and the **Innovation Square** for established companies, EPFL has all the tools to welcome innovative companies. EPFL generated 15 new start-ups in 2011.

The **Innogrants** are an internal grant mechanism where the school can support its entrepreneurs before they create their company. Since 2005, 50 projects have been funded and despite the obvious risky status of such projects, more than 28 companies have been founded: Aimago, Aleva, Attolight, Daav, Digital Optim, Excellness Biotech, Enairys, Imina Technologies, Inocs, Jilion, Lemoptix, Madeinlocal, Minsh, Novagan, Ozwe, Prediggo, Routerank, StereoTools, Swissto12. This tool has also an indirect role: encouraging the entrepreneurial spirit. The MICS Spin Fund is a similar tool which supported Scala or Kandou for example. Together with the **College of Management of Technology** and also

with the help of the “innovation ecosystem” including PSE, CTI, venturelab and many others, the Innogrants contribute to encourage young and dynamic people in trying, taking risks in facing uncertainty and sometimes failure.

The organization of the “**venture ideas**” events have been important as another encouragement tool. Role models, successful entrepreneurs such as Franck Riboud (Danone) Marc Burki (Swisquote), Eric Favre (Nespresso), Aart de Geus (Synopsys), Pierre Chappaz (Kelkoo) and even Daniel Rossellat (Paleo Festival) told their daily challenges will hopefully create vocations among researchers and students. In 2012, the founders of Kandou, Koka and Housetrip will be the first speakers. As a final word, the Innogrants would not have been possible without the support of its generous “friends”: **Lombard Odier** is the original partner of the Innogrants; in addition **KPMG** and **Helbling** celebrate outstanding EPFL innovations.

Ecole Polytechnique Fédérale de Lausanne

EPFL/VPIV Innovation Square, Building J, CH-1015 Lausanne

Internet	http://vpiv.epfl.ch/innogrants
Mission statement	EPFL is one of the two Federal Institutes of Technology in Switzerland. Like its sister institution, ETHZ, it has three missions: education, research and technology transfer at the highest international level.
Number of employees	10.000 people on campus

Contact



Hervé Lebret
 Head of Innogrants
 +41 21 693 70 54
herve.lebret@epfl.ch



130'000 to kick your startup

Explore the business potential of your technology

Are you doing innovative research? Ever considered exploring the market potential of your application? venture kick provides you with CHF 130'000, support and network of investors to kick-start your own company.

Get your kick: www.venturekick.ch

venture kick is a fully private initiative supported by:

— GEBERT RÜF STIFTUNG —
WISSENSCHAFT. BEWEGEN

ERNST GÖHNER STIFTUNG

OPPO STIFTUNG

AVINA STIFTUNG

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venture kick

CHF 8,1 Million Seed Money “for free”

By the start of 2007, venture kick supported more than 220 spin-off projects with amounts ranging from CHF 10.000 to 130.000 – and they are non-refundable!

So far the startup projects benefited from over CHF 8,1 million in seed money and generated a financing volume of over CHF 250 million.

Initial analysis shows: the incorporation of 165 companies has been initiated by the money granted to researchers of Swiss universities as starting capital for innovative business ideas. This has resulted in the creation of about 1600 jobs and triggered a total funding volume of approximately CHF 250 million by external sources (business angels, venture capitalists, CTI projects, banks, awards etc.).

Each month, 8 prospective entrepreneurs present their projects to a top-class jury consisting of leading startup experts and investors: 4 of them are granted CHF 10.000 each and qualify for level 2 (CHF 20.000). After another six months at the latest, the best teams participate in level 3 (CHF 100.000). Precondition for getting the final CHF 100.000 is the incorporation of the company.

venture kick is an initiative of private donors and financed by the foundations of GEBERT RÜF, ERNST GÖHNER, OPO, AVINA and FONDATION 1796.

The six portrayed startups have been accompanied by venture kick from idea to incorporation. Each project has been supported with CHF 130.000. These startups have convinced further investors and triggered significant financing volumes.

venture kick

c/o IFJ Institut für Jungunternehmen,
Kirchstr. 1, CH-9010 St. Gallen;
Technoparkstrasse 1, CH-8005 Zürich;
PSE-C, CH-1015 Lausanne

Internet	www.venturekick.ch
Mission statement	We double the number of spin-offs at Swiss universities by providing seed money for free.
Number of employees	6

Contacts



Beat Schillig
Managing Director
(german part of CH)
+41 71 242 98 68
beat.schillig@venturekick.ch



Jordi Montserrat
Managing Director
(french part of CH)
+41 (21) 553 09 88
jordi.montserrat@venturekick.ch



venture kick



Marc Gitzinger (CEO and co-founder BioVersys):
 "venture kick helped us to create out of a scientific project a valid business model. The feedback from the coaching sessions and the experienced jury takes your project to the next level."



Stephane Doutriaux (founder and CPO Poken)
 "One of the most valuable elements of the process is the opportunity it provides to pitch an idea to a panel of experienced judges."



Sadik Hafizovic (CEO and co-founder Zurich Instruments):
 "The 130k were a true boost for our startup as the money and support enabled us to leap ahead of our competition without compromise."



Jochen Munding (founder routeRANK)
 "More than the significant financial contribution, venture kick helped establish a number of extremely valuable contacts for routeRANK."



Mark Blum (co-founder Optotune):
 "The venture kick funds allowed us to hire two engineers in an early stage to accelerate product development and thus reduce time to market."



Bettina Ernst (co-founder Preclin Biosystems)
 "venture kick has been of tremendous help in shaping us as entrepreneurs and in guiding our company through the start-up phase."

Venture (ETH Zurich, McKinsey, CTI)

Business Plan Competition

Companies for tomorrow

“venture” 2012 is an initiative of McKinsey & Company, Switzerland, the ETH Zurich, the innovation promotion agency CTI and Knecht Holding. The Swiss-wide business plan competition supports young entrepreneurs in founding a company. “venture” 2012 – like “venture” 1998, 2000, 2002, 2004, 2006, 2008 and 2010 – aims to put to use untapped innovation potential by encouraging young entrepreneurs to develop a business idea. A number of renowned companies from Swiss industry and commerce sponsor the competition.

Experienced **coaches** support competition participants in the development of their business idea and the preparation of their business plans and in the search for suitable partners and the necessary capital. Participants also receive feedback from the team of highly qualified jurors. The jurors (approximately 80 people) be-

long to one of two groups: entrepreneurs, who evaluate the formal and business aspects of an idea, and investors, who evaluate its financial attractiveness. “venture” 2012 offers total prize money of over CHF 150,000 for the winning business ideas and business plans.

Participants receive additional support in the form of various **events**, e.g., a series of “Founder Knowledge” seminars as well as special workshops. Comprehensive **information material** is also on offer, such as the business plan handbook “The New Venture Adventure – Succeed with Professional Business Planning.”

“venture” is addressed to budding entrepreneurs in Switzerland who have innovative business ideas. Participants may **enter the competition** as individuals or as a team.

Venture (ETH Zurich, McKinsey, CTI)

c/o McKinsey & Company, P.O. Box, CH-8060 Zurich-Airport

Internet	www.venture.ch
Mission statement	Support young entrepreneurs in developing a business plan and create companies for tomorrow

Contact

Venture Office
+41 44 876 67 81
office@venture.ch

More than



Winners

1998	Sensirion
2000	Xitact
2002	AXSionics (cod-It)
2004	Molecular Partners
2006	Arktis Radiation Detectors
2008	Optotune
2010	Blueshift Pharma



W.A. DE VIGIER FOUNDATION

Promoting Young Entrepreneurs in Switzerland

5 x CHF 100.000 Every Year for Innovative Business Ideas

The most valuable prize for Young
Entrepreneurs in Switzerland, since 1989

Application deadline: End of September

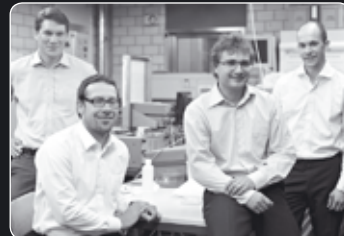
Winners:



I. Fish: Selexis (2000)



M. Vögeli, G. Davatz, R. Chandra:
Arktis Radiation (2007)



P. Stein, W. Glatz, L. Durrer,
E. Schwyter: GreenTEG (2010)



M. Sieber, P. Mathis, T. Rein,
J. Reck: GetYourGuide (2011)



W.A. de Vigier Foundation
Support for young entrepreneurs in Switzerland

www.devigier.ch

W. A. de Vigier Foundation

The Most Valuable Prize for Young Entrepreneurs in Switzerland

“Switzerland needs entrepreneurs. It’s where the future lies!” Such, in a nutshell, was the credo of William A. de Vigier (1912–2003), who established the foundation of the same name.

When he created the W. A. de Vigier Foundation in 1987, canton of Solothurn-born William de Vigier wanted to provide something that young entrepreneurs with good ideas so often lack, something indeed that he had also lacked when setting up his own company Acrow Engineers Ltd: the necessary start-up capital.

At the peak of his entrepreneurial activity, William de Vigier presided over a global steel conglomerate that employed more than 12.000 people.

The W.A. de Vigier Foundation is another success story. So far, more than 80 young entrepreneurs have won the prize, of whom more than 2/3 continue to be active in the market.

Moritz Suter, Chairman of the board of trustees, considers this “an excellent result given the number of entrepreneurs who start off successfully but then fall by the wayside”.

In the meantime the foundation also offers free consulting hours for young entrepreneurs to be, is organizing Alumni events for the former prizewinners and Nominees and is supporting a number of promising initiatives to foster entrepreneurship in Switzerland.

In 2010 the foundation introduced the award of the **Supporter of the Year**, an honor dedicated to people that have contributed greatly to the entrepreneurship in Switzerland.

In the same year the foundation also co-initiated the launch of the news website www.startupticker.ch.

The Foundation will celebrate its **25th anniversary** in 2012 with an exhibition about the life of W.A. de Vigier (31.5.–31.10.2012) at the Sommerhaus (www.sommerhaus-devigier.ch).

W. A. de Vigier Foundation

Sommerhaus, Untere Steingrubenstrasse 21,
CH-4501 Solothurn

Internet	www.devigier.ch
Mission statement	To award five times CHF 100.000 to young entrepreneurs in Switzerland every year.
Number of employees	2



W.A. de Vigier Stiftung
Förderung von Jungunternehmern in der Schweiz

Contacts



Jean-Pierre Vuilleumier
Managing Director
+41 79 251 32 09
jpvuilleumier@devigier.ch



Veronika Riggauer
Assistant
vriggauer@devigier.ch


The swiss
national start-up team
is trained by
venturelab



What about you?

Since its beginnings in 2004, about 20 000 people, passionate about startups have benefited from venturelab training. From introductory events to semester long power workshops, we have it all. The 20 best – the venture leaders – fly every year as the Swiss national start-up team to Boston to pitch to international industrials and investors. www.venturelab.ch

VENTURELAB. START-UP TRAINING PROGRAM BY THE
COMMISSION FOR TECHNOLOGY AND INNOVATION CTI

 Schweizerische Eidgenossenschaft
Confédération suisse
Confederazione Svizzera
Confederaziun svizra

Swiss Confederation

Commission for Technology and Innovation CTI



venturelab

venture leaders

The National Startup Team

What former venture leaders say about the program:



Paul E. Sevinç, Co-Founder of Doodle
 "I was worried that we would waste time on chitchatting and sipping cocktails. But venture leaders is an intense business-training program that helps me much better face various challenges that lie still ahead for our company."
www.doodle.com



Giovanna Davatz, Co-founder of Arktis Radiation Detectors
 "In venture leaders 2007 we were a group of four women. The exchange among us was intense and fruitful. It gave me a real energy boost! venture leaders is crucial to encourage women to become entrepreneurs."
www.arktis-detectors.com



Jan Lichtenberg, Co-founder of InSphero
 "Exceeding contacts and Swissnex Boston – I was positive surprised about it! By participating I came in contact with Novartis for a sales pitch. Everybody there walks an extra mile for us!"
www.insphero.com



Arnaud Bertrand, Founder of House Trip
 "venture leaders is one of the best experience I had since I started HouseTrip.com. Spending two weeks at the heart of the Bostonian entrepreneurial community with other project leaders taught me a lot and also started many friendships."
www.housetrip.com



Alexander Ilic, co-founder of Dacuda
 "In sum you get so much inspiration and perceptions in a short period of time. A lot of us did follow-up meetings and took valuable inputs for business development back home."
www.dacuda.com

Every year, 20 carefully selected scientific entrepreneurs get a unique chance to give their startup business a boost. As winners of the venture leaders prize, they form the swiss national startup team and participate in a 10-day business development program in the Boston area (USA).

The venture leaders program is run by venturelab, a national start-up training program by the Commission for Technology and Innovation CTI, with the support of the international Entrepreneur of the Year Award by Ernst&Young. Eligible to participate in the venture leaders prize are scientists pursuing a concrete business opportunity based on their research and startup entrepreneurs with global growth ambitions.



venture leaders

c/o IFJ Institut für Jungunternehmen,
 Kirchlistrasse 1, CH-9010 St. Gallen;
 Technoparkstrasse 1, CH-8005 Zürich;
 PSE-C, CH-1015 Lausanne

Internet	www.venturelab.ch/vLeaders.asp
Mission statement	We offer 20 highly selected startup entrepreneurs (The Swiss National Startup Team) a unique 10-day business development program in Boston (USA).
Number of employees	4

Contacts



Beat Schillig
 Managing Director
 (german part of CH)
 +41 71 242 98 68
beat.schillig@venturekick.ch



Jordi Montserrat
 Managing Director
 (french part of CH)
 +41 21 553 09 88
jordi.montserrat@venturekick.ch

IMD

IMD Startup Competition

IMD is recognized as one of the world's top business schools. Our MBA is consistently ranked as one of the best in the world.

Every year in October we search for 20 startups to work with our MBA students. The IMD startup competition provides a unique opportunity for Swiss technology startups to benefit from the help and insights of a team of dedicated, experienced IMD participants from two of our flagship programs, the fulltime MBA and the Executive MBA. These participants, screened to participate in one of the most selective business programs in the world, represent some of the sharpest brains around. Do you want to benefit from their concentrated help to crack some of your most resistant business challenges? Do you need some fresh thinking to refine and validate your business model, or provide some new momentum to your fund raising efforts? Do you want outsiders to test your concepts and help you develop the most appropriate development routes? Then consider applying for the IMD Startup Competition with your company.

Selection criteria

We are looking for early-stage companies that have a solid chance of market success, have a team that is curious and willing to open themselves up to a small group of management "students", can provide a good learning opportunity for our participants and whose timing fits with the IMD programs.

Qualities we are looking for

A real venture, with an established team and demonstrated resources in place in November to take it forward over the next 9

months at least. The venture must have at least one person working on it fulltime.

A demonstrated willingness to work with the MBA students, and communicate freely with them. A 3-year standard NDA can be requested of the students, but there must be a willingness to be open with the students about the company, its finances and its technology.

The new venture should ideally be locally based. Ventures with bases further away (Paris, Lyon, Grenoble, Frankfurt, etc.) will be considered but they have to incorporate the need to travel to Lausanne in their budgets and time agendas.

Preference will be given to technology-based enterprises, though this is not a formal requirement. The quality of the opportunity and the commitment of the team will be determining factors.

Ability to cover minimal costs. There is no cost for the startup (except for travel expenses for the Silicon Valley expedition for the EMBA projects), apart from a requirement to cover the incidental expenses incurred by the participants on behalf of the startup (for example phone calls if an industry survey is conducted, printing of reports, etc.). This will be discussed upfront with the startup before any expenses are incurred.

Previous winners have included: Abionic, AC Immune, Aeon Scientific, Axovan, Bcomp, BeamExpress, BioVersys, Cidway, Dacuda, Dartfish, Delta Robotics, Doodle, DeskNet, Endosense, Exalos, Flisom, Glycart Biotech, SourcingParts.com, Kooaba, nanotion, Pix4D, Primequal, id Quantique, LyncéeTec, SpinX, Shockfish, StereoTools, NexThink, Labseed, Lemoptix, Femtotools, Hyperweek, Mnemonic, PicoDrill, Poken, Preclin Biosystems, Stemergie, QGel, Koemei, ViSSee, VisioWave, Wavecall and Xigen.

IMD

CH. de Bellerive, 23, C.P. 915, CH-1001 Lausanne

Internet	www.imd.ch/startups
Mission statement	Practical and hands-on support for Swiss entrepreneurs from the MBA and EMBA students of one of the world's top business schools.
Number of employees	300

Contact



Jim Pulcrano
Executive Director & Member
of the EMBA Teaching Team
+41 21 618 02 24
Pulcrano@imd.ch



Technopark® Luzern

Start and Grow your Business with High Success Rate

The companies of Technopark Lucerne clearly demonstrate above average success rate. This is the result of

- admitting only companies with both convincing management team and business case
- coaching the entrepreneurs to systematically increase the value of their company
- providing the necessary network to lead customers, the financial community, expert advice and universities.
- enabling companies to concentrate on their customers and business due to the availability of state-of-the-art infrastructure services.

So far, some 50 companies have started their business in the Technopark Lucerne.

- The blended mix of companies in the different entrepreneurial stages from start-up to early growth to stable on-going business “under one roof” creates an inspiring environment.
- In this environment, Technopark companies are profiting from the active exchange of ideas and experience with colleagues facing the same entrepreneurial challenges.
- Specially valuable to the Technopark community are the experiences of serial entrepreneurs who have already successfully started and sold a business and have chosen Technopark Lucerne to start their new ventures.
- The some 400 active and Alumni companies of the Technopark Alliance enable additional valuable contacts on how to start and grow a business successfully.
- As Technopark Lucerne is embedded in the famous D4-Business Campus with more than 120 established internationally successful companies with more than 2000 people such as Nielsen, Geistlich, Sage, Siemens, Noser, Sealed Air, Zurich Financial Services, Technopark Lucerne companies are not isolated in an only start-up environment, but positively exposed to the reality of daily pulsating business.

Technopark Lucerne companies are successfully serving important customers such as Siemens, Schindler, Swisscom, SBB,

Post Finance, Nokia, BKW, Migros, Coop, Bayer, Atel, Securitron, Puma, CSS, etc.

Technopark Lucerne Companies have the advantage to have access to the partner companies supporting the Technopark such as Schindler, SUVA, Maxon Motor, Luzerner Kantonalbank, CKW, Sage, ALSO, B Braun Medical, Bison, etc., be it as potential customers or just to get valuable feedback on important business issues.

WACHSTUMSKAPITAL AG

WK AG as 100% subsidiary of the Luzerner Kantonalbank delivers early-growth financing for selected companies. The fund has been established as result of a joint initiative of Technopark Lucerne and LUKB. Several Technopark Luzern companies have positively passed the acceptance criteria. Together with other financial stakeholders (CTI Invest, BAS Business Angels, SFN Stiftung für Neuunternehmer, among others), yearly investment level will be several Mio. CHF.

TECHNOPARK Start-up Model

- Value selling and early proof of quantified customer value.
- Value capturing by actively ensuring sustainable competitive advantages where possible.
- Methodical value & risk management: Identify and systematically eliminate risks in the right order. Each time a risk is eliminated, the company value goes up accordingly, making bootstrap finance possible.
- Balanced Scorecard to actively manage the non-financial value drivers. The nature of value drivers change as the company develops through the seed, start-up and early-growth phase.
- Lifecycle coaching as highly structured process to guide the companies over several years to success, integrating CTI, venturelab, IFJ, etc. offerings when and where appropriate.

Rental area: ca. 5.000 m²;

companies: ca. 50; member of the **TECHNOPARK®-Alliance**

Technopark® Luzern	
D4 Platz 4, CH-6039 Root Längenbold	
Internet	www.technopark-luzern.ch
Mission statement	The place to grow



Contacts



Hansruedi Lingg, CEO
 +41 41 455 21 24
 Hansruedi.Lingg@
 Technopark-Luzern.ch



Jochen Gnädinger, Executive Board, Business Development
 +41 41 455 21 27
 Jochen.Gnaedinger@
 Technopark-Luzern.ch

Technopark® Zurich**Technopark® Aargau**

Technopark-Allianz (1)

The TECHNOPARK® Zurich is the leading Swiss Centre for innovation, entrepreneurship as well as knowledge and technology transfer. As a competence centre for leadership its impact extends way beyond the borders of the economic zone of Zurich. It offers the ideal environment for people to be able to think and act in an entrepreneurial manner. With its dynamics it encourages ideas, innovations and business and contributes actively to the success of its companies. The active coaching services are complemented by both the TECHNOPARK® Academy and the TECHNOPARK® High-Tech Start-up Research Institute. Close partnerships with the ETH Zurich, Empa (Building Materials Test Institute), University of Zurich, CSEM (Swiss Center for Electronics and Microtechnology), KTI Start-up and Investors support the selective transfer of knowledge and complete the comprehensive and proactive in house service offering. Attractive rental space and a choice of different conference rooms, as well as above-average infrastructure, make the TECHNOPARK® Zurich an attractive location for companies.

Rental area: 44.000 m2;

Tenants: more than 260;

Founder and Member of the TECHNOPARK®-Alliance

The Foundation TECHNOPARK® Aargau (TPAG) is the address at the Canton Aargau providing in closed partnership with HIAG Immobilien Schweiz AG dedicated infrastructure and services in particular in the fields of coaching, networking and professional development for start-up companies and nascent Entrepreneurs. TPAG hereby supports the transfer of knowledge and technologies from science to business as well as from company to company in closed partnership amongst others with Canton Aargau, University of Applied Sciences in North-Western Switzerland, Paul Scherrer Institute and Berufs- und Weiterbildungszentrum Brugg. TECHNOPARK® Aargau will be an important partner in the strategic campaign "Hightech Aargau" and is a strategic partner of the new initiative SWISSupSTART.

Rental area: 3.000 m2;

Tenants: 30;

Member of the TECHNOPARK®-Alliance

Technopark® Immobilien AG Zurich

Technoparkstrasse 1, CH-8005 Zurich

Internet

www.technopark.ch

Technopark® Aargau

Dorfstrasse 69, CH-5210 Windisch

Internet

www.technopark-aargau.ch

**Contacts**

Henning Grossmann
CEO Foundation Technopark Zurich
+41 44 445 10 10
info@technopark.ch



Heinz Specker
CEO Real Estate Technopark Zurich
+41 44 445 10 00
info@technopark.ch

Contact

Anton Lauber
Director
+41 56 442 06 06
anton.lauber@technopark-aargau.ch

Technopark® Winterthur

Tecnopolo® Lugano

Technopark-Allianz (2)

The TECHNOPARK® Winterthur has established itself in the region of Winterthur as the address for innovation and entrepreneurship. It is managed as a financially independent public private partnership SA. Shareholders are the City of Winterthur, the Canton for the Zurich University of Applied Sciences ZHAW, the Chamber of Commerce and business partners, such as AXA Winterthur, Rieter, Sulzer, Credit Suisse and ZKB. The TECHNOPARK® Winterthur offers a stimulating environment for innovators. Start-ups, established companies and research institutions from many different industries all work under one roof. They exchange ideas and experiences, and take advantage of the direct connection to the ZHAW. Talks, seminars and events, such as the Innovations-Apéro, provide opportunities for encounters, inspiration and the exchange of knowledge. The new conference room can accommodate up to 200 people.

Rental area: 10.000 m2;
Tenants: 45 SME, 2 large institutions, among which the ZHAW;
Member of TECHNOPARK®-Alliance and SwissParks.ch

Since 2009, TECNOPOLO® Lugano SA has one simple goal: to bolster the development of biotech and high tech companies in Ticino, making the region attractive internationally. It accomplishes this by: Offering office space in its location at subsidized rate, to high tech companies whose needs go beyond that of an incubator, but nevertheless require further counseling and help:

- Proposing services to its member companies, from telecommunication, to HR, marketing, administrative and legal, in order to make them more competitive.
- Creating and maintaining a worldwide network, for the benefit of all parties involved.

TECNOPOLO® Lugano is member of the Swiss TECHNOPARK® -Alliance. Its supporters are BSI Bank, Banca Stato and the City of Lugano. It is open to partnership with private and public entities that share the same goals.

Rental area: 2.000 m2;
Tenants: 12;
Member of the TECHNOPARK®-Alliance

Technopark® Winterthur

Jägerstrasse 2, CH-8406 Winterthur

Internet	www.tpw.ch
Mission statement	We cultivate networking



Tecnopolo® Lugano

Via F. Pelli 2, CH-6900 Lugano

Internet	www.tecnopolo.ch
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Contacts



Dr. René Hausammann
 CEO
 +41 58 934 57 30
 haae@zhaw.ch

Contacts



Dr. Marco Baggolini
 CEO
 +41 91 911 84 12
 info@tecnopolo.ch

Bio-Technopark® Schlieren-Zurich

Technopark-Allianz (3)

The BIO-TECHNOPARK® Schlieren-Zurich, in close collaboration with its network partners, offers professional support for life science companies in the setting up and expansion of business activities in the Greater Zurich Area. There is a healthy spread of firms at varying stages of business development in Schlieren, which range from recent start-ups to global players. In 2003 these firms joined forces in the non-profit organization formerly named Bio-tech Center Zurich with the owner of the Wagi site, the town of Schlieren and the Canton of Zurich's Department for Economic Development in order to simplify both their internal and external communication and to identify and maximize synergies.

In 2010 the center changed its name to BIO-TECHNOPARK® Schlieren-Zurich to closely co-operate with the TECHNOPARK® Zurich Foundation. BIO-TECHNOPARK® Schlieren-Zurich hit the headlines with the sale of the young start-up Glycart to Roche for 235 million CHF in 2005, and also on the takeover of ESBATech by Alcon, a Novartis company, for about 600 million USD in 2009.

Rental area: 30.000 m2;

Tenants: 36;

Member of TECHNOPARK®-Alliance, Life Science Zurich Business Network, Swiss Biotech Association and the EU consortium HealthTIES

Bio-Technopark® Schlieren-Zurich

Wagistrasse 23, CH-8952 Schlieren

Internet www.bio-technopark.ch

**grow – Gründerorganisation Wädenswil**

Grow primarily focuses on business ideas and companies in Life Sciences (Biotechnology, Chemistry, Food Technology, Environmental Engineering, Pharma, etc.), Facility Management and Informatics. These areas belong to the fields of competence of the University of Applied Sciences (ZHAW) in Wädenswil. Technology companies in other fields are also welcome, particularly those working on technologies with potential use in the above mentioned areas. Grow has grown considerably since 2010, further growth is envisioned.

Grow companies have been very successful in establishing active collaborations with university institutes, including ZHAW, and have obtained major financial support for such collaborations. As a result of the close collaboration between grow and the ZHAW the companies can profit from the expertise of the ZHAW and can get access to the first-class infrastructure and equipment of the ZHAW.

In addition, grow can offer excellent office and laboratory space for rent for very competitive prices, thanks to the collaboration with Tuwag Immobilien AG. Typically, laboratories are specifically adapted to suit the needs of the future user.

Optimizing the chances on success for the individual grow companies is the primary goal of all activities.

grow Gründerorganisation

Einsiedlerstrasse 29, CH-8820 Wädenswil

Internet www.grow-waedenswil.ch

Mission statement Grow Wädenswil helps you to realise your business idea. Grow offers support and coaching, affordable offices and labspace, financial support in form of loans and access to experts and start-up Networks.

Number of employees 3

**Contacts**

Mario Jenni
CEO
+41 44 730 83 29
mario.jenni@bio-technopark.ch

Contacts

Prof. Dr. Dolf van Loon
CEO
+41 44 680 16 37
dolf.van.loon@grow-waedenswil.ch

Science Park Foundation on EPFL campus (PSE)

Your Partner to Launch your High-tech Start-up

Acting as a hands-on incubator, the Science Park supports innovative technology companies and projects in their early years, taking science to market. To date, over 300 projects have been supported, CHF 1 billion funding raised and over 2.000 jobs created. To qualify to join PSE, tenants must have active collaboration with a Swiss academic institution.

PSE hosts approximately 100 companies within its 13.000 sqm site and admits 15 to 20 new projects each year. Tenants have access to flexible office space, extensive coaching services and a network of service providers. The Science Park's proximity to the EPFL, CHUV and UNIL also gives start-ups access to cutting edge technologies (such as MEMS manufacturing; confocal and electron microscopy; high energy MRI) and to faculties of biology, medicine, IT, human and social sciences, economics and management.

PSE provides a professional team for hands-on coaching in business planning, business development, and fund raising. Coaching services are provided free of charge to the start-ups through collaboration with CTI Start-up, the EPFL Innovation and Valorization department, and the Platinn network. Over 70 projects, on-site or in the area, benefit from this service annually.

To help start-ups raise funding, PSE has strong links with several foundations, such as Fondation pour l'Innovation Tech-

nologique (FIT) and the Liechti Foundation that provide capital for innovative projects, as well as with several seed and venture capital firms including Defi Gestion, Polytech Ventures, VI Partners and Vinci Capital.

To help companies expand internationally, the Science Park launched the Prix Vittoz in 2010; an annual prize of CHF 100.000 divided amongst 3 start-ups which are ready to enter the US market. This prize may be used to evaluate their market strategy, find strategic partnerships, and build the team and infrastructure in the USA.

In June 2010, the EPFL inaugurated its Innovation Square with 7 new buildings right next to PSE buildings, where large corporations such as Alcan, Cisco, Debiopharm, Logitech and Nokia have set up "Innovation cells". These corporate teams lead research projects in collaboration with the EPFL and other regional institutes. This rich and diverse eco-system provides fertile ground for start-ups to have their technology assessed, find partnerships for new markets or create joint projects.

In the midst of this wealth of academic institutions, cutting edge technologies and multinational companies, the EPFL Science Park is the smart choice for innovative business projects in western Switzerland.

Science Park Foundation on EPFL campus (PSE)

CH-1015 Lausanne

Internet	www.parc-scientifique.ch
Mission statement	The first-choice incubator for innovative high tech companies linked to universities. 300 companies supported.
Number of employees	9

Contacts



Jean-Philippe Lallement
 Managing Director
 +41 21 693 83 82
lallement@parc-scientifique.ch



EMPA

Closing the Gap

Technology transfer through Empa's business incubators

To bridge the gap "from science to business" is one of the hallmarks of Empa, the Swiss Federal Laboratories for Materials Science and Technology. Empa is an interdisciplinary research and service institute for materials science and technology development. It is part of the ETH domain and as such is an important element in science, technology and innovation in Switzerland. Empa is pursuing an "integrated" knowledge and technology transfer strategy, that is, it is employing numerous routes to actively transfer its know-how and research results into the market.

An important one – but by no means the only one – is the creation of business incubators on Empa's premises where Empa spin-offs and high-tech start-ups find ideal conditions through, among other things, intense collaborations with Empa staff scientists, coaching in all things related to entrepreneurship and administration, services, access to Empa's high-tech infrastructure and professional networks and, last but not least, support in finding (pre-)seed money. By promoting start-up companies – and entrepreneurial spirit in general – Empa contributes to creating value for the Swiss economy and society alike.

For more than 13 years now Empa operates the tebo technology center in St. Gallen ("Technologiezentrum für die Euregio Bodensee"). Meanwhile, tebo houses a total of 19 companies offering employment for more than 90 staff members. Many of the start-ups in tebo have expertise in the field of textiles and fibers. In 2006, due to its outstanding reputation and an increasing demand for offices and lab space by new potential tenants, which Empa's edifices could no longer satisfy, tebo had to expand to a second location in close vicinity. Since 2010 tebo cooperates with

the University of St.Gallen (Center for Entrepreneurial Excellence CEE-HSG), the University of Applied Sciences of St.Gallen (Innovation Centre IZSG) and the city of St.Gallen to jointly promote innovative start-up projects. For this purpose they founded the platform "Startfeld" on 2010.

In 2008, tebo got a "twin sibling" – glaTec, Empa's technology center on its main premises in Dübendorf. Based in the Zurich metropolitan area – the hotbed of science and technology in Switzerland – glaTec is collaborating closely with the Technopark® Alliance and other start-up supporting organizations to help scientists-turned-entrepreneurs in "getting started". Besides Empa and Eawag spin-offs, glaTec is targeted towards external start-ups that are expected to show a significant synergy with Empa's R&D efforts, out-sourced R&D departments of large (inter-)national enterprises and public-private partnerships. The ETH Zurich spin-off "Optotune" was among glaTec's first tenants; the company develops adjustable optical lenses based on electroactive polymers – "artificial muscles", if you wish – a technology, that is also an area of active research at Empa.

For every start-up the most challenging phase in its "life cycle" is to try and bridge the financial gap between seed and start-up funds. It is here that Empa's business incubators are lending support by entertaining a network of and offering access to a number of funding institutions such as foundations, banks, business angels and the like. What's more, Empa's extensive network of (industrial) customers and collaborators can serve as a door opener for start-ups to establish new business relations – and thus secure the longterm survival of the company.

glaTec is supported by Empa, Eawag, the city and the canton of Zurich, the city of Dübendorf, and glow. das Glattal.

EMPA

Überlandstrasse 129, CH-8600 Dübendorf

Internet	www.empa.ch
Mission statement	The leading use-inspired research institute for materials science & technology
Number of employees	830

Contacts



Mario Jenni
Managing Director,
glaTec business incubator
+41 58 765 40 25
mario.jenni@empa.ch



Peter Frischknecht
Managing Director,
tebo business incubator
+41 58 765 71 85
peter.frischknecht@empa.ch



Materials Science & Technology

Basel Inkubator

Start-up Center of the University of Basel and the FHNW

The BASEL INKUBATOR opened its doors in January 2010. In the first year, 12 start-up projects joined in.

BASEL INKUBATOR is a venture of the University of Basel, the University of Applied Sciences of Northwestern Switzerland FHNW, the Canton of Basel-Stadt, and „EVA – the Basel life sciences start-up agency“. It was established to support high-tech spin-offs of the Universities in the region. Other applicants are welcome as long as there is space available. The location at the Stücki Business Park ensures an optimal access with public transport as well as by car.

Start-up projects are supported already in a very early phase. Typically, the first contact is already established before the decision to create a start-up is made. The BASEL INKUBATOR provides an affordable infrastructure (offices and laboratories) and coaching in various fields. A start-up company can stay up to three years within the BASEL INKUBATOR. The aim is that a company can successfully build up in this environment until either first sales are established or a major investment round is successfully closed which provides the financial resources to further develop.

Currently the BASEL INKUBATOR houses 7 life sciences companies, 4 ICT projects and one start-up which combines nanotechnology with environmental applications. 8 are spin-offs of the university, 2 come out of FHNW, and two have another background.

There is apparently a positive trend to convert research result into an own business. The common infrastructure fosters a productive interaction where the start-up companies profit from each other's experiences.

Currently the companies in the BASEL INKUBATOR are Advanced Osteotomy Tools AOT AG (laser tools for surgery), Alma Biotherapeutics (antiinflammatory drugs), BioVersys AG (drug development, breaking antibiotic resistance), Cardiolyntx AG (new drugs for CVS and diabetes), Celtec Biotek AG (bioreactors), Ennar Pharma AG (drugs to treat psoriasis), HighDim GmbH (high performance signal data processing), INOFEA GmbH (environmental analytics using nantechnology), Joe Security GmbH (IT security), Obexia AG (drug development for the treatment of cachexia and anorexia), Spheroidals GmbH (Nanomaterials for medical diagnosis and therapy), Vizago Research GmbH (imaging), and useKit AG (internet productivity).

The BASEL INKUBATOR is part of an interwoven network in the Basel area which is pushing the spirit of innovation in all domains. Additional needs of start-up companies like e.g. financing are covered within this network.

Please feel free to contact the BASEL INKUBATOR via info@basel-inkubator.ch.

Basel Incubator

Hochbergerstrasse 60c, CH-4057 Basel

Internet	www.basel-inkubator.ch
Mission statement	We support high tech spin-offs in Northwestern Switzerland.
Number of employees	1

Contact



Dr. Peter E. Burckhardt
 CEO
 +41 61 283 84 85
info@basel-inkubator.ch



Creapole

Connecting Ideas

Innovation centre and start-up booster

Issued by a public-private partnership and created in 2008, Creapole SA, the innovation centre and start-up booster from the canton of Jura aims to develop high value-added activities in the region, especially in the fields of ICT, Medtech and Micro-/Nanotechnologies.

According to the needs of the customer, our services can be offered from the early stage of the project to its final phase. Creapole works within a network of recognized experts and partners, able to provide complementary services and key competencies in specific sectors like organization, strategy, business innovation, IP strategy or quality systems and regulation affairs for medical devices.

Our company is also working in partnership with a seed financing foundation named FITEC and a real-estate company named Société Jurassienne d'Equipements SA (SJE SA). According to specific conditions, these extended services can be provided to accelerate the development of your project.

The media.lab, dedicated to ICT activities, is based in Le Noirmont and is hosting a dozen of innovative companies and a Data-center.



Creapole

Route de Moutier 109, CH-2800 Delémont

Internet	www.creapole.ch
Mission statement	<p>Creapole SA (Center for Innovation and start-up creation from the Canton of Jura) aims to develop high value-added activities in the region, especially in the fields of ICT, Medtech and Nanotechnology.</p> <p>Creapole is working in partnership with a seed financing foundation (named FITEC) to help innovative start-up bridge the "valley of death", alongside other seed investors.</p>
Number of employees	8

The medtech.lab is based in Delémont and is tailored to medtech activities. Over time, it will become a centre of excellence in the development of medical devices. This new building counts 1.500 m² of surface area available for lease (core and shell and adjustable according to customer needs) Hosted are the Swiss Institute for Computer Assisted Surgery, several start-up and established local companies. This building offers a place for start-up and spin-off wanting to develop medical devices and is part of the unique initiative medtech process launched in November 2010 by Creapole.

This initiative aims to support activities related to medical technologies by bringing together majors in the sector within an industrial skills centre and offering targeted services.

Please feel free to contact us and get more information about our activities.

Creapole is supported by the Swiss Confederation, State Secretariat for Economic Affairs (SECO), the Republic and Canton of Jura and is a partner of the Economic Promotion of the Republic and Canton of Jura.

Contacts



Yann Barth

Director

+41 32 420 37 40

yann.barth@creapole.ch



Sébastien Flury

Project manager

+41 32 420 37 44

sebastien.flury@creapole.ch

Eclosion

From Discovery to Patients

A public-private partnership to translate science into products

Eclosion was created in 2004 in Geneva as a platform to translate inventions in the field of life sciences into economic value and jobs. Eclosion offers a platform where scientists can access the know-how, operational resources and funding required to perform a first proof-of-concept (POC) of their discovery. Once POC is established, Eclosion helps incorporate, structure and staff a start-up to pursue the development of the application, facilitating access to seed capital and subsequent financial rounds all the way to clinical trials.

Eclosion is set-up as an “open innovation platform”; integrating the strengths of the State, Academia, Industry and Investors to create the best possible development environment to make a project succeed. Alone, infrastructure, equipment, knowledge or capital cannot ensure success. It is the combination of all these elements within the Eclosion management process that has ensured the success of the companies launched through Eclosion.

From Proof of Concept to clinical trials

Each life-science project requires its own extremely specific set of scientific skills and specialized infrastructures to select, validate and successfully launch a product development. As an example, a discovery in molecular biology may provide a potential new therapeutic target; yet validating this target and defining the right product development strategy require many contributions,

including for example experienced clinicians with hands-on research expertise in the target indication; bioinformatics specialists, medicinal chemists; pharmacologists, intellectual property, regulatory experts, etc,

Eclosion accesses the specific know-how and infrastructures that are needed to validate and launch successful projects. While it has facilities in Geneva to provide a physical hub for researchers, its success comes from its network to access knowledge, and its process to perform step by step hands-on validation of projects.

Eclosion was founded in 2004, and in 8 years it has created some of the most promising start-ups in the biotech field. Companies such as GeNeuro or GenKyoTex, which were breakthrough scientific concepts in 2004, made their POC with Eclosion, have developed their drugs with and are now into clinical trials.

Working with Eclosion

Eclosion is open to all scientists working in the field of human medicine that have great science and want to test its potential applications. No business plan needed, just scientific excellence and the potential to develop breakthrough applications that change the life of patients.

The Eclosion team will work with you to define the POC that may demonstrate this potential, assemble the resources required to perform it, and help you create a well structured and funded company to develop it.

Eclosion	
chemin des Aulx 14, CH-1228 Plan-les-Ouates (Genève)	
Internet	www.eclosion.com
Mission statement	Converting breakthrough discoveries into life-altering drugs
Number of employees	5



Contacts



Jesus Martin-Garcia
 Director
 +41 22 880 10 10
 jmg@eclosion.com



Dr. Benoît Dubuis
 Director
 +41 22 880 10 10
 bd@eclosion.com

Basecamp

A New Start-up Incubator for High-tech Launched in "Espace Mittelland"

BaseCamp4HighTech is a Public Private Partnership to boost high tech start-ups with an innovative business idea and good market potential.

innoBE, the Berne Economic Development Agency, the University of Berne and the University of Applied Science of Berne launched in 2012 BaseCamp4HighTech (BC4HT) a new incubator to help high tech start-ups in the region of "Espace Mittelland".

The success of start-ups can be very much accelerated by a well functioning local ecosystem, supporting start-ups with a network of experienced mentors, with resources such as office space, laboratories and qualified human capital and with the necessary financing. BaseCamp4HighTech uniquely supports high potentials to successfully start and grow their businesses, of-

fering a tailor made start-up coaching, a network for all stages of financing and appropriate workspace around "Espace Mittelland". Through an active local partner network BaseCamp4HighTech also interlinks start-ups with key service providers such as law firms, accounting offices, marketing agencies, banks & investors and with key industries such as Telecom, IT, Engineering, Health and Food. To further encourage potential start-up entrepreneurs to start their own business we also plan a series of events around the "Espace Mittelland" providing networking, inspiration and practical advice.

If you have a good and innovative idea and you want to take this idea to business please call us up on info@bc4ht.com or +41 31 335 62 62.

BaseCamp4HighTech

c/o innoBE AG, Wankdorffeldstrasse 102, Postfach 261,
CH-3000 Bern 22

Internet	www.bc4ht.com
Mission statement	BaseCamp4HighTech wants to initiate a unique ecosystem to boost high tech start-ups in "Espace Mittelland". This will feature fast and efficient processes and outstanding services for high potentials and will take off through a clever networking with the industry.

Contacts



Dr. Urs Guggenbühl
CEO
+41 79 401 37 20
urs.guggenbuehl@bc4ht.com

BASE CAMP 4 HIGH TECH

Startfeld

Platform for Promoting Innovations and Start-ups

in Eastern Switzerland

STARTFELD is the first point of contact for all those who want to realise a business idea and implement it in Eastern Switzerland. Executive management is made up of representatives from the City of St. Gallen, the University of St. Gallen (HSG), the FHS St. Gallen and Empa, and STARTFELD thus offers a competence network from the areas of business, science and politics. This broad network will be made available to company founders for advice, coaching, events and lectures. Strong sponsors such as St. Galler Kantonalbank and the cantons of St. Gallen, Appenzell Auserroden and Appenzell Innerroden provide a solid start to setting up business. STARTFELD offers services in the three areas of Advice & Coaching, Financing and Space & Infrastructure.

With free initial advice, STARTFELD offers a competent assessment of the opportunities and risks of the project by a proven professional. Founders receive initial information on the founding process and suitable promotion options as well as tips for the way forward.

Every year STARTFELD gives away several promotion packages to innovative start-ups in Eastern Switzerland. These services give young start-ups assistance in successfully launching their

business idea. They include a project mentor, optionally a start-up coach and vouchers that can be redeemed with accredited service providers.

Particularly innovative start-up projects with convincing market potential and an understandable business plan can compete for interest-free loans in a clearly defined evaluation process.

STARTFELD offers start-ups appropriate space in an innovative environment in St. Gallen and supports them in their searches in other locations. Start-ups in particular are largely dependent on an infrastructure tailored perfectly to their needs with practical workspaces, high flexibility and good networking. The spatial proximity to universities and research institutions, reinforces knowledge and technology transfers and provides the setting for valuable exchanges.

Since its founding at the beginning of 2010, STARTFELD has conducted over 140 initial advice sessions and has given out 23 support packages as well as two loans to innovative founders in Eastern Switzerland. With the STARTFELD live! and STARTFELD start-up meet-up events held several times a year, STARTFELD supports the transfer of knowledge and networking between and among founders, and with partners from business, science and politics.

STARTFELD

Zürcher Strasse 204f, CH-9014 St. Gallen

Internet	www.startfeld.ch
Mission statement	We support founders in realising their innovative business ideas in Eastern Switzerland



Contacts



Peter Frischknecht
Geschäftsführer Verein STARTFELD
+41 71 277 20 40
peter.frischknecht@startfeld.ch



Dr. Urs Guggenbühl
Sekretär Stiftung STARTFELD
urs.guggenbuehl@startfeld.ch

The Ark

The Foundation for Innovation

The Ark Foundation organises and coordinates various activities to help both new (start-up) and existing companies become established and expand in the Valais. It creates the appropriate framework conditions for the canton's economic players to develop their creativity and innovation.

To achieve this, The Ark promotes the development of new knowledge originating from Switzerland's universities of applied sciences and from cantonal and national research organisations. It also draws together different networks of excellence at local, national and international level.

The Ark is the product of the local authorities' strategy of creating a science and technology park in the Valais. The particular features of this park are that it is spread across six different sites, and focuses on three specific areas: Information and communication sciences, Life sciences and Engineering sciences.

The Ark responds to these specific needs and expectations via its three services: Incubator, Accelerator and Innovation. Each of these services offers targeted, practical support to innovative entrepreneurs within the Foundation's three chosen specific fields.

The Ark

c/o CimArk, Rte du Rawyl 47, CH-1950 Sion

Internet	www.theark.ch
Mission statement	The Ark Foundation provides practical assistance to help enterprises increase their competitiveness.



Contacts



Paul-André Vogel
+41 27 606 88 60
pandre.vogel@cimark.ch

Swiss Excellence

Swiss Technical Innovations

SWEX support

- Assessing planned projects regarding realization potential and market chances.
- Coaching/support for R and D till production.
- Arranging scientific support from Universities and Federal Research Agencies. (KTI, EMPA, PSI)
- Assistance for Company setup/adaption regarding manufacturing and marketing.
- Help finding investors, financing through banks and/or possible partners.
- Entrepreneurial knowhow for patent-licensing-arrangements.

SWEX conditions

All foundation members and project coaches work pro bono for positively assessed projects. Expenses are on the account of the KMU's. After the successful market entry and appropriate returns SWEX receives a contractually agreed compensation.

Legal Conditions

SWEX is a non-profit foundation (Art. Ff. ZGB registered) certified annually by the legal federal Trade Department. Contributions for our SWEX foundation are tax exempt.

Swiss Excellence Stiftung

Bahnhofstrasse 48, CH-8001 Zurich

Internet	www.swiss-excellence.ch
Mission statement	Swiss Excellence (SWEX) foundation promotes Swiss federal technical innovation, focusing on the fields of energy and ecology.



Contacts

Willy Frank
Director
+41 44 215 99 12
willy-frank@bluewin.ch

Euresearch

Swiss Guide to European Research and Information

We offer

- Targeted information on European R&D and Innovation opportunities
- Hands-on training and advice to access and manage EU R&D and Innovation projects
- Personalised support to establish European Technology and Innovation cooperation

Opportunities for bilateral technology- and innovation cooperation via Enterprise Europe Network:

www.swisseen.ch/innovation

- online database with 5000 European technology cooperation offers and requests
- promotion of Swiss technology offers/requests – proactive search of cooperation partners in 47 countries
- pre-arranged face2face meetings with potential cooperation partners within existing fairs and congresses

Opportunities for R&D and Innovation Funding via FP7:

www.euresearch.ch/sme

- FP7 Cooperation projects
 - Multilateral 3–5 years R&D cooperation projects with 3–20 partners
 - Any company, large or small, active in Research and Development or interested in exploiting R&D results may participate
 - FP7 funding covers 50% of the costs incurred by industry and 75% for SMEs
 - R&D topics are predefined for Health – Food, Agriculture, Biotech – Information and Communication Technologies (ICT) – Nanotech, Materials, Processes (NMP) – Energy – Environment – Transport – Space – Security – Socio-economic Sciences and the Humanities

- FP7 projects “Research for the benefit of Small and Medium-sized Enterprises SME” (“European CTI projects”)
 - Multilateral 2–4 years applied R&D projects with 4–8 partners
 - Businesses complying with the EU definition of SMEs as well as SME associations, can “mandate” R&D performing organizations to solve a shared problem
 - FP7 funding covers the costs of the “mandated” R&D performers
 - No predefined R&D topics (bottom-up), but clear focus on market applications for SMEs
- FP7 projects “Marie Curie Actions” (Fellowships for Mobility of Researchers)
 - Individual or Multilateral Fellowships for 2–4 years R&D cooperation
 - Any company, large or small may participate in a Marie Curie Action, in particular under the “Industry-Academia pathways and partnerships” scheme.
 - FP7 funding allows businesses to fund researchers to work for them on a specific subject for a specific period or to participate in exchanges with academia.
 - No predefined R&D topics (bottom-up)
- FP7 projects “Infrastructure”
 - No predefined R&D topics (bottom-up)
 - Bilateral or Multilateral 2–4 years R&D cooperations
 - Small or big enterprises owning an infrastructure which is unique in Europe or which would like to access to such infrastructure can participate under this FP7 domain

Furhter oportunities European R&D and Innovation

www.euresearch.ch/opportunities

Euresearch	
Effingerstrasse 19, CH-3008 Berne	
Internet	www.euresearch.ch
Mission statement	Euresearch informs and advises how to access European R&D projects and facilitates technology and innovation partnerships in Europe. Euresearch is a non profit association, working on mandates of the State Secretariat for Education and Research (SER) and the Federal Office for Professional Education and Technology (OPET).
Number of employees	20

Contacts	
	Dr. Olivier Küttel Director +41 31 380 60 00 olivier.kuettel@euresearch.ch
	Cédric Höllmüller Coordinator Enterprise Europe Network in Switzerland + 41 31 380 60 05 cedric.hoellmueller@euresearch.ch

swissnex San Francisco

Connecting the Dots

We facilitate strategic dialogue and help anticipate opportunities through our networks of experts. We connect relevant and innovative people. We help develop ideas and partnerships. We host organizations and visitors interested in leveraging the unique dynamism of Silicon Valley/San Francisco and the Greater Boston Area. We organize public events and study tours, provide networking opportunities, and promote Switzerland's excellence in science, education, art and innovation.

The two swissnexes in North America are operating as public-private ventures and constitute a key component of Switzerland's strategic promotion of education, research and innovation. They are part of a network with outposts in Boston, San Francisco, Singapore, Shanghai and Bangalore, and individual science and technology counselors around the world.

Our offices are located in the heart of San Francisco (West Coast) and Cambridge near Boston (East Coast), two vibrant crossroads of scientific, entrepreneurial and artistic activity.

The swissnex network is an initiative of Switzerland's State Secretariat for Education and Research (SER), managed in cooperation with the Department of Foreign Affairs. Vital financial support is provided by donors and sponsors.

In the field of innovation, we facilitate access to new ideas and the latest technological developments through events and targeted connections. Our network of contacts provides a unique opportunity to learn about cutting edge innovation management and engage in discussions about collaborative opportunities.

Through our partnership with CTI, we co-organize and host educational programs for entrepreneurs from Switzerland (Venture Leaders), we offer workspace and tailored support for Start-Ups entering the US market (US Market Entry CAMP) and we provide assistance to entrepreneurs interested in learning from the US entrepreneurial model.

swissnex San Francisco

730 Montgomery Street, San Francisco, CA 94111 (USA)

Internet	www.swissnexsanfrancisco.org www.facebook.com/swissnexsanfrancisco http://twitter.com/swissnexSF http://www.youtube.com/swissnexsanfrancisco http://fora.tv/partner/swissnex_san_francisco
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Mission statement	<p>swissnex is a network with nodes in the world's most innovative hubs, where the future is being shaped. We take an active role in strengthening Switzerland's leadership as a world-class location for science, education, and innovation.</p> <p>swissnex is an initiative of the Swiss Government. Each swissnex operates as a public-private venture. Partners, donors and sponsors provide vital financial support.</p>
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Number of employees	15
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Contacts



Dr. Christian Simm
Executive Director
Christian@swissnexsanfrancisco.org



Gioia Deucher
Head of Entrepreneurship Services
+1 (415) 912-59 01 ext. 114
Gioia.deucher@swissnexsanfrancisco.org

swissnex Boston

Two swissnex in the USA to “Connect the Dots”

We facilitate strategic dialogue and help anticipate opportunities through our networks of experts. We connect relevant and innovative people. We help develop ideas and partnerships. We host organizations and visitors interested in leveraging the unique dynamism of Silicon Valley/San Francisco and the Greater Boston Area. We organize public events and study tours, provide networking opportunities, and promote Switzerland’s excellence in science, education, art and innovation.

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swissnex Boston – Consulate of Switzerland

420 Broadway, Cambridge, MA 02138 (USA)

Internet	www.swissnexboston.org
Mission statement	swissnex – Connecting the Dots between Science, Innovation and Higher Education between Switzerland and North America
Number of employees	8

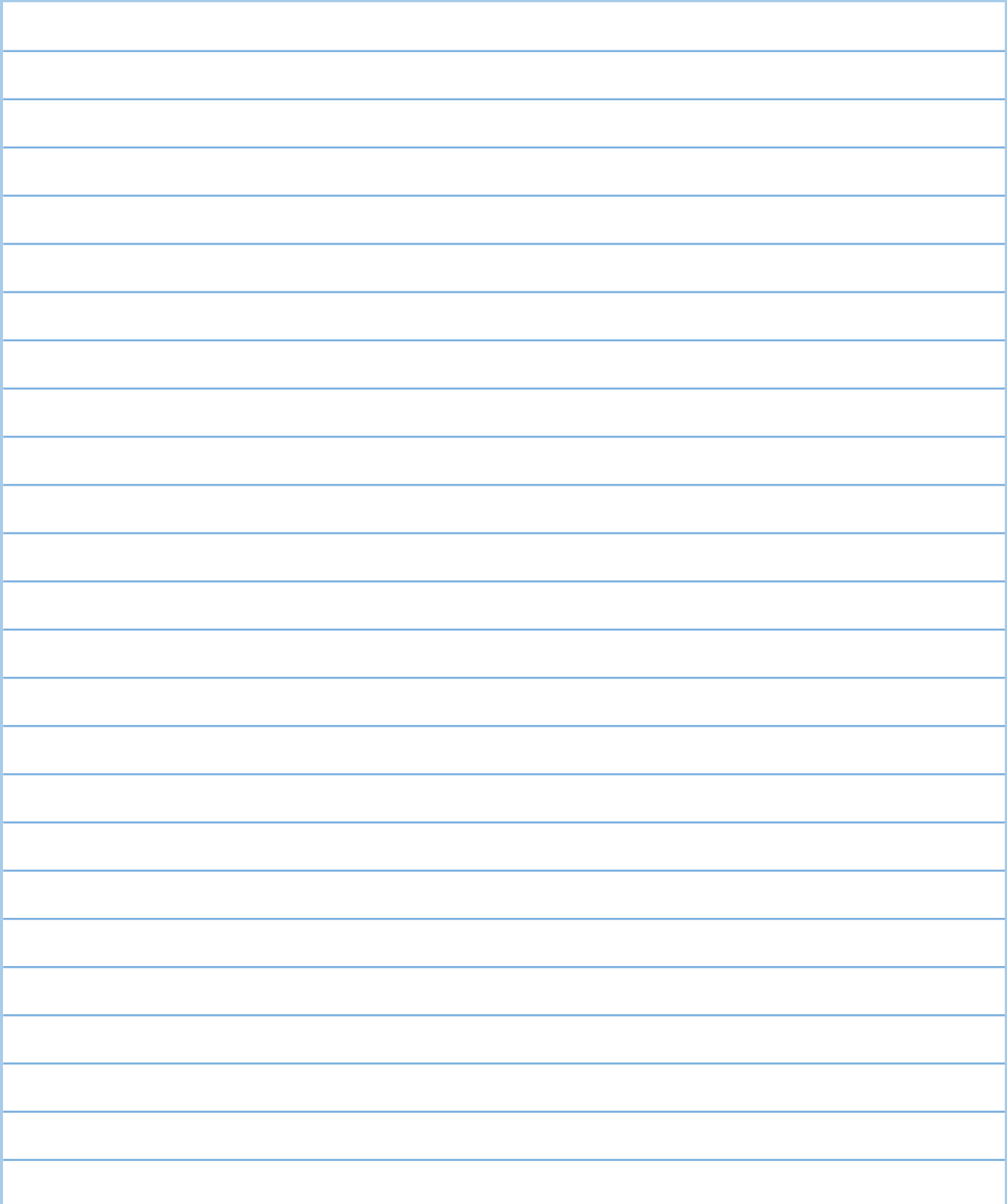
Contacts



Sebastien Hug
 Project Leader
 +1 (617) 876 30 76
Sebastien@swissnexboston.org



Your Notes



A large white rectangular area with horizontal blue lines, intended for taking notes. The lines are evenly spaced and run across the width of the page, providing a structured space for writing.

Investor Profiles

In this section we present portraits of domestic and international venture capital investors and business angel networks.

All of them are members of CTI Invest, the leading Swiss financing platform, which regularly organizes match-making but also networking events for Swiss high-tech companies and the investor members.

Today, CTI Invest has approx. 80 members, most of them are profiled here, with the exception of some industrial partners and individual investors (business angels) not portrayed for privacy reasons.

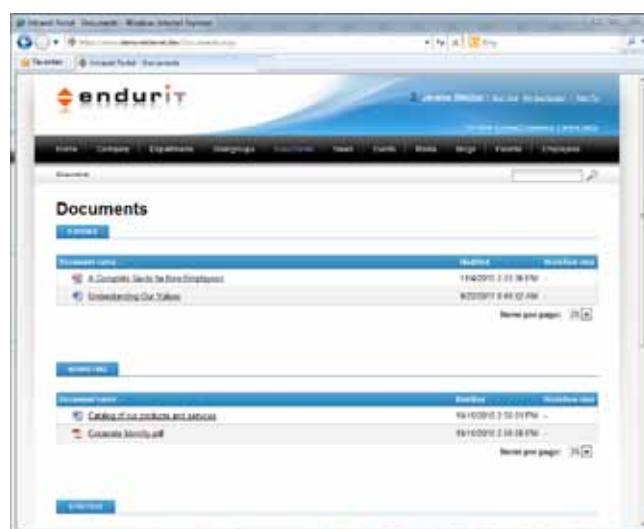
More information about CTI Invest, its members and events can be found here: www.cti-invest.ch

Content

79	A3 Angels
79	Aargauische Kantonalbank
80	ACTON Capital Partners
80	Affentranger Associates
81	Agire Invest
81	Aravis SA
82	Aster Capital SA
82	b-to-v Partners AG
83	BioMedPartners
83	BioValley Business Angel Club BioBAC
84	BlueOcean Ventures
84	Business Angels Switzerland (BAS)
85	Clariant International Ltd.
85	Creapole SA
87	Creathor Venture
87	Doughty Hanson Technology Ventures
88	Dow Europe
88	Draper Investment Company (Zurich)
89	Earlybird
89	Eclosion
90	Emerald Technology Ventures
90	Emertec
91	EVA – the Basel live sciences start-up agency
91	Fongit Seed Invest SA
92	Go Beyond
92	Healthcapital
93	High-Tech Gründerfonds
93	I-Source
94	Initiative Capital Romandie (ICR)
94	Innovationfund of the Schwyzer Kantonalbank
95	investiere Verve Capital Partners
95	Invision Private Equity
96	Mountain Club
96	National Instruments Switzerland
98	Novartis Venture Funds
98	OCAS Ventures
99	Onelife Advisors SA
99	paprico ag
100	Polytech Ventures
100	Redalpine Venture Partners
102	SHS Gesellschaft
	für Beteiligungsmanagement mbH
102	StartAngels Network
103	Stiftung für Technologische Innovation STI
103	SVC AG für KMU Risikokapital
104	Swisscom
104	Target Partners
105	Technopark Luzern
105	Verium AG
107	VI Partners AG
107	Vinci Capital
108	Wellington Partners
108	Zühlke Ventures AG
109	Zürcher Kantonalbank

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t +41 44 250 47 25
www.endurit.com, info@endurit.com





Claude Florin
President

A3 Angels

EPFL Rolex Center, CP 122
CH-1015 Lausanne
Phone +41 22 366 10 00
www.a3angels.ch

Active since 2008

Volume range (in CHF) 50.000 –200.000

Industry sectors

Software, electronics, medtech, cleantech

Regional focus

Suisse Romande

Latest investments

Abionic, Antlia, Azbooka, Lemoptix,
Sophia Genetics, Vivamea



Rudolf Dellenbach
Direktionspräsident

Aargauische Kantonalbank

Bahnhofplatz 1, CH-5001 Aarau
Phone +41 62 835 75 92
www.akb.ch

Active since 2008

Volume range (in CHF) max. 0,5 Mio.

Industry sectors

Without any limitation

Regional focus

Region Aargau – Solothurn

Latest investments

greenTEG, Credentis, attolight

The Business Angels and Mentoring Club on EPFL Campus

A3 Angels was founded in 2008 under the auspices of the Alumni Association from Swiss Federal Institute of Technology Lausanne (EPFL). We have since then supported over 25 start-ups and executed 6 investments.

A3 Angels has received 60 members, mostly EPFL alumni, with strong motivation and career accomplishments. This allows us to contribute mentoring services and seed investments. We have regular collaboration with EPFL, CTI startup program and Venturelab. Since 2009 we have regular exchanges with MIT Venture Mentoring Service and several other campuses.

A3 Angels has supported over 25 innovating companies.

A3 Angels contributed to raise 2.5 MCHF seed money syndicated with regional business angel networks. A3 Angels sponsors deal flow, due diligence, investment administration and education. We help new investors to pool smaller investments under fiduciary representation by a lead shareholder. From 100 applications we invited 50 companies and performed 100 hours of screening and due diligence.

A3 Angels unique offering is mentoring teams who assist young entrepreneurs by volunteering their experience. Over 200 hours of mentoring were delivered in 2011.

In 2011 we organized 4 investor education sessions and in 2012, we have initiated the Swiss Business Angel Days program.

Anchor for Aargau Start-ups

A fund backed by the regional Aargauische Kantonalbank aims to help promising entrepreneurs to achieve their dreams. Capital is available for companies in any economic sector, and even beyond cantonal frontiers to neighboring regions.

The publicly held Aargauische Kantonbank (AKB) offers a plethora of services dedicated to freshman companies, ranging from external training courses to hands-on help in writing business plans.

Besides this, AKB has founded an Argovia branch of business angels formed by regional investors interested in investing new technological start-ups. Aargauische Kantonbank is the

primary sponsor of Technopark@Aargau and GENILEM Argovia in Windisch. The facilities provide the kind of hardware and support young companies need.

AKB owns a specific risk fund for investments in technologically high standing startup companies whose business models allows a high scalability. Recently this fund has been increased to CHF 10m in connection with the high tech strategy of Canton of Aargau.

AKB invests via loans, equity and various types of mezzanine capital. The main driver of all investment decisions made is the support of the local economy. Close collaborations exist with the very active FHNW.



Frank Seehaus
Managing Partner

ACTON Capital Partners

Widenmayerstrasse 29
D-80538 Munich
Phone +49 89 24 21 88 70
www.actoncapital.de

Active since 1999

Volume range (in CHF) 5–25 Mio.

Industry sectors
ICT/Internet

Regional focus
Europe

Latest three investments
Momox, Frontlineshop, Mytheresa

Latest three exits
Zooplus (IPO), Abebooks, Holidaycheck



Lukas André
Managing Partner

Affentranger Associates

Uraniastrasse 26, CH-8001 Zürich
Phone +41 44 575 28 29
www.aasa.com

Active since 2002

Volume range (in CHF) 1–10 Mio.

Industry sectors
Cleantech, technology, specific areas
of biotech & life science

Regional focus
Switzerland and surrounding countries

Latest three investments
SIRS-Lab, SELFRAG, inflaRx

Latest exit
Dunes

Investors in Internet

Acton Capital Partners provides growth capital for internet companies. Its current € 150m fund is focused primarily on consumer- and SME facing businesses in media, e-commerce, online marketplaces, and SME services. Acton invests worldwide, with Europe as main focus.

Since 1999, the Acton team has been a passionate investor into internet entrepreneurs: first as manager of Burda Digital Ventures, the corporate VC of Hubert Burda Media, and since 2008 as manager of a € 150m growth equity fund backed by over 30 international private and institutional investors. With investments in over 40 companies, the team has a unique track record in consumer-oriented digital media, e-commerce and platform businesses. For-

mer and existing portfolio companies include Abebooks, Ciao, Holidaycheck, Elitepartner, and Zooplus.

Acton invests into entrepreneurs that have established a successful business based on internet and mobile technologies, and still provide substantial growth potential. Acton seeks to turn such companies into national and international champions by supporting growth and enhancing profitability, for instance through international expansion, implementation of roll-out strategies, or acquisition of competitors.

Acton invests into companies that are sizable enough to demonstrate the growth potential and profitability of its business model.

Envisaged deal sizes range from CHF 5 to 25mn, for growth equity and share purchase.

Value Creation Is our Business

Affentranger Associates is a business platform focused on the theme of value creation with its core competency in hands-on management and the ambition to achieve sustainable long term returns through a symbiosis of capital and labour investments.

Founded in 2002, Affentranger Associates is a value creation hub for companies in transition phase. We believe that the congruence of leadership, financial commitment and day-to-day management – this symbiosis of capital and labour – are necessary contributions to the creation of sustainable corporate value. Affentranger Associates actively drives the value creation

process by defining and implementing a clear business strategy. To that effect our team is a mix of personalities and skills in leadership, management, technology, production, marketing and finance, paired with hands-on mindset and respecting highest professional and ethical standards.

We invest in companies with novel technologies or products, a global market opportunity and the potential for exceptional growth. The focus is early or later stage companies active in cleantech, technology or specific areas of biotech & life science that are based in Switzerland and the surrounding countries. Prominent investments include Dartfish, SELFRAG, SIRS-Lab and forteq.



Lorenzo Leoni
Director

Agire Invest

Stabile Q2000, via Cantonale 2A,
CH-6928 Manno
Phone +41 91 610 27 10
www.agire.ch

Active since 2011

Volume range (in CH) 50.000–500.000

Industry sectors
All

Regional focus
Canton Ticino

Latest three investments
Beyounic, IBI, HydroSwiss



Simon Nebel
Managing Partner

Aravis SA

Merkurstrasse 70, CH-8032 Zürich
Phone +41 43 499 20 00
www.aravis.ch

Active since 2001

Volume range (in CHF) 1–40 Mio.

Industry sectors
Biotech, Renewable Energy

Regional focus
Europe

Latest three investments
Anaphore (Biotech), Synosia (Biotech),
Frehne (Energy)

Latest three exits
Evolva (Biotech), Synosia/Biotie (Biotech),
Donnadolce (Energy)

The Innovation Agency of Canton Ticino

Knowledge and technology transfer and the financing of innovative entrepreneurial projects through original investment instruments are the core business of this new public initiative.

Boost innovation in Ticino is the mission of AGIRE. Our main activities are scouting of innovation opportunities, knowledge and technology transfer from the universities and to the companies (and the reverse), coaching and networking of innovation projects. AGIRE is a foundation supported by the Ticino Canton and with the participation of Department of Economy and Finance of Canton Ticino, the local chamber of commerce CC-TI, the industrial association AITI, both universities of the region USI and SUPSI and the regional agencies for economic development. AGIRE has also a strong and in-

dependent Advisory Board composed by top-level experienced and successful entrepreneurs.

Our fund (AGIRE INVEST SA) performs early stage equity investments in companies based in Ticino, with a range of 300.000 – 500.000 CHF. We generally take a lead position and act as an active investors, with participation to the board of directors. From start of operations in late 2011, AGIRE has financed 5 companies for a total of > 2M CHF. In the second half of 2012, AGIRE will also finance “bootstrap-level” companies with smaller amounts (< 100.000 CHF) to foster their growth. The mission of AGIRE INVEST is not to pursue a strict financial return of investment, but a “territorial” ROI, fostering the creation of a new generation of innovative growth-oriented companies located in Ticino.

ARAVIS – Creating Value

Founded in 2001 and located in Zurich, Aravis is the first independent Swiss on-shore private equity house. With a track record of investment in the renewable energy and life science spaces, Aravis is currently managing more than a quarter of a billion Swiss francs.

Aravis' funds have a track record of success in the service of over 30 leading investors including corporate, pension funds, government funds, insurance companies and family offices. Aravis has a cumulative history of investments in over 100 companies.

An established investor in renewable energy, the Aravis ENERGY team have demonstrated their ability to attract syndicate, structure and divest complex projects producing close to 300 Giga Watt hours in renewable energy.

With a long track record in life sciences and two life science investment

funds (ARAVIS Biotech I and ARAVIS Biotech II), Aravis has held an early stage stake in some of the more eye-catching Swiss life science companies and has had over the years some notable exits through reverse takeover, IPO or acquisition.

Aravis has a distinct and crafted approach to investment, taking a “hands on” approach that balances between finance, commercial assets and people. This approach transcends industry sector and with years of collected experience and expertise, Aravis has established a comprehensive investment platform that also incorporates accounting, regulatory and reporting expertise specific to Switzerland but also more widely. This means that Aravis is well placed to manage external funds for clients and institutions as well as putting together further internal funds focused on current and new industry sectors.



Alexander Schlaepfer
Partner

Aster Capital SA

7, boulevard Maiesherbes
F-75008 Paris
Phone +33 1 45 61 30 95
www.aster.com

Active since 2000

Volume range (in CHF) 0,5 to 5 Mio.

Industry sectors

Cleantech, Materials, Chemicals

Regional focus

Global

Latest three investments

Optireno (FR), Ioxus (US), Avantium (NL)

Latest exits

CPower (US), Semisouth (US)



Florian Schweitzer
Partner

b-to-v Partners AG

Blumenastrasse 36, CH-9004 St. Gallen
Phone +41 71 242 20 00
www.b-to-v.com

Active since 2000

Volume range (in CHF) 30 Mio. p.a.

Industry sectors

Internet & mobile, medTech, cleanTech,
retail & services

Regional focus

German speaking Europe

Latest three investments

urbanara, service company,
mobile payment company

Latest three exits

trading company, zynga, nanda technologies

Aster Capital

Early stage capital and business partnerships with large corporates in clean-energy, mobility, smart infrastructure and new materials.

Aster Capital is a Paris-based venture capital firm with a new EUR 120m Fund (Aster II) sponsored by Schneider Electric, Alstom, Rhodia Solvay as well as the European Investment Fund EIF.

We have a 10 year track record as early-stage investors in technologies and services that find application primarily along the energy value chain.

At Aster, we look for entrepreneurs with a strong track record of building companies and for technologies or service business models that give you a sustainable competitive edge.

We will invest between EUR 0,5 to 5 million per portfolio company and normally co-invest with other VC firms.

Our special value proposition is our access to our corporate sponsors. Post investment, we dedicate much time to create business opportunities for our portfolio companies with our investors. We see these large groups as opportunity for your business to develop a new potential application for your technology, to supply your product into a system or solution provided by them or as your sales channel in markets where you do not have own coverage.

We Bring the Smartest Brains to the Best Ventures

b-to-v and its investors invest in companies from seed stage up to little buy-outs.

BrainsToVentures AG (b-to-v) invests funds in entrepreneurial teams from investors, who entrust b-to-v with their capital. Further on b-to-v is a firm dedicated to serve private investors who invest their capital, network and know-how in fast growing companies.

Redefining the art of direct investments, it is b-to-v's aim to create value within companies and attractive returns for investors.

b-to-v has a strong global network reaching out to entrepreneurs and investors around the globe. More than

10 investment professionals and 50 highly engaged private investors actively support the portfolio companies with know-how, contacts and solutions to all kind of problems in addition to the capital invested.

Once a year b-to-v and its investors visit the most successful investors and entrepreneurs in interesting markets. During the last years b-to-v has built up strong relationships in China, Russia, Ukraine, Israel, Silicon Valley and Turkey.

b-to-v is honoured to work with outstanding entrepreneurs with strong visions and high level of energy in order to execute their plans.



Gerhard Ries
General Partner

BioMedPartners

Elisabethenstrasse 23, CH-4051 Basel
Phone +41 61 270 35 35
www.biomedvc.com

Active since 2003

Volume range (in CHF) 1–10 Mio.

Industry sectors

Healthcare

Regional focus

Europe

Latest three investments

Anergis, Novashunt, Curetis

Latest three exits

Esbatech, Evolva, Glycart



Peter E. Burckhardt
President

BioValley Business Angel Club BioBAC

c/o EVA – the Basel start-up agency
Hochbergerstrasse 60c, CH-4057 Basel
Phone +41 61 283 84 85
www.biobac.ch

Active since 2007

Industry sectors

Life Sciences

Investing in Private Start-up Companies in Healthcare

BioMedPartners is a Swiss-based venture capital company investing in private start-up, early stage and spin-off companies in the biotechnology, emerging pharmaceuticals, healthcare and medical technology sector in Switzerland and neighboring European countries.

BioMedPartners offers an unique positioning:

- Experienced team with multidisciplinary and complementary industry know how and extensive operating

experience in biotech and pharmaceutical companies

- World-class Scientific- and Business Advisory Boards with special expertise in transforming basic research into pharmaceutical products
- Pro-active lead investor approach in cultivating promising young companies
- High-quality deal flow through strong networking within academia, industry and finance community.

Where Business Angels and Life Sciences Start-ups Meet

Bio Valley Business Angels Club BioBAC gives start-ups in the area of life sciences the opportunity to pitch in front of a knowledgeable audience interested in life sciences. For investors it is the ideal platform for carefully selected presentations.

Founded in 2007, BioBAC is the only BA-Club in Switzerland focussing exclusively on projects in life sciences (biotech, platform technologies, Med-Tech, etc.). The club meets bimonthly over lunch, usually the first Wednesday of the even months. The meetings

start with a presentation of general interest followed by three pitches of start-up companies in an early phase. BioBAC acts as a platform. It unites about 30 business angels. It doesn't perform due diligencies nor forms syndicates.

In the past years over CHF 24 mio. have been invested in 24 start-up companies.

There is no geographical focus for projects, however, Swiss based companies have priority.

BioBAC is open to all interested persons, willing to invest in life sciences projects in a very early phase.



Emmanuel de Watteville
Founding Partner

BlueOcean Ventures

18, chemin des Aulx,
CH-1228 Plan-les-Ouates
Phone +41 22 884 83 05
www.blueocean-ventures.com

Active since 2007

Volume range (CHF) up to 2 Mio.

Industry sectors

ICT, Medtech, Life Science, Cleantech

Regional focus

Switzerland

Latest three investments

Abionic, Aïmago, Viroblock



Jan Fülischer
Director of BAS

Business Angels Switzerland (BAS)

P.O.Box, CH-8708 Männedorf
Phone +41 79 358 54 70
www.businessangels.ch

Active since 1997

Volume range (in CHF) 0,1–2 Mio.

Industry sectors

All

Regional focus

Switzerland

BlueOcean Ventures

BLUEOCEAN VENTURES is providing capital, operating and other value adding resources (mentoring, networking ...) to entrepreneurs in Switzerland. BlueOcean Ventures has offices in Geneva (Switzerland).

- Primary focus on Swiss high technology: ICT, medtech, life Science, environment and engineering sectors with superior international potential.
- Diversification is sought across sectors and maturity stages
- Focus on start-up/first stage investments with exciting future

- First round investment typically 300–600k Swiss Francs
- Pre-money company value (first round) typically 3–10m Swiss Francs
- Total investment up to 2 million Swiss Francs per company

BlueOcean will act as co-investor or syndicator for higher amounts.

Our LPs are private individuals attracted by our deal-flow and selection process, the potential and reputation of Swiss-made products and achievements and family offices eager to benefit from a high-return asset category in a safer-than-usual environment.

Smart Money for Smart Innovators

The leading business angel club in Switzerland:

- **20 Dinner Meetings per year**
- **up to 60 start-up presentations per year**
- **70 members**
- **attractive for newcomers to start-up financing as well as experienced investors**

BAS is the largest and most active business angel club in Switzerland. The association was founded in 1997. Its goal is to present attractive investment opportunities to investors. BAS is active in the German-speaking part of Switzerland and in the Romandie, the French-speaking part. The 70 members can participate at up to 20 Dinner Meetings where start-ups are presented.

BAS is a market place where investors and start-ups meet. The association is not involved in the investments and doesn't charge any transaction fees, finder fees, etc.

Investors interested in joining BAS can participate at one or two dinner meetings. If they like the unique atmosphere at our Dinner Meetings, they can apply for a membership.

BAS does not require its members to invest a specific minimum amount but they are encouraged to participate in due diligences and investments.

For further information about the association, please consult www.businessangels.ch or contact the management.



Michael de Braaf
Head New Business
Scouting

Clariant International Ltd.

Rothausstrasse 61
CH-4132 Muttenz 1
Phone +41 61 469 51 11
www.clariant.com

Active since 1995

Industry sectors

Interested in investing in Cleantech, Renewables (Energy & Materials), Advanced Materials and Water

Regional focus

Europe, USA, Asia, Latin America



Yann Barth
Director

Creapole SA

Route de Moutier 109
CH-2800 Delémont
Phone +41 32 420 37 40
www.creapole.ch

Active since 2008

Industry sectors

ICT, Medtech, Micro and Nanotechnology

Regional focus

Jura and jura region

Latest three investments

Hyperweek SA, Helvedis SA, Perfusol Sàrl

Backing Investment with Know-how

Clariant backs investment with know-how for innovative start-ups committed to a sustainable future.

The announcement of a new innovation center in Frankfurt in December 2010 marked the first step in Clariant's new future of innovation. The specialty chemicals expert has now taken the next step in scouting for young start-up companies to reinforce its commitment to sustainable growth.

Demonstrating its responsibilities towards the environment, the communities in which it operates, and its employees is a fundamental part of Clariant's core values. To that end, Clariant will focus its support on innovative

companies in the fields of CleanTech, Renewables (Energy & Materials), Advanced Materials and Water.

Clariant offers solid, global expertise as a leading technology partner in the chemical world. It is this expert knowledge of related chemistry and chemical technology issues, and understanding and access to downstream markets that makes Clariant a stand-out partner for start-ups looking for more than just financial backing. Specialized support functions, such as intellectual property management (patents), up-scaling and piloting of chemical processes, and supply of raw materials, add to its support capabilities.

Connecting Ideas

Center of innovation and start-up creation from the Canton of Jura.

Creapole SA aims to develop high value-added activities in the region, especially in the fields of ICT, Medtech and Nanotechnology.

Creapole is working in partnership with a seed financing foundation (named FITEC) to help innovative start-up bridge the "valley of death," alongside other seed investors.

NOVARTIS VENTURE FUNDS

■ Investing in innovative life science concepts for patient benefit creating attractive returns for entrepreneurs and investors.



www.venturefund.novartis.com



Gert Köhler
CEO

Creathor Venture

Fraumünsterstrasse 11
CH-8001 Zürich
Phone +41 44 271 13 58
www.creathor.ch

Active since 2003

Volume range (in CHF) 0,5–10 Mio.

Industry sectors

Hightech & Life science

Regional focus

Germany, Swiss, rest of Europe

Latest three investments

Shopgate, Zadego, Sividon

Latest three exits

Jaron, Doodle, Living online



Stefan Tirtey
Partner

Doughty Hanson Technology Ventures

Lenbachplatz 3, D-80333 Munich
Phone +49 89 55 27 93 452
www.doughtyhanson.com

Active since 2000

Volume range (in CHF) 1,5–6 Mio.

Industry sectors

Mobile and Internet

Regional focus

Europe

Latest three investments

Secret Sales, nScaled, Mega Zebra

Latest three exits

Actionality, Tridion, Gomez

Quarter Century Quarterback

Dr. Gert Köhler has been active venture capitalist for 28 years. Before founding its current company CREATHOR VENTURE he was managing director of 3i Europe PLC and founder and managing director of Technologieholding.

CREATHOR VENTURE manages today a fund volume of 200mio SFR. The management itself represents the major shareholder plus the EIF, entrepreneurs and family offices.

CREATHOR has today two headquarters in Bad Homburg (near Frankfurt), in Zürich and a side-office near Munich. The team of nine investment professionals has an experience of financing and supporting more than 200 high-tech companies as lead investor. More than 25 IPO's (at SMX: Micronas, SEZ) and numerous trade sales and has achieved outstanding financial returns. Two to three investments p.a. are

planned in Switzerland plus additional 4–6 in Germany, France and Austria.

The Zurich office is managed by Cédric Köhler who represents Creathor as lead investor in the following companies: JOIZ (CH), Doodle (sold/CH), Viewster (CH), Stylefruits (D), Danato (D), Sofialys (F), Mobiles Republic (F) and Insiteo (F).

ENTERPRENEURIAL APPROACH: The industry experienced team has a hands-on and straight forward oriented entrepreneurial approach and moves and decides as quick as the markets demands. In general Creathor invests via equity.

INDUSTRY FOCUS: Mobile; E-, M-, Social-Commerce, Cloud, selected areas of Cleantech and New Materials; M-,E-Health, Personalized Medicine, Diagnostic Platforms, Drug Delivery, and all new innovative business concepts promising outstanding returns.

Doughty Hanson Technology Ventures

We invest in ambitious entrepreneurs and help them build industry leading businesses in the mobile technology and internet software sectors.

We identify and invest in early stage companies that have the potential to become industry-leading businesses. Our team brings a clear strategic focus, relevant experience and the vision and resources to help accelerate growth.

We invest in companies that are headquartered, or conduct a substantial part of their business in Europe and we focus on two sub-sectors; mobile communications and internet software. These are technologies we understand and sectors where we believe Europe occupies a compelling po-

sition in terms of its potential to deliver future growth through innovation.

We provide venture capital funding according to the growth profile of individual companies and support our investments by continuing to commit capital throughout the entire life-cycle of each business.

Once we have made an investment, we support the founders and management of the business and ensure success by leveraging the operating experience and industry knowledge of the team and our network of contacts.

With offices and resources throughout Europe and in Silicon Valley, we have a track record of successfully helping our entrepreneurs to expand internationally.



Mark Felix
Investment Manager

Dow Europe

Bachtobelstrasse 3, 8810 Horgen
Phone +41 44 728 28 36
www.dow.com/venture

Active since 1993

Volume range (in CHF) up to \$ 25 Mio.

Industry sectors

Chemicals, Materials, Cleantech,
Industrial Biotech

Regional focus

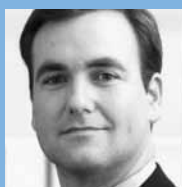
North America, Europe, Israel and Asia

Latest three investments

Xtreme Power, Nuvosun, Blade Dynamics

Latest exits

CFT



Don Plaisted
Managing Director

Draper Investment Company (Zurich)

Dreikönigstrasse 31a, CH-8002 Zürich
Phone +41 44 586 00 92
www.draperco.com

Active since 2001

Volume range (in CHF) up to 1 Mio.

Industry sector

Technology

Regional focus

Global

Latest investments

PhoneDeck, DroidShield

Latest three exits

Securewave, Marketworks, Plazes

Global Corporate Strategic Investment Partner

Dow is a science and technology company with an industry-leading portfolio of specialty chemical, advanced materials, agrosciences & plastics businesses delivering products & solutions into high growth sectors such as electronics, water, energy, coatings & agriculture with annual sales of US\$ 60 B.

Dow Venture Capital invests in promising start-up companies in North America, Europe and Asia. We support our

portfolio with capital, technology, and a global network of potential development partners. We are active in sustaining these companies throughout their early critical years, from seed to later stage investment.

Areas of interest include among others, Cleantech, Materials, Water, & Industrial biotechnology.

Dow Venture Capital is located in company headquarters in Midland, MI; in European headquarters in Zurich; and in Gotemba, Japan.

Thinking Globally for Family Offices

In 2001, the Draper family wanted to capitalize on the success of Draper International, the first US institutional venture fund in India in 1990, by expanding its focus on a global basis. This vision became Draper Investment Company with an emphasis on global markets and emerging technologies, not only in the United States, but around the globe.

With the internet telecommunications company Skype, Draper had a very prominent exit and demonstrated its know-how in the ICT sector. By moving its headquarters to Zurich from San Francisco, the investment company continues to find global entrepreneurs with new visionary technologies as well as co-investors who share the same mindset to invest in technology companies with global vision and reach. The

two-man investment team comprises Bill Draper and Don Plaisted, a former Deloitte&Touche senior manager. Mr. Plaisted is responsible for the day to day management and has over 12-years experience as an entrepreneur, consultant and VC. Mr. William (Bill) Draper (III) has over thirty-five years of experience as one of America's first venture capitalists. His father, General William H. Draper, Jr. (II), formerly an Army Undersecretary, was responsible for the economic reconstruction of Germany and Japan under the Marshall Plan. In 1958 he founded Draper, Gaither & Anderson. It is clear that with such a dynastic history, trust will be the most valuable asset in its work with entrepreneurs and investees to build-up successful and lasting technology companies. Draper seeks investments in early-stage companies, typically in a company's first round of financing.



Christian Nagel
Managing Partner

Earlybird

Torstrasse 109,
D-10119 Berlin
Phone +49 30 46 72 47 00
www.earlybird.com

Active since 1997

Volume range (in Euro) 1–10 Mio

Industry sectors

Online consumer services, cloud-based IT services, mobile services and technology, clean technology, medical technology

Regional focus

German speaking countries,
Western Europe

Latest three investments

moped, Socialbakers, Peak Games

Latest three exits

BridgeCo, Scoreloop, UPEK



Jesus Martin-Garcia
Director

Ecllosion

14, ch des Aulx, CH-1228 Plan-les-Ouates
Phone +41 22 880 10 10
www.ecllosion.com

Active since 2004

Volume range (in CHF) up to 7 Mio.

Industry sectors

Life Sciences

Regional focus

From Lyon to Berne

Latest three investments

GeNeuro SA, GenKyoTex SA, Arisgen SA

Earlybird

Earlybird is one of Europe's leading venture capital technology investors investing in early stage technology companies with a large business perspective. With over € 500 million under management, Earlybird has achieved an outstanding track record.

Earlybird's portfolio currently includes more than 20 companies in eight countries (Austria, Germany, Italy, Netherlands, Switzerland, Turkey, UK and USA). Since its inception, Earlybird has invested in over 70 companies.

Earlybird has successfully floated six technology companies on four European stock markets: Interhyp, Tipp24 and Wilex (Prime Standard, Frankfurt), Esmertec (Swiss Exchange, Zurich), Entelos (London Stock Exchange) and NoemaLife (Borsa Italiana, Mai-

land). Earlybird also sold its participation in element 5 to Digital River, and its shares in Identify were acquired by BMC Software. Alantos was sold to Amgen, abaXX to Cordys, amaxa to Lonza, Dooyoo to LeGuide, BridgeCo to SMSC, Scoreloop to RIM.

Rolf Mathies, Christian Nagel, Hendrik Brandis and Roland Manger founded Earlybird in 1997 to back outstanding entrepreneurs to build their own companies. Previously, all have been experienced entrepreneurs with a wealth of operational expertise. The Managing Partners have on average over 17 years of relevant venture capital and private equity experience. Meanwhile, they have been joined by five additional partners, adding their expertise. The Partners are supported by a dedicated team of 11 professionals and an International Industry Advisory Group.

Transforming Discoveries into Products

Ecllosion offers solutions to transform academic discoveries into products, from the bench to early clinical trials.

Ecllosion offers management support, financial resources and infrastructure solutions from proof-of-concept to successful start-up.

Ecllosion was created in 2004 to convert breakthrough academic discoveries into life-altering therapeutic products, economic value and jobs. Since its inception, Ecllosion selects promising projects and tests their potential applications in Ecllosion's state-of-the-art facilities. The hands-on validation of early stage projects is an effective selection process, where Ecllosion fed-

erates existing resources in the Lyon-Berne area, the leading biotech cluster in continental Europe. The surrounding leading academic and hospital centers provide high-tech infrastructures and medical expertise, while industrial companies contribute their development insights. The State of Geneva supports Ecllosion's facilities costs in Plan-les-Ouates. Ecllosion works in partnership with Ecllosion2, an early-stage investment fund, that provides seed capital to launch promising companies and after a first round, co-funds with industrial and other VC partners the subsequent development stages. Ecllosion team brings complementary entrepreneurial, scientific and financial experience and skills.



Philipp Hasler
Investment Director

Emerald Technology Ventures

Seefeldstrasse 125
CH-8008 Zürich
Phone +41 44 269 61 28
www.emerald-ventures.com

Active since 2000

Volume range (in CHF) 2–15 Mio.

Industry sectors

Energy, water, materials

Regional focus

Europe, North America

Latest three investments

TaKaDu (IL), Azzurro Semiconductors (D), Terralux (USA)

Latest three exits

inge wartertechnologies, Ruggedcorn, Ormecon



Jean-Philippe Gendre
Partner

Emertec

17, rue de la frise, F-38000 Grenoble
Phone +33 4 38 12 38 95
www.emertec.fr

Active since 2000

Volume range (in CHF) 0,5–7 Mio.

Industry sectors

ICT, Clean Tech

Regional focus

Europe

Latest three investments

New Imaging Technology, Ethera, Eviagenics

Latest three exits

Lumilog, Soisic, Tracit

Cleantech Investor

Emerald Technology Ventures is a global leader in clean technology venture capital. Founded in 2000, Emerald has been a venture capital pioneer in the areas of energy, water and materials.

From offices in Zurich, Switzerland and Toronto, Canada, Emerald manages three venture capital funds and two venture capital portfolio mandates totaling over EUR 300 million (USD 400 million). Our investors include leading financial institutions and multinational corporations.

We are committed to helping energetic and passionate entrepreneurs build world-class clean technology companies. The foundation of Emer-

ald Technology Ventures is based on our conviction that to be a successful sector focused venture capital investor requires not only business and deal transaction experience but significant technical & market knowledge about the sectors in which one invests. With this principle in mind we have assembled a truly unique investment team.

Emerald manages one of the largest clean technology venture portfolios across Europe and North America and has achieved outstanding returns investing in RuggedCom (TSX and recently acquired by Siemens), Evergreen Solar (NASDAQ), Schmack Biogas (FSE), Pemeas and inge water technologies (both acquired by BASF).

On Solid Ground in Grenoble

Microelectronics, micro-systems and advanced materials; monitoring, metrics and robotics; energy and environmental sciences, all sectors on solid ground, are the investment focus of funds managed by Emertec Gestion. Ground-breaking, however, is a must-have feature for the technologies that come from its diverse portfolio companies.

The Emertec Gestion funds focus on research validation and the financing gap at the seed stage and their duration is 10 years. The company was registered on November 2, 1999. The latest of its funds, Emertec 4, had its closing at 60 million Euro in 2009. Specialist for ICT and clean tech since its

inception Emertec Gestion has been sponsored by CDC and CEA Valorization. It is recognized as a credible investor in the ICT and clean tech sectors, both for the seed and early stage. A mix of public, industry and private investors contribute to the success of its fundraising. Equity financing is nearly always the strategy. Investments are generally significant, between two and five million Euro over one or several rounds of financing. A small team of business and technology professionals oversees the funds process. Given the sum of money at stake, the selection process is strict. Pitching companies must rigorously follow guidelines as a roadmap for the development of a coherent business plan.



Peter E. Burckhardt
CEO

EVA – the Basel live sciences start-up agency

Hochbergerstrasse 60c, CH-4057 Basel
Phone +41 61 283 84 85
www.eva-basel.ch

Active since 1996

Industry sectors

Life sciences (incl. med. tech., nano-tech.)

Regional focus

NW-Switzerland

Latest three investments

Covalys, Ennar Pharma, Flamentera



Pierre Strübin
Manager

Fongit Seed Invest SA

Chemin des Aulx 18
CH-1228 Plan-les-Ouates
Phone +41 44 721 02 33
www.fongitseedinvest.ch

Active since 2005

Volume range

100 kCHF to 500 kCHF

Industry sectors

Mechatronics, Medtech, ICT

Regional focus

Suisse Romande

Latest three investments

Anteis SA, Viroblock SA, Augurix SA

Latest three exits

AutoDose SA, Acqiris SA, Suriasis SA

Enabler not Investor

Located in the life science cluster of the Greater Basel region, EVA – the Basel life sciences start-up agency was founded by the Cantonal Banks of Basel-Stadt and Basel Landschaft and two visionary entrepreneurs. It helps start-ups to be launched.

At a time when the life sciences industry consolidated, a coaching partner for start-ups seemed necessary. EVA was founded in 1996 as a limited company, supported by the two Cantonal banks as major shareholders. The focus of EVA is on projects in life sciences who have their base in NW-Switzerland. The first contact is usually established in a very early phase. EVA offers coaching and brings in its pres-

tigious network to shape the company. Finally EVA can even provide seed funding to a certain extent which is normally given for equity. Since 2010 EVA has in addition the mandate to run the BASEL INKUBATOR, a venture of the University, the FHNW, the Canton BS, and EVA to provide an affordable infrastructure and coaching to spin-offs of the University and the FHNW. “EVA the Basel life sciences startup agency” wants to express with its name, that it is a key enabler for start-ups in one of the world’s most important life sciences cluster. EVA helped 27 companies to be formed and created over 250 jobs in the greater Basel area. 23 of the start-ups are still active, 9 are still in EVA’s portfolio.

Strong Local Player

Fongit means “Fondation Genevoise pour l’Innovation Technologique.” It is the name of both an idea and an investment vehicle set up by local pension funds and private investors to finance high-tech companies in the Geneva area with the aim of creating jobs.

Most of the invested capital comes from previous successful exits. The Fongit fund targets seed and early stage technology-driven companies. The areas industrial specialization are medtech, ICT and mechatronics, although it is not exclusively restricted to these industrial segments. FSI is known throughout the Swiss network of universities, venture capitalists, business angels and specialized organizations, both in the private and public

sector. If FSI operates as a coinvestor, it is not restricted geographically to the French-speaking part of Switzerland. If Fongit takes the lead, it is required that the ventures also enroll in a coaching program. Fongit can provide office and laboratory space. Unfortunately, venture capital and private equity investors often refrain from early stage start-ups as due diligence expenses are seen as too high in relation to the investment size. But at Fongit even small investments, those not regularly considered by venture capitalists, will be granted a chance for funding and due diligence. In this way, the company strongly believes it can contribute to the local and national economy. Financing is roughly up to 80 percent in equity and the rest is loans.



Brigitte Baumann
CEO

Go Beyond

Technoparkstrasse 1, CH-8005 Zürich
www.go-beyond.biz

Active since 2005/06 Angel Investing Academy & 2007 European Business Angel Network

Volume range (in CHF)
300–700k for Business Angels
and up to 5 Mio. for family offices

Industry sectors

All except biotech and pharmaceuticals,
and including social entrepreneurs

Regional focus

Europe and US

Latest three investments

Arktis, Sensimed, Shadow Government

Latest exit

Charitic



Davide C. Gai
Managing Director

Healthcapital

Via F. Pelli 2, CH-6900 Lugano
Phone +41 91 911 84 15
www.healthcapital.ch

Active since 2009

Volume range (in CHF) up to CHF 10 Mio.
per investment

Industry sectors

Biotech, Medtech

Regional focus

Worldwide

Latest three investments

SEP Pharma (GB), Globeimmune (US),
Visioncare (US)

Cross Border Early Stage Investing

Go Beyond enables novice to sophisticated investors to build, manage and exit diversified portfolios of direct investments in young, fast growing companies. Operating in Switzerland, France, the UK, Italy and the US through Go Beyond Network, its team is comprised of seasoned entrepreneurs and general managers who are now business angels.

Go Beyond offers cross border investment opportunities, syndication/pooling, due diligence, investment monitoring services and training/coaching to individual investors, family offices, professional groups/associations and corporations.

The training and coaching services are open to entrepreneurs, but also

to investors if they take part in Go Beyond's group investing, which for € 10,000 or more, allows business angels to pool funds in order to invest in promising start-ups. Half-day training courses are available for € 450 without any obligation to invest. Hundreds of new investors have already taken part in the trainings offered by Go Beyond's Angel Investing Academy and learned how to help start-ups make it through the jungle of the real economy.

Go Beyond funds itself through fees from investors and entrepreneurs. As a company it is passionate about Sustainable Angel Investing, i.e. investing in triple bottom line startups and Go Beyond's group investing includes chapters with the focus on impact investing.

Healthcapital

Healthcapital is the biotech investment and advisory company of BSI Bank, which in turn belongs to the Generali Insurance Group.

The company was founded in 2009, by Davide Gai, with the scope of managing Generali's and BSI's investments in the Biotech and Medtech sectors. Since inception it has executed 4 investments for a total of roughly 30 million Swiss Francs.

The company's focus areas are oncology, metabolic diseases, inflammation, CNS, and Medtech. In order to reduce risk, the Company tends to target later stage investments with a rather short (3 years) lag time between investment and exit. Its focus is worldwide. More information about Healthcapital can be found at www.healthcapital.ch.



Alexander von Frankenberg
Managing Director

High-Tech Gründerfonds

Ludwig-Erhard-Allee 2, D-53175 Bonn
Phone +49 228 823 00-102
www.high-tech-gruenderfonds.de

Active since 2005

Volume range (in Euro) 0,5 Mio. (initial investment); 2 Mio. max. per company

Industry sectors

High Tech, all sectors

Regional focus

Mainly Germany but also worldwide

Latest three investments

Data Virtuality, T-Cell Europe, Enercast



Eric Harlé
Managing Partner

I-Source

11 bis avenue Victor Hugo
F-75116 Paris
Phone +33 1 45 01 46 46
www.isourcegestion.fr

Active since 1999

Volume range (in CHF) 1–5 Mio.

Industry sectors

Information and Communication
Technologies

Regional focus

Western Europe, Canada

Latest three investments

Compario, Ijenko, DarQroom

Latest three exits

Openplug, Streameezo, Advestigo

Seed and Speed

High-Tech Gruenderfonds invests in young, high potential high-tech start-ups. The seed financing provided is designed to enable start-ups to take an idea through prototyping and to market launch.

Typically, High-Tech Gruenderfonds invests EUR 500.000 in the seed stage, with the potential for up to a total of EUR 2 million per portfolio company in follow-on financing. Investors in

this public/private partnership include the Federal Ministry of Economics and Technology, the KfW Banking Group, as well as thirteen industrial groups of ALTANA, BASF, B. Braun, Robert Bosch, CEWE Color, Daimler, Deutsche Post DHL, Deutsche Telekom, Evonik, Qiagen, RWE Innogy, Tengemann and Carl Zeiss. High-Tech Gruenderfonds has about EUR 563 million under management in two funds (EUR 272 million EUR HTGF I, EUR 291 million HTGF II).

From Lab to Business

Founded by Eric Harlé and Didier Moret in late 1998, I-Source emerged from the French governmental information technology research lab INRIA-Transfert. The focus was on seed investments in ICT.

Since its debut, the company has grown, raising 185 million Euro so far. Over seventy start-ups have been sponsored; twenty six of them are still in the portfolio. The investment team's professionals have IT industry backgrounds. The initial investment focus is still early stage. Companies shouldn't be older than five years. Capital for its funds is collected directly by the investment team, mainly from European institution-

al investors, and invested in five IT categories: corporate software, software as a service (SaaS), multimedia technology, telecommunication, embedded systems, managed services, eco-technologies.

Private Public Partnerships

With its own brand capital-entrepreneurs®, I-Source actively supports its companies through the complete life cycle, even up to the exit. Most of the deals are structured as equity financing. When fundraising, I-Source sees itself as an architect of private and public partnerships. It goes without saying that Eric Harlé, a former naval architect, is staying true to his vocation.

Empowering Entrepreneurs.

Starting up a high-tech firm? Connect with Zühlke Ventures. We provide you with early-phase capital in order to accelerate your success. And the value of our support goes far beyond pure financing: As experienced entrepreneurs in the field of product and software engineering, we can help you avoid product risks, sharpen your business strategy and shorten your time-to-market. And as a leading technology group, we also hook you up with our powerful network of partners.

zuehlke.com/ventures



TECHNOPARK® LUCERNE – THE PLACE TO GROW

Technopark Lucerne provides pro-active support for establishing and expanding start-ups. It offers professional support tailored to individual requirements, a modern infrastructure in a good location, focused training, and valuable contacts.

Focal point for sustainable financing of start-ups

We find reliable lenders and investors for young entrepreneurs on the basis of a broad network. We provide start-ups with professional training services, putting them on the path towards a successful entrepreneurial future and making them attractive for investors.



Hansruedi Lingg
CEO
MSc. Eng.
ETHZ/MBA

Janine Wettstein
Assistent

Jochen Gnädinger
Business
Development
BSc. Eng./MBA-HSG



Gabriel Gomez
Principal

Initiative Capital Romandie (ICR)

Boulevard de Grancy 1
CH-1006 Lausanne
Phone +41 21 614 34 44
www.definvest.com

Active since November 2006

Volume range (in CHF) 0,2–1,5 Mio.

Industry sectors

Biotech, Medtech, ICT, Nanotechnologies

Regional focus

French speaking part of Switzerland

Latest three investments

Aleva Neurotherapeutics, Anergis,
MyoPowers

Latest exits

PicoDrill, HPL



Markus Oswald
Managing Director

Innovationfund of the Schwyzer Kantonalbank

Postfach 263, CH-6432 Schwyz
Phone +41 58 800 21 22
www.szkb.ch

Active since 2007

Volume range (in CHF) 300.000 – 2 Mio.

Industry sectors

Technology

Regional focus

From Schwyz to Zurich

Latest three investments

joiz AG, BoneArtis AG, Dacuda AG

Latest exits

BoneArtis AG, Doodle AG

Initiative for “Seedlings”

Initiative Capital Romandie (ICR) is one of five funds under management by DEFI Gestion SA, an advisory services provider for private equity funds. It operates in both the buyout and venture capital sectors.

Initiative Capital Romandie (ICR) is a typical local initiative. Four institutional investors, namely Banque Cantonale Vaudoise (BCV), Retraites Populaires Vie, Centre Patronal and Etablissement Cantonal d'Assurances, wanted to support local start-ups by creating a network around existing academic centers, such as the EPFL, UNIL, CERN, CHUV, and HUG, as well as incubators like the PSE, CSEM, Y-Parc, Ecllosion and Biopôle. Within a short time, a group of regular investors formed its

financial basis. ICR now has 15,5 million CHF under management.

External management

Following a management buyout at the end of September 2006, the share capital of DEFI Gestion SA is currently held by its management, which is responsible for directing ICR. DEFI Gestion has approximately 200 million CHF under management, including VDCapital LP and DEFI EuroCap III, funds for the buyout sector, while Initiative Capital Romandie is the venture capital fund. The regional banks and pensions funds provide the support for ICR to kick-start young regional enterprises. In French its aim is “donner de l’engrais pour les jeunes entreprises”, to provide enrichment to grow young companies.

The Doodler

Closing the highly successful exits in Doodle and BoneArtis was a positive proof in 2011. Being represented with number 2 and 3 on the top-100-startup-list was remarkable.

With investments in companies such as Doodle, Dacuda or BoneArtis the Innovationfund of the Schwyzer Kantonalbank manages to be part of some of the most compelling entrepreneurial stories in Switzerland.

The close cooperation with outstanding entrepreneurial teams is driving the investment activity of the Innovationfund. Actively supporting and challenging the entrepreneurs on their path to growth and profit, the Inno-

novationfund is not only facing but also taking the risk of investing at an early stage of the corporate development. Launched in 2007 the Innovationfund was funded with CHF 20 Mio. by the Schwyzer Kantonalbank and acts independently from the Bank. An entrepreneurial and experienced Investment Board underlines and supports this independence.

Investment highlights so far include the compelling growth – and exit – of the scheduling service Doodle, the international market launch of Dacuda’s Scanner Mouse, the FDA approval and international partnering of BoneArtis’ bone substitute technology. All investments performed so far managed to attract other venture investors.



Laura Regazzoni
Managing Partner

investiere | Verve Capital Partners

Zollikerstrasse 44
CH-8008 Zürich
Phone +41 44 380 29 35
www.investiere.ch

Active since 2010

Volume range (in CHF) 0,5 to 2,5 Mio.

Industry sectors

ICT, Life Sciences (no drug dev.),
Other Disruptive, Innovative Non-high-tech

Regional focus

Switzerland

Latest three investments

Uepaa, Agile Wind Power, HyperWeek



Frank Becker
Managing Partner

Invision Private Equity

Grafenastrasse 7, CH-6304 Zug
Phone +41 41 729 01 01
www.invision.ch

Active since 1997

Volume range (in CHF) 10–20 Mio.

Industry sectors

IT, Medtech, Innovative Services/Products

Regional focus

Europe

Latest three investments

SEG, César Ritz, OX Group

Latest three exits

Netviewer, Secure Computing,
Datamars

Democratizing Venture Capital

investiere is a disruptive early-stage & equity gap financier. It provides to selected entrepreneurs access to a network of private investors, and to the latter direct investment opportunities in a previously untapped early-stage asset class.

Since February 2010, Verve Capital Partners operates investiere. Within two years investiere has co-financed 9 early-stage companies: Agile Wind Power, Attolight, Hyperweek, Medudem, nanotion, SalsaDev, Shadow Government, Qvanteq, Uepaa.

investiere goes well beyond opening a new source of capital: after a collaborative due diligence, the team supports entrepreneurs in grooming their pitch and facilitates the entire investment process aligning all parties' inter-

ests and following a proven practice process and legal framework. By leveraging the internet, social networks and the growing interest of private investors to invest in innovative start-ups, the entrepreneur's time to find and manage capital is significantly reduced. Since they are a young company, the team speaks the entrepreneurs' language. And being an independent intermediary, they aim at fair terms for both, start-ups and investors. investiere receives part of its success-based fees in equity; this underlines its demand for high quality standards.

investiere has a strong footprint in the high-tech and university spin-off space, but its USP is certainly in being able to also attract and present the most innovative start-ups outside the scientific world.

Invision Private Equity AG

Devoted to growth capital since 1997, the private equity firm Invision has invested 650 million CHF in sixty-four companies across Europe, the US and Asia. Portfolio companies completed 9 IPOs, while 18 were sold in a trade sale.

Invision was founded in 1997 as the corporate venture capital division of Metro Holding, the German wholesale giant. In 2000, the vc investor carried out a spin-off from Metro and merged with Aureus Private Equity, a two year-old Swiss based Venture Capital firm with its own fund vehicle. Invision raised two funds of 116 million Euro and 21 million Euro. Its third fund, named Invision III, closed with a volume of 90

million Euro, and its latest, Invision IV, is 185 million Euro. The capital is collected from institutional and high net worth private investors through its proprietary network. The growth financing deals are generally structured as direct equity investments, whereas buy-out deals are typically in form of leveraged financing applied to the acquiring company. Invision is known to have a strong proprietary deal flow, an active calling program, and an experienced team of ten investment professionals. Its established network of industry professionals brings valuable input to the portfolio companies. As a result of all this, Invision holds a top-quartile performance ranking within European and US venture capital funds.



Peter E. Braun
CEO

Mountain Club

Dufourstrasse 121, CH-9001 St. Gallen
Phone +41 44 78 38 019
www.mountain-club.ag

Active since 2010

Volume range (in CHF) 200.000–20 Mio.

Industry sectors

All

Regional focus

Worldwide

Latest three investments

Quest.li, Biognosys, Food.de

Latest three exits

Digital Domain Media Group, Taishan



Christian Moser
Managing Director

National Instruments Switzerland

Sonnenbergstrasse 53, 5408 Ennetbaden
Phone +41 56 200 51 51
www.ni.com

Active since 2011

Industry sectors

Electronics, Microelectronics, Industrial Automation, Industrial Products, Micromechanics, Mechatronics, Medical Instrumentation, Energy, Industrial Equipment, Robotics

Regional focus

Switzerland

Latest three investments

Theikin, QualySense,
Skope MR Technologies

Mountain Club – Heaven for Business Angels

Exclusive member events in combination with the first award-winning “e-banking” solution for Business Angel investments.

There are loads of communities on the internet for investors and Business Angels. There is a wide range of specialist publications about private equity and the venture capital scene. And there is the Mountain Club, which, for you as a wealthy investor, can really open new doors. For your investments, for your network, for your individual commit-

ment. Exclusively and only upon personal recommendation.

We offer members a range of selected and quality-assessed investment opportunities in companies in various industries and of various sizes. By these means, we provide you with numerous interesting chances to build and expand a diversified investment portfolio.

The software solution was awarded as “Breakthrough Tool of the Year 2012” by European Business Angel Network (EBAN).

NI Swiss Startup Program

National Instruments (NI) is committed to your success. For more than 30 years, NI has helped engineers and scientists develop new applications, processes and products in a better way. Better means faster and more flexible at a lower overall cost.

NI has vast experience in supporting startups from the initial idea to the final product. The “NI Swiss Startup Program” (<http://switzerland.ni.com/startup>) supplies the basis for the success of innovative startup firms by providing access to graphical system design tools, technical training and coaching, as well as industry-proven hardware platforms.

Most innovative break-throughs in science and technology have been developed by small, entrepreneurial technology companies.

To foster their efforts, National Instruments Switzerland introduced a program designed to provide significant sponsorship for Swiss companies planning to use National Instruments technology (Graphical System Design) to develop their complex industrial or scientific systems. The goal of this program is to accelerate the competitive market readiness for those companies and therefore increase their chance of success and fast market adoption.



Reinhard Ambros
Executive Director

Novartis Venture Funds

Forum 1
P.O. Box CH-4002 Basel
Phone +41 61 324 32 67
www.venturefund.novartis.com

Active since 1996

Volume range (in CHF) 100.000–20 Mio.

Industry sectors

Biotech, medtech, pharma

Regional focus

Worldwide

Latest three investments

Euthymics, Merus, Ra

Latest three exits

FoldRx, Cequent, Neovacs



Philippe Vercruyssen
Managing Partner

OCAS Ventures

Pres. J.F. Kennedylaan 3
9060 Zelzate
Phone +32 9 345 12 11
www.ocasventures.com

Active since 2007

Volume range (in CHF) 0,5 Mio.–15 Mio.

Industry sectors

Materials, Clean Tech, Nanotechnology

Regional focus

Western Europe

Latest investments

Borit, Applied Superconductor, Calyos

Fuel for Growth

The Novartis Venture Funds was established when Sandoz and Ciba-Geigy merged, with the goal of enabling spin-offs from the merged companies. It developed into a full-fledged venture capital corporate investment fund, and now holds more than USD700m under management and a diverse portfolio of over 65 companies.

We invest in innovations which are strategic to the healthcare industry and continue operating as a financially driven corporate life science investor offering support to those companies which have the potential to lead the next innovation wave and explore new business areas that will be critical to patient care. The broad and deep experience of the fund management team will contribute to the success of our portfolio companies. We take an active role in supporting our companies by having board representation and actively

working with the management teams.

Our primary focus is on the development of novel therapeutics and platforms for human health and we have recently extended our reach into animal health. We broaden the therapeutics focus with investments in medical devices but also diagnostics or drug delivery systems. In our investments we look for unmet need and clinical impact, novel proprietary science and understanding of mechanism, management and board experience and capital efficiency in the program. We prefer to have our initial investment at an earlier stage to build the company and follow with additional investment in pace with the company's progress. As transition from academic research to company formation is particularly difficult from a financial perspective, we intend to support such early ideas with the plan to form companies if the "experimental phase" is successful.

In the Material World

The steel giant ArcelorMittal and the Flemish region founded OCAS Ventures in a joint effort to promote innovation by setting up an investment fund to actively support entrepreneurial initiatives related to materials.

The original endowment was generous. The private-public partnership invested 100 million Euro into an ever-green fund. OCAS Ventures actively contributes to the success of material sciences, which are of interest to a region historically dependant on heavy industry. Materials play a paramount role in our economic system. Material science is implicated in more than a quarter of the economic output of industrial countries. Wherever devices, nanosystems, electronics, chemical, medical or food products are used, materials sci-

ences bring an additional value to these industries, which are confronted with the need for quick innovation and development cycles, increasing demands for functionality, reliability, and performance, as well as intense pressure for cost reduction. As a result, OCAS Ventures and its research center (OCAS) can play a key role in promoting industrial progress far beyond its first spinoff Elytra, which produces light-weight sandwiched metal and plastic panels that have exceptional rigidity. XcelCoat, the second OCAS Ventures spin-off, is focusing on the industrial deployment of OCAS' know-how in functional coatings. These technologies are used for aesthetic surfaces (design steel), energy management (heat and light reflecting/absorbing) and surface preparation for post-processing (painting, gluing, enameling).



Enrico Braglia
CEO

Onelife Advisors SA

Via Cantonale 1, CH-6900 Lugano
Phone +41 91 924 24 00
www.onelife.ch

Active since 2006

Volume range (in Euro) 1–5 Mio.

Industry sectors

High Technology & Life Science

Regional focus

Worldwide

Latest investment

HeiQ



Peter Letter
Partner

paprico ag

Zugerstrasse 8a
CH-6340 Baar/Zug
Phone +41 43 344 38 00
www.epsvalueplus.ch

Active since 2000

Volume range (in CH) 1–10 Mio.

Industry sectors

Cleantech, Medtech, ICT

Regional focus

Switzerland, Germany, Austria

Latest three investments

Sensimed, Silentsoft, Swiss Medical Solution

Latest three exits

3S Industries AG, Meyer Burger, SAF

A New Approach to Investments

Onelife is an investment and advisory company offering services to companies, financial institutions and family offices.

Onelife unique virtual network of highly experienced advisors is able to improve evaluation and handling of complex projects.

Onelife today manages two funds: Prospera Senectute Fund – SICAV-SIF, investing in public Lifescience companies and Bright Technologies Fund in-

vesting in high technology private companies.

Onelife vision, team and company culture together with unique hands-on approach and real experience in the industry has demonstrated strong investment optimization for our clients.

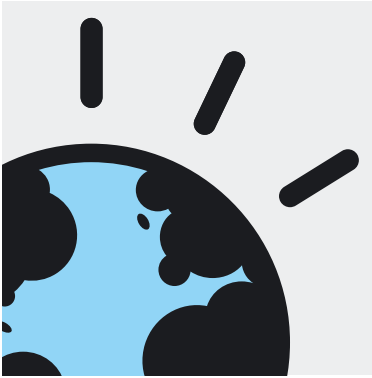
Onelife also manage in-out licensing projects, M&D, Strategic Advisory and is involved in several professional and no profit International (Swissbiotech, UN-PRI, CTI, SECA etc.).

Partners for Private Capital

paprico – partners for private capital & companies. paprico ag is an established investment manager for Private Equity direct investments in Switzerland and the German-speaking region.

Capital and expertise are key elements to grow successful businesses, **paprico** is your partner. Our services: Portfolio Management, Portfolio Development, Corporate Development, Corporate Financing. We provide management, development and administration of Private Equity investment companies, portfolios and single investments for family offices, private investors, institutional investors, investment companies and entrepreneurs. **paprico** follows a broad industry focus and its team has long-standing records particularly in the clean tech and health care sectors. Our competencies include:

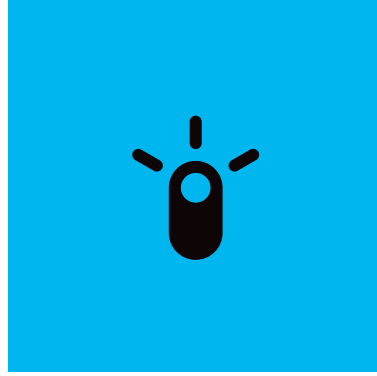
- Management and administration of Private Equity portfolios and funds
- Platform for access to attractive investment opportunities
- Search, analysis and valuation of portfolios and target companies
- Designing and implementing individual financing solutions for companies in dynamic phases (growth, ownership changes, restructuring)
- Active coaching of companies for a long-term and sustainable generation of values for shareholders and other stakeholders
- Planning and implementation of exit strategies
- Impact Investing/Sustainability: Support investors in achieving economic, social and ecological goals with their companies while adding value.



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P25846

We support promising companies in transforming their ambitious plans into solid businesses.

- Alain Nicod
- Arnd Kaltofen
- Daniel Gutenberg
- Diego Braguglia
- Joe Mächler

www.vipartners.ch





David Mauri
VP Medical Technologies

Polytech Ventures

c/o Parc Scientifique EPFL
CH-1015 Lausanne
Phone +41 21 693 92 10
www.polytechventures.ch

Active since 2008

Volume range (in CHF) 0,5–2 Mio.

Industry sectors

Technology

Regional focus

Suisse Romande

Latest three investments

Abionic, NetGuardians, BeamExpress

Latest exit

Picodrill



Nicolas Berg
Partner

Redalpine Venture Partners

Pfingstweidstrasse 60, CH-8005 Zürich
Phone +41 44 271 15 30
www.redalpine.com

Active since 2007

Volume range (in CHF) 0,2–5 Mio.

Industry sectors

Early-stage high-tech/high-innovation
(Technology, Life Science)

Regional focus

Europe (Germany, Switzerland, Nordic)

Latest three investments

Malcisbo, Questli, Insphero

Latest three exits

Trigami to eBuzzing, Quevita to Migros,
Triphunter to Brands4friends/Ebay

Seed / Early Stage Investor

Polytech Ventures & Cie SCPC is a technology seed fund launched by several parties close to the EPFL.

The fund invests primarily into early-stage technology companies located in Western Switzerland.

Early Stage Venture Capital by Entrepreneurs

Redalpine provides venture capital to highly scalable European start-ups. Our mission is to help talented entrepreneurs turn an ambitious vision into reality by providing money, experience, coaching and door opening.

Redalpine's investment managers have a track-record as successful entrepreneurs and angel investors. They want to share their experience and network with young high potential entrepreneurs and therefore developed a mixture of best practices used by professional business angels and VCs to help start-ups to achieve a successful exit. Consistent to their vocation they call themselves serial entrepreneurs. The

founding partners Nicolas Berg, Peter Niederhauser and Michael Sidler take advantage of the unexploited European early-stage opportunities. Nicolas Berg, who is responsible for investor relations, is a well-known entrepreneur and venture capitalist. He sold his finance platform Borsalino to Ringier, was CEO of Neurotune Pharma and country manager for Xing. Redalpine I had successful closing in August 2007 and in August 2008, Redalpine II had a first closing in Q2 2012. Redalpine I emerges in scope with expectations and strategy. "The portfolio develops nicely as expected at this stage; Redalpine weathered the financial crisis very well," as Michael Sidler, before involved in corporate investments at Prionics, points it out.



Bernhard Schirmers
Reinhilde Spatscheck
Hubertus Leonhardt
Partners

SHS Gesellschaft für Beteiligungsmanagement mbH

Bismarckstrasse 12, D-72072 Tübingen
Phone +49 7071 91 69 0
www.shsvc.net

Active since 1993

Volume range (in CHF) 2–8 Mio.

Industry sectors

Life sciences, focus on medical devices and diagnostics

Regional focus

Germany, Austria, Switzerland (D-A-CH)

Latest three investments

Miracor Spiegelberg, phenox

Latest three exits

ProBioGen, Novosis, Vita 34



Peter H. Müller
Chairman

StartAngels Network

Zürichbergstrasse 150, CH-8044 Zürich
Phone +41 44 820 18 88
www.startangels.ch

Active since 2000

Volume range (in CHF) 500K–2 Mio.

Industry sectors

Medtech, life sciences, industrial high tech, ICT and electronics, cleantech, services

Regional focus

Switzerland

Latest investments

Malcisbo, Nanotion, Viroblock (C round)

About SHS

Accelerating growth of young medical device or diagnostic is the core competence of the SHS partnership. SHS invests in small and middle sized life science companies in Germany, Austria and Switzerland.

The SHS funds target companies with marketable products and technologies in life sciences. The German Venture Capitalist has more than 100 million in capital under management. SHS is helping to develop companies by a deep understanding of regulato-

ry and reimbursement environment as well as strategic market access. Investments are made with an holding timeframe of 4 to 7 years till exit. Investors in SHS funds are family offices, fund of funds, pensions funds and banks. In general, SHS acts as lead investor and aims for a qualified minority stake (25,1% to 49,9%). The financings structure is flexible and adjusted to the situation of the target company. SHS sees itself as co-entrepreneur and investor, offering deep sector expertise along with capital.

Accelerating Start-ups

The business angels club “StartAngels Network” was founded to provide its members with investment opportunities in early stage enterprises.

StartAngels Network is a platform for business angel investors. Our mission is to present our members investment opportunities in early-stage Swiss companies. Our network consists of over 60 members, who are or were active in various functions and industries. Our angel investors participate directly in the respective start-ups and assist them with coaching and contacts. StartAngels Network is a non profit organisation and does not make any investments..

We organize 3 presentation events per year, in part, together with partner organizations such as Bank Vontobel and AKB (Aargauische Kantonalbank). Usually one or two companies per event is financed by lead-investors and/or co-investors from StartAngels Network.

The combination of a lead and several co investors is crucial to realize investments and support the companies thereafter.

Investments/Success stories: Credentis, Attolight, Greenteg, Pearltec, Virtamed, Arktis, Kooaba, CovalX, Viroblock, Idencom, Selexis, Newwave (IPO 2007), Xeltis, Swiss IT Bridge, Colrant Chromatics, etc.



Bärbel Selm
CEO

Stiftung für Technologische Innovation STI

c/o Hochschule für Technik
und Informatik HTI
Seevorstadt 103b, CH-2501-Biel/Bienne
Phone +41 32 321 62 35
www.sti-stiftung.ch

Active since 2004

Volume range (in CHF) up to 500.000

Industry sectors

All technology oriented sectors

Regional focus

Cantons of BE, SO, NE, FR, JU

Latest three investments

WIT AG, Adoptics AG, Gonnado GmbH



Eric Gisiger
Investment Director

SVC AG für KMU Risikokapital

IKV Tessinerplatz 7, CH-8070 Zürich
Phone +41 44 333 43 46
www.svc-risikokapital.ch

Active since 2010

Volume range (in CHF) 1–5 Mio.

Industry sectors

All

Regional focus

Switzerland

Latest three investments

CES, Eulitha, MERBAU

Seed Finance for Technological Innovation

Technologically oriented projects are in the focus of the foundation STI. Typical projects that will be supported are characterized by promising innovation for existing as well as arising markets.

The foundation STI provides a start capital in the form of refundable loans to founders of companies that are technology-oriented and promise a high growth potential. The aim is to support new high-tech industries in the so-called Espace Mittelland region, the industrialized flatlands between the Jura and Alps. STI provides the capital at the early developmental stage of the start-up company (seed money) for a period of up to eight years.

Early stage decisions influence future success substantially. Therefore, business coaching in technical and financial aspects is essential, especially when lacking management experi-

ence. A personal STI-coach supports the project he/she is responsible for with important questions of innovation potential, market relevance and commercial feasibility. Progress and milestones are discussed regularly. Furthermore, a beneficial network towards a start-up branch in Switzerland is established.

Especially technology oriented projects out of Universities, such as Universität Bern or Berner Fachhochschule are welcomed.

“Stiftung für Technologische Innovation” (STI) was co-founded by the Berner Kantonalbank (BEKB | BCBE) and Berner Fachhochschule – Technik und Informatik (BFH-TI) with a capital base of 3,5 million CHF, which has increased to 10 million CHF. Financial support is given to founders of start-up companies by means of long term credits without interest.

SME Investing

By founding SVC – Ltd. for Risk Capital for SMEs in 2010, Credit Suisse has put aside CHF 100 million of proprietary money to make sustainable investments into innovative Swiss based SMEs financing growth, expansion and succession planning solutions.

Founded in May 2010, SVC-Ltd. for Risk Capital for SMEs (SVC) has had a bright start in its inaugural year, making investments into six later stage and growth companies.

Backed by two strong partners, Credit Suisse and the Swiss Venture Club, combined with investment decisions taken by an independent investment committee (consisting of entrepreneurs and industrialists), SVC strongly believes that it brings a convincing partnership proposition for risk

capital seeking Swiss based SMEs to the table.

Led by clear investment guidelines, SVC covers a broad range of the SME life-cycle starting off with later stage VC investments, through to development/growth capital opportunities and concluding with financing succession planning situations. In all its investments, SVC focuses on sustainability rather than following any specific industry. By bringing in its network and the team's expertise, SVC wants to actively contribute to its portfolio companies' business success.

SVC invests in minority equity stakes, but also offers unsecured, subordinated loans. In a situation where the total investment amount required outstrip SVC's range, co-investments with other investors are possible.



Dominique Mégret
Head of Swisscom Ventures

Swisscom

Alte Tiefenastrasse 6, CH-3050 Bern
Phone +41 58 223 27 36
www.swisscom.com

Active since 2005

Volume range (in CHF) 0,5–5 Mio.
per investment

Industry sectors

Communications, Internet, Digital Media

Regional focus

Worldwide

Latest three investments

Matrixx, SSP, Amplidata

Latest three exits

Sequans, Kyte, Firecomms



Berthold von Freyberg
Partner

Target Partners

Kardinal-Faulhaber-Strasse 10
D-80333 München
Phone +49 892 07 04 90
www.targetpartners.de

Active since 1999

Volume range (in CHF) 1–5 Mio.

Industry sectors

IT, the Web, media, semiconductors,
telecommunications, cleantech, medtech,
micro- and nano-technologies

Regional focus

Germany, Austria, Switzerland

Latest three investments

CrowdPark, tado, GameGenetics

Latest three exits

gate5, Scoreloop, ubitexx

Ecosystem for ICT

Swisscom Ventures is the corporate venturing department of Swisscom Group. It was founded in 2005 within the Strategy and Business Development division. To-date, Swisscom Ventures has invested CHF 80m in 23 companies and 3 Venture Capital funds.

The purpose of Swisscom Ventures is to create an ecosystem of growth companies in the telecommunications, information technology, media and entertainment sectors, leveraging Swisscom assets, such as its customer base, franchise, partner network and technologies.

Its investment scope is broad geographically (50% outside Switzerland) and sector wise, ranging from telecom to online and digital media companies. The key investment objective is to deliver a strategic contribution to Swiss-

com operations, on top of financial returns. Swisscom Ventures operates as an evergreen fund, reinvesting the proceeds from portfolio exits.

Door opener

Swisscom Ventures creates a bridge between early-stage companies and Swisscom's research laboratories, product marketing and commercial units. Examples of this cooperative approach include Quantenna (Silicon Valley semiconductor company behind the Swisscom's Wifi Connectivity Kit launched in 2010) and iConcerts (music channel on Swisscom TV). Swisscom Ventures makes both equity and convertible debt investments. Swisscom generally co-invests as a minority shareholder alongside other Venture Capital firms.

Capital Meets Ideas

With 225 million Euro under management, Target Partners is one of the leading venture capital investors in the German speaking countries.

The partners of Target Partners have years of collective experience as successful managers, entrepreneurs and venture capital investors in Europe and the USA. We founded or led companies ourselves, developed or sold technology products ourselves. We have seen numerous companies through to IPO and beyond. We understand the challenges an entrepreneur faces and that the road to success often isn't simple and straight. Both in Europe and the

USA Target Partners has a large network in industry and venture capital. We open doors for you to customers, business partners, experienced managers and financial markets. We support you in business development, in international expansion, in closing OEM or distribution contracts, and in acquisition decisions. Target Partners invests predominantly in the German speaking markets. In some cases we already invest when there is little more than an idea or a prototype. But often our portfolio companies already have a finished product or even first customers. All of them target high-growth markets with revenue potential of several hundred million Euro.



Jochen Gnaedinger
Business Development
Manager

Technopark Luzern

D4 Platz 4, CH-6039 Root Längenbold
Phone +41 41 455 21 21
www.technopark-luzern.ch

Active since 2003

Volume range (in CHF) 0,25–0,8 Mio.

Industry sectors

IT, ICT, Microtechnology, Energy,
Environmental, e-Communication, Services

Regional focus

Switzerland with a focus of Lucerne

Latest three investments

MAYORIS AG, Basisnote AG, Object
Solutions AG



Matthias Huber
Managing Partner

Verium AG

Seehofstrasse 6, CH-8008 Zürich
Phone +41 44 269 60 60
www.verium.ch

Active since Chemolio Holding Ltd. in
1957; Verium Ltd. in January 2011

Volume range (in CHF) 1–10 Mio.

Industry sectors

Industry, Technology, Consumer Goods,
Health Care

Regional focus

German speaking regions (DACH)

Branded Start-up Model

Technoparks are a worldwide success story. They supply the necessary infrastructure to start-ups at fairly reasonable costs. Since the autumn of 2003, Technopark Luzern has been running a top facility, located between the cities of Zug and Lucerne.

Situated at a central traffic junction, the location is an ideal meeting point and does not lack amenities, such as restaurants and public transportation access. Within record time it established itself as a valuable business incubator for the greater Lucerne area. The Technopark Luzern under the operative guidance of Hansruedi Lingg (CEO) and Jochen Gnädinger (Business Development), actively manages a portfolio of

more than forty companies, a number that is constantly growing. Adding eight to ten start-ups a year, the aim is to attract between fifty and sixty companies, a target that should be reached in 2012. Since 2008 Technopark Luzern has a new additional partner, Wachstumskapital AG, a subsidiary of the Luzerner Kantonalbank, joined by selected investors. Its participation increases the yearly equity financing available to between 4 million CHF and 6 million CHF. The branded Luzerner Start-up Model® provides supported companies with guidance through modular coaching programs during their life cycle. Individual targets and strategic developments are defined in close relation with investors, board members and the executives.

Verium – the Family Office

Since 1976 a well-known and entrepreneurial family managed their participations and financial activities through their single family office Chemolio Holding Ltd. Verium Ltd. overtook the management of the portfolio companies and investments of aforementioned single family office and opened the platform independently to a wider circle of selected investors and aligned families.

Investment philosophy and offering

Verium Ltd. supports a small number of entrepreneurs and entrepreneurial families in their integrated and comprehensive wealth management. Our interests, values and visions are aligned with those of our clients. There is a common understanding that sustainable capital growth is achieved primarily

through an entrepreneurial investment approach.

We offer our clients a holistic approach to wealth management optimizing the risk return profile over various asset classes such as bankable assets (asset management), real estate, direct and indirect private equity and liquidity.

Our extensive network enables us to offer our clients interesting investment opportunities in direct private equity in medium-sized non-listed Swiss companies as well as attractive Swiss real estate.

We provide a state-of-the-art reporting and controlling platform and can consolidate all investments across a variety of asset managers/banks and all asset classes such as liquidity, asset management, direct and indirect private equity, real estate and other assets.

www.pwc.ch/hrs

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Telephone 058 792 44 00, Telefax 058 792 44 10

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www.tavernierschanz.com | Contact: Jacques Bonvin (bonvin@tavernierschanz.com)



Alain Nicod
Managing Partner

VI Partners AG

Baarerstrasse 86, CH-1603 Zug
Phone +41 41 729 00 00
Fax +41 41 729 00 01
www.vipartners.ch

Active since 2000

Volume range (in CHF)
100.000 – 7 Mio.

Industry sectors

IT, Material Sciences, Software, Biotech,
Life Sciences, Medtech

Regional focus

CH and neighboring regions

Latest three investments

Endosense, Jenavalve, deal united

Latest three exits

Xigen, Esbatech, Picodrill



Christian Waldvogel
Managing Partner

Vinci Capital

PSE, Batiment C, CH-1015 Lausanne
Phone +41 21 693 92 34
www.vincicapital.ch

Active since 1998

Volume range (in CHF) 10–30 Mio.

Industry sectors

Industry and technology

Regional focus

Switzerland

Latest three investments

CES, SolvAxis, Symetis

Latest three exits

Evolve, Endoart, Kuros

The Evergreen Fund

Ten blue-chip enterprises from industry and finance created VI in 2000. They have been guided by McKinsey and the Swiss Federal Institute of Technology in Zürich, who are strategic partners.

VI Partners (VIP) is responsible for the management of the fund. The experience of the 4 partners of VIP covers all industries (IT, medtech, biotech etc.). The investments are done primarily in early stage companies but the fund can accompany the companies throughout

their life cycle. Over the last 4 years, VI has generated CHF 60m on 12 exits which are reinvested in new portfolio companies. VI operates as an evergreen fund. As of March 2011, there are 21 companies in the portfolio.

Historically, VIP has invested most of its money in the form of equity. In 80% of the cases VIP has been the first institutional investor. If, however, the investment amount required is too large, VIP is not reluctant to work with other private or institutional investors.

No Square Peg in a Round Hole

Vinci Capital, The Lausanne and Zurich based investor, focuses exclusively on industries for which Switzerland has a long-lasting and well established international track-record. Vinci Capital is located upon the premises of the EPFL, Lausanne.

In the demure cubical building on the EPFL campus there is no room for extravagance. The Vinci Capital headquarters are looking over Lake Geneva, but as for the investment companies, the vantage stops at the borderline. "Vinci Capital strongly believes in the power of proximity" states Xavier Paternot, Managing Partner. Only Swiss-based technology-focused small and medium sized firms are in the mirror. Over 40 Swiss pension funds have backed

Vinci Capital including Lombard Odier Darier Hentsch, Julius Baer, Retraites Populaires, Geneva and Neuchâtel Cantons and Skyguide are the institutional investors relying upon the strictly regulated investment vehicle Renaissance PME. By only investing in Swiss companies and with an investment team composed exclusively of former high-tech executives and entrepreneurs, hence with the help of a very dense network, Vinci Capital is able to provide its portfolio companies with a quick and reactive coaching on all areas of business, from strategy to team building, marketing and operations. Vinci Capital steps in as active lead investor and mainly through equity participation. Swisscom is acting as its most prestigious strategic and financial partner.



Bart Markus
General Partner

Wellington Partners

Theresienstrasse 6, D-80333 München
Phone +49 89 219 94 10
www.wellington-partners.com

Active since 1998

Volume range (in CHF) 1–25 Mio.

Industry sectors

Digital Media, Software, Cleantech,
Life Sciences

Regional focus

Europe

Latest investments

eWise, Hailo

Latest exits

360T (Summit Partners),
mtm laboratories (Roche)



Patrick Griss, Martin Rutishauser, Walter Hürsch
Partners

Zühlke Ventures AG

Wiesenstrasse 10a, CH-8952 Schlieren
Phone +41 44 733 66 11
www.zuehlke.com

Active since 2010

Volume range (in CHF) 0,2–1 Mio.

Industry sectors

IT, Medtech, High-Technology

Regional focus

CH, DE, UK, AT

Latest investments

DSwiss, Swisstom

The Truly Pan-european Venture Investor

With an international partnership and investment offices in Munich and London, Wellington Partners is a pan-European investor. We support European Digital Media, Software, Cleantech and Life Science companies at the seed, early and growth stages.

Wellington Partners (www.wellington-partners.com) ranks among the most successful pan-European venture capital firms. With € 800 million under management and offices in London, Munich, Palo Alto and Zurich, the firm invests into opportunities throughout Europe that have the potential to become global leaders, mainly in the ar-

reas of Digital Media, Information Technology, Cleantech and Life Sciences. Since 1991, Wellington has established a worldwide network complemented by expert Venture Partners to aid its entrepreneurs in building companies on a global scale.

Wellington Partners has invested in more than 100 companies in Europe and Israel, including publicly traded Actelion, SAF and XING, successful privately held companies like Alando (acquired by eBay) and ImmobilienScout24 (acquired by Deutsche Telekom) as well as current portfolio companies like Adconion, Spotify, Adviqo, Livebookings, Qype, GLO, Azzurro, Enecsys, and Tru.

Empowering Entrepreneurs

Zühlke Ventures is a specialist in the financing and acceleration of technology startup companies in an early phase. We work as equals with the entrepreneurial team and offer complementary skills and expertise in management and technology.

Startup companies in the high-tech sector are the real drivers of innovation in our society. Entrepreneurs make a lasting contribution to the competitive environment in their economic areas. However, they are faced with high financial needs, considerable technical challenges and a complex market environment.

Zühlke Ventures assists startups well beyond financial support. Our experts can also actively help entrepre-

neurs plan strategies, mitigate technical risks, structure their businesses and secure follow-up financing. This powerful partnership results in a shorter time-to-market and better chances of achieving success.

Zühlke Ventures works with selected financing, market and technology partners in order to provide optimal assistance. This cooperation further accelerates the startup and co-investors profit from shorter investment cycles, and thus better profitability and yields.

The drivers behind the capabilities of Zühlke Ventures are the execution experience, an entrepreneurial team and the international network of partners of the Zühlke Group, a leading technology and consultancy business with 500 employees in Germany, Great Britain, Austria and Switzerland.



Erika Puyal Heusser

Zürcher Kantonalbank

Bahnhofstr. 9, CH-8010 Zürich
Phone +41 44 292 24 64
www.zkb.ch

Active since

Bank incorporated in 1870

Volume range (in CHF)

300.000–1.000.000

Industry sectors

ICT, Life Science, Medtech, Sensors,
Materials, Automation

Regional focus

Greater Zurich Economic Area

Latest three investments

Uepaa AG, DSwiss,
milliPay Systems

Freedom to Grow

With its start-up fund PIONIER, the biggest Swiss Kantonalbank, the Zürcher Kantonalbank, has become one of “downtown Switzerland’s” most active investors by financing the bridge from science to market.

The fund, incorporated in 2005, invests the bank’s own money, which served to quickly enhance the reputation of the Zurich-based financial institution, now ranked number four in Switzerland. Financing instruments range from debt to equity whereas mezzanine capital plays the most important role. The portfolio currently counts more than 100 companies in different sectors. Investments usually are made in a very early stage, once the prototyping has been completed. Since venture capitalists are cautious when it comes to seed

phase financing in Switzerland, Zürcher Kantonalbank fills an important gap. Financing periods may lie between 5 and 8 years. Unlike most other venture capitalists, Zürcher Kantonalbank does not involve itself in operational issues more take on a board position of start-up companies. Investments must have their headquarters within the Greater Zurich area. Each year the bank awards a Swiss start-up with the ZKB Pionierpreis Technopark, a cash prize that attracts great media coverage.

The prize awarded is worth CHF 98.696,04, which is 10.000 times Pi square, symbolizing science and technology. Selection criteria for winners are creativity, innovation, relevance for society and market plus successful know-how transfer from science to market.

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We are a leading Swiss law firm with about 40 lawyers located in Zurich and Zug. One of our particular strengths is in the area of Venture Capital and Private Equity.

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We advise our clients in German, English, French, Italian, Czech, Hebrew, Russian and Spanish.

WENGER & VIELI LTD

Dufourstrasse 56 – Lockbox 1285 – CH-8034 Zurich
Office Zug – Metallstrasse 9b – CH-6300 Zug

T +41 (0)58 958 58 58 – F +41 (0)58 958 59 59
mail@wengervieli.ch – www.wengervieli.ch

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Businessplan Competitions for High-tech Start-ups

Name	Prize	Short description / Eligibility
De Vigier Prize www.devigier.ch	CHF 500.000 p.a. CHF 100.000 each	Support for company founding: feasibility, financing, market opportunity of the product
IMD www.imd.ch/startups	Support from MBAs and EMBA's	Technology-based enterprises preferred, commitment of the team
Innovation Prize Freiburg www.frinnovation.ch/innovationspreis	CHF 20.000	Only for companies of Freiburg (CH), every two years; reward of creativity and innovation
Prix Coup de Pouce (Fondation Liechti) www.fondation-liechti.ch	CHF 50.000	For early stage companies; description of the project, business and financing plan
Heuberger Winterthur Jungunternehmerpreis www.jungunternehmer-preis.ch	CHF 600.000 (every second year) 3 x CHF 150.000 each 3 x CHF 50.000 each	For german-speaking swiss entrepreneurs with an idea, product or service with high growth potential
Swiss Technology Award www.swisstechnology-award.ch	Booths on important trade Fairs	For students, graduates, researchers; Innovation, Society, Market, Creativity
Trophée PERL www.lausanneregion.ch	CHF 50.000	Only for companies of the region of Lausanne
Venture (ETHZ & McKinsey/KTI/CTI) www.venture.ch	CHF 150.000 (Total)	The Swiss-wide businessplan competition, includes workshops and coaching; from the business idea to the business plan
Venture Kick www.venturekick.ch	CHF 130.000 (max per company)	For college graduates and people with an innovative idea; 3 stages, 3 presentations, the grants increase from step to step
Venture Leaders www.venturelab.ch/vLeaders.asp	10 day business development program in Boston (USA)	Scientists pursuing a concrete business opportunity based on their research and startup entrepreneurs with global growth ambitions.
ZKB Pionier Prize Technopark www.technopark.ch	CHF 98.696,04	For students, graduates, assistants, scientists and entrepreneurs; innovation, marketability, social relevance



Your Notes

A large white rectangular area with horizontal blue lines, intended for taking notes. The lines are evenly spaced and extend across the width of the page, providing a structured space for writing.

Important Links

Commission for Technology and Innovation CTI

www.kti.admin.ch

CTI Projects

www.kti.admin.ch

CTI Start-up

www.ctistartup.ch

CTI Entrepreneurship

www.venturelab.ch

CTI Invest

www.cti-invest.ch

ETH Transfer

www.transfer.ethz.ch

www.spinoff.ethz.ch

ETH Juniors

www.juniors.ethz.ch

EPFL Innogrants

www.vpiv.epfl.ch

De Vigier Foundation

www.devigier.ch

Venture

Venture Office

www.venture.ch

IMD

www.imd.ch/startups

Venture Kick

www.venturekick.ch

Venture Leaders

www.venturelab.ch/vLeaders.asp

Technopark-Allianz

www.technopark-allianz.ch

Technopark Aarau

www.technopark-aargau.ch

Technopark Lugano

www.tecnopolo.ch

Technopark Luzern

www.technopark-luzern.ch

Technopark Winterthur

www.technopark-winterthur.ch

Technopark Zürich

www.technopark.ch

PSE (at EPFL)

www.parc-scientifique.ch

Swissnex Boston

www.swissnexboston.org

Swissnex San Francisco

www.swissnexsanfrancisco.org

Creapole

www.creapole.ch

Empa

www.empa.ch

Euresearch

www.euresearch.ch

(Swiss guide to European research)

Mobicamp

www.mobicamp.ch

Paul Scherrer Institut PSI

www.psi.ch

SECA

www.seca.ch

Stanford Education Corner

www.ecorner.stanford.edu

StartupCamp

www.startupcamp.ch

Startups.ch

www.startups.ch

Startupticker

www.startupticker.ch

Startup Weekend

www.startupweekend.ch

Startzentrum

www.startzentrum.ch

Swiss Innovation Forum

www.ch-innovation.ch

SwissStartups.com

www.swissstartups.com

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Idea, Concept and Realization:

CTI Invest, May 2012