

Reporting Seed Money & Venture Capital

CTI Invest – 2009 – a difficult year

2009 was a busy, interesting but also challenging year for CTI Invest.

Despite the financial crises we presented 24 Swiss High Tech companies at our quarterly **Swiss Venture Days** in Zurich and brought 10 Swiss High Tech companies to Munich in September 2009.

All the company pitches from the Swiss Venture Days were made available on our webpage through our video podcasting. The quality of the podcasts could be improved through the live takes and all investors get to see the same company pitch!

The financing volume for 2009 was significant lower than in 2008. Nevertheless, we estimate that at least half of the companies we presented in the past two years either closed a financing round or are in the midst of doing so. The resulting financing volume regarding the presented companies at our events reached approximately a cumulated volume of CHF 250 Mio. (estimated by CTI Invest).

Again almost all of the presented companies came out of the **CTI Start-up program** and where at the same time spin-offs of the ETH Zürich and EPF Lausanne.

Our most important networking event, the sixth **CEO Day** in September 2009, attracted a new record number of more than 330 participants.

For the first time also **Industrial Partner** were invited to meet the attending Swiss High Tech companies, so we welcomed the following companies:

- ROCHE
- Novartis
- Johnson&Johnson
- Medtronic
- Straumann
- Synthes
- Google
- Logitech
- Microsoft
- Swisscom
- ABB
- Alstom
- Oerlikon
- Ruag

Furthermore the annual **Venture Leader** ceremony was again held at the CEO Day. This program, also supported by the Innovation Promotion Agency CTI, sends 20 highly talented young entrepreneurs to a 10

day stay in Boston, including a 5 day crash course in Entrepreneurship.

The **Investor Lunches**, exclusively organized for our investor members, were very well attended. At these informal meetings the investors discussed recent economic development as well as investment cases.

This spring, the second edition of **the Swiss Venture Guide 2010**, a short version, was published. The following content to future entrepreneurs, investors, politicians and general public is provided:

- 10 Companies “On the Way to Success”
- Overview of all important Support Organizations in Switzerland
- Overview of the CTI Invest Investor members
- Overview of all relevant Swiss Businessplan competitions in Switzerland

The number of the investor members joining our platform stayed at around 70 in 2009 (see table 1 for a full list, without the Business Angels).

Swiss Institutional Investors	Foreign Institutional Investors
Affentranger Associates	Atlas Venture
Aargauische Kantonalbank	Baytech Venture
Aravis	Creathor Venture
Aventic	Doughty Hanson & Co GmbH
BiomedInvest	Draper Investment
BSI Health Capital	Dpixel
BV Group	Earlybird
Constellation Schweiz AG	Emertec
Core Capital Partners AG	Go Beyond Ltd.
DEFI Gestion	I-Source Gestion
Eclasion	NBGI Ventures
EPS Value Plus AG	Imprimatur Capital Ltd.
ErfindungsVerwertung AG	OCAS Ventures
Fongit Seed Invest SA	Saab Ventures
Gebert Rüt Stiftung	SHS
Invision Private Equity AG	Sofinnova
Jade Invest SA	Swarraton Partners
Logitech Europe SA	Target Partners
New Value	Wellington
Novartis Venture Fund	
Polytech Ventures	Business Angel Clubs
Redalpine Venture Partners AG	Business Angels Schweiz (BAS)
STI Stiftung	BioValley BAC
Swisscom AG	Start Angels Network
Technopark Luzern	b-to-v
Tschudin+Heid	A 3 Angels
VI Partners AG	
Vinci Capital	
Zürcher Kantonalbank ZKB	

Table 1: Member list (April 2010).

An overview of the **achievements** is given here:

- > 70 Investor members
- 35 Venture Days (28 in Switzerland, 7 abroad)
- 6 CEO Days (new record with more than 300 participants)
- 10 Investor Lunches
- > 170 Swiss High Tech companies presented
- > 75 Video Podcast of companies
- ½ got financed (by members and/or third parties)
- Approx. CHF 250 Mio. financing volume (since 2003, until end 2009)
- 35% BLS, 42% ICT, 8% Micro/Nano, 15% Interdis.

At the annual general assembly (March 2010) the existing CTI Invest board, with Dr. Christian Wenger as chairman, was reelected.

Furthermore a **new membership** category was introduced, the **Industrial Partners**. This was the result of the participation of these companies at the CEO Day and the very positive feedback received by the start-up companies.

Besides the annual membership fee of the members, CTI Invest is benefiting from the **sponsoring** of well known Swiss institutions and companies. Due to the efforts and services presented to investors and sponsors, the following pleasant development can be noted

- The Innovation Promotion Agency CTI of Switzerland is buying services from CTI Invest to support the Swiss high tech companies following the CTI Start-up coaching program and is our most important partner
- W. de Vigier Foundation upgraded as Gold Sponsor
- Creapole joined as Silver Sponsor
- Technopark Luzern joined as Silver Sponsor
- TavernierTschanz joined as Silver Sponsor

Premium Partners	PricewaterhouseCoopers
Innovation Promotion Agency CTI	SIX Swiss Exchange
Gebert Rüt Stiftung	TavernierTschanz
Swisscom	Technopark Luzern
Zürcher Kantonalbank	Venture Incubator
Gold Sponsors	Wenger&Vieli
EPF Lausanne	Zühlke
ETH Zurich	Donators
New Value	Aimago
Novartis	AXSioncis
W.A. de Vigier Foundation	Doodle
Silver Sponsors	GlycoVaxyn
Acceleris	PRIMEQUAL
Creapole	Sensimed
Empa	Xeltis

Table 2: Sponsors.

In addition the concept of **Donators** was continued. Companies that presented at CTI Invest match making events and thereafter successfully closed a financing round can become a Donator. So far the following companies have donated:

- Aimago
- AXSioncis
- Doodle
- Glycovaxyn
- Primequal
- Sensimed
- Xeltis

We are looking forward to the next challenging year (for all events see table 3).

Swiss Venture Days
9-Mrz-2010
20-Mai-2010
8-Sep-2010
9-Dez-2010
Investor Lunches
20-Apr-2010
13-Jul-2010
9-Nov-2010
CEO Day
27-Okt-2010

Table 3: Events 2010.

Dr. Christian Wenger

Chairman CTI Invest

Wenger & Vieli AG

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