



SECA

Swiss Private Equity & Corporate Finance Association
Schweizerische Vereinigung für Unternehmensfinanzierung
Association Suisse des Investisseurs en Capital et de Financement

SECA Evening Event

Schweizer VCs on Stage

Zürich, 30. Oktober 2019

Tonights Host



Cédric Köhler
Creathor Ventures



Thomas Heimann
HBM Partners / SECA

SECA – the Home of Swiss Venture Capitalists

- Representation and Lobbying
- Networking
- Research and Data Analysis
- Professional Standards and Legal Documentation
- Education and Training

“The representative body for Switzerland’s private equity, venture capital and corporate finance industries for more than 30 years to promote and the foster whole ecosystem”

Apply for membership: www.seca.ch

SECA VC Chapter

SECA



partners for private capital & companies

PAPRICO

wingman.



HBM Partners

wenger & vieli

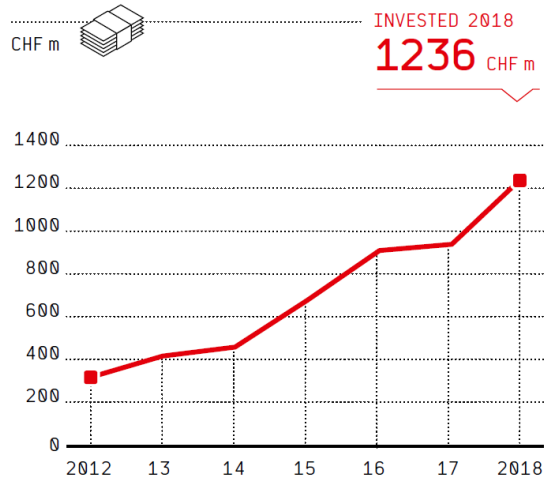
Rechtsanwälte

investiere
venture capital

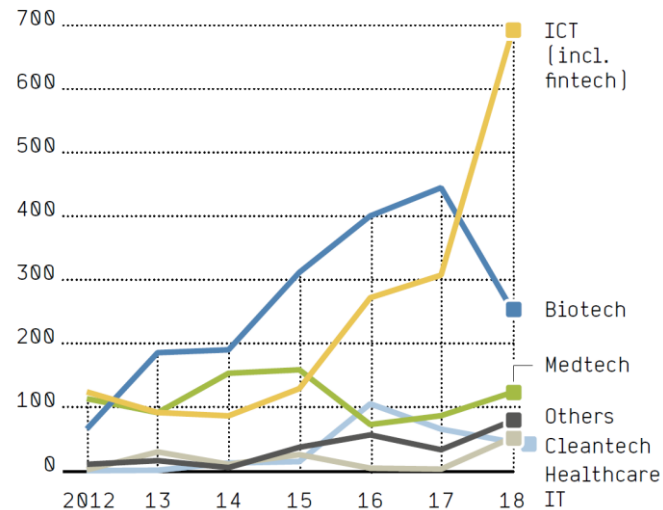
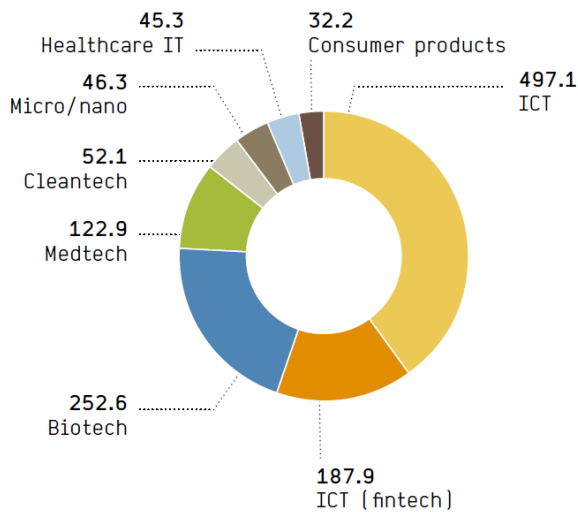
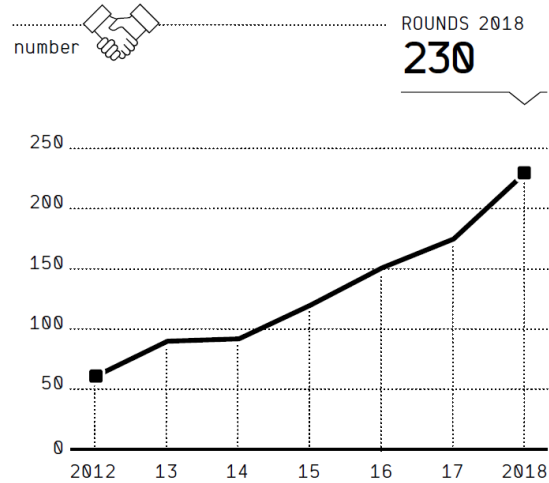


Steady increase in volume of invested capital

Invested capital in Swiss start-ups

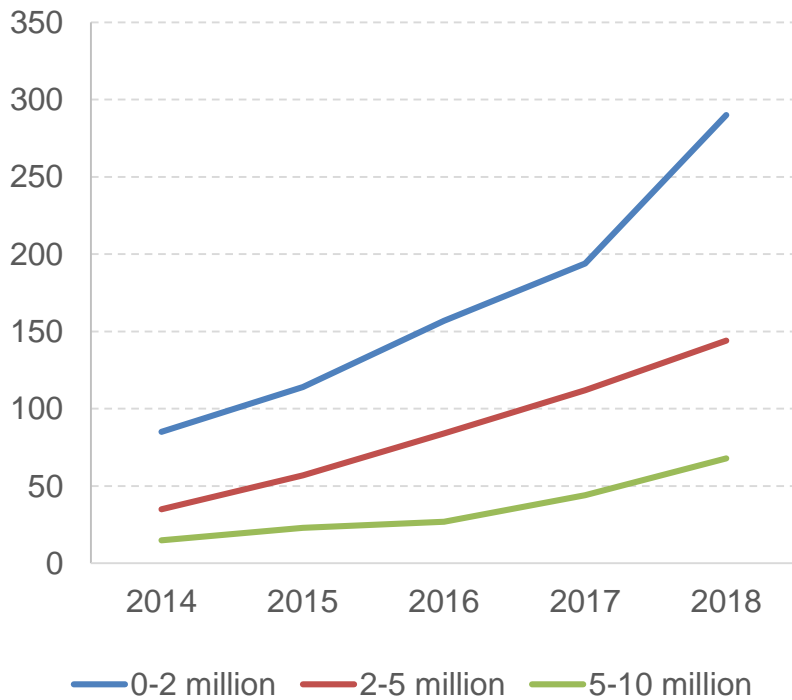


Financing rounds of Swiss start-ups

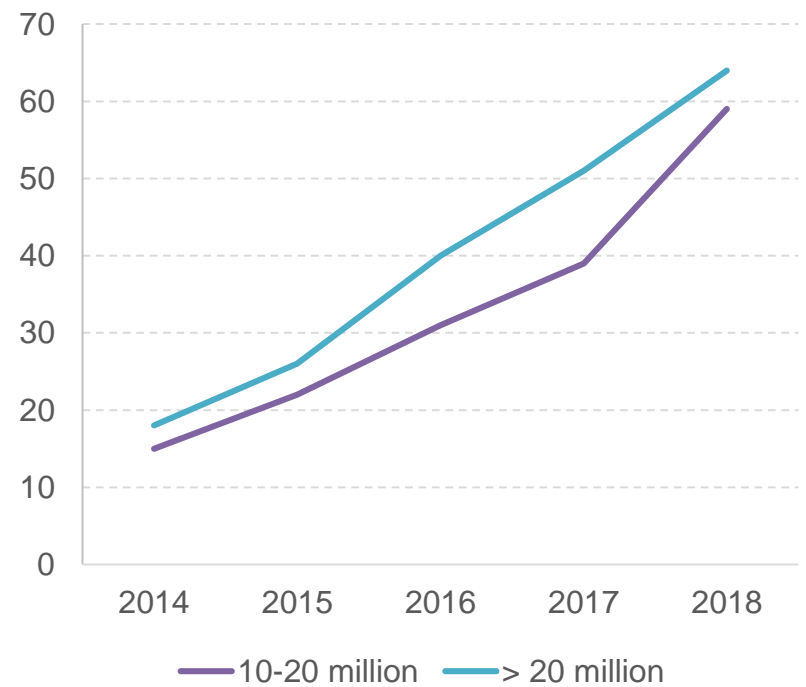


More activities across all stages

Number of rounds up to CHF 10 m; n: 502



Above CHF 10 m; n: 123



in 2018: 5-times more ICT rounds between 10-20 million
and 3-times more rounds up to CHF 2 million

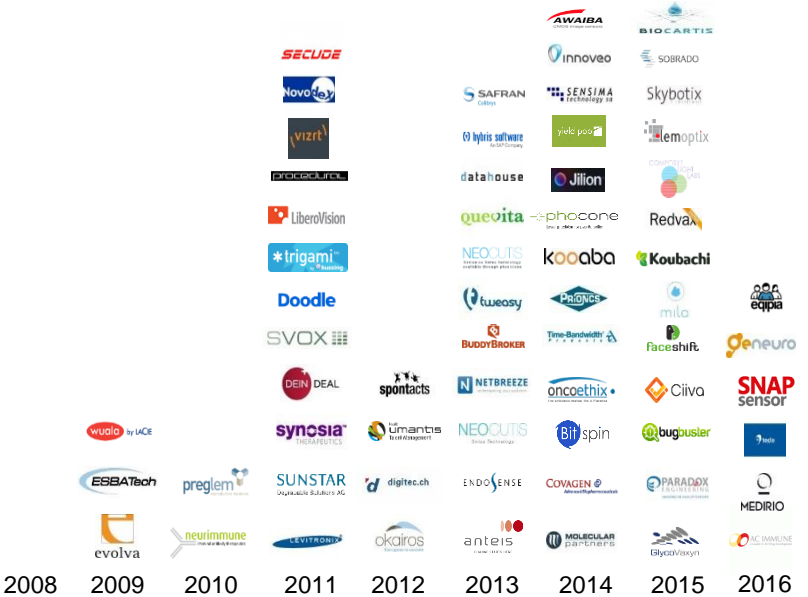
Dealflow and Exits

ETH / EPFL with more than 50 Spin-off p.a. generating strong deal flow

Acquisition and IPO's of ETH Spin-Offs > 2bn CHF

Resulting in a wave of financings, trade sales & IPO's

Swiss no. of trade sales gain momentum both in size and number since 2008



Source: SECA, 2017

Examples of Trade Sales in 2018:

- LUNDBECK TO ACQUIRE PREXTON  Eur 900m
-  Eur 100m

Example of Swiss tech IPO's in 2018:

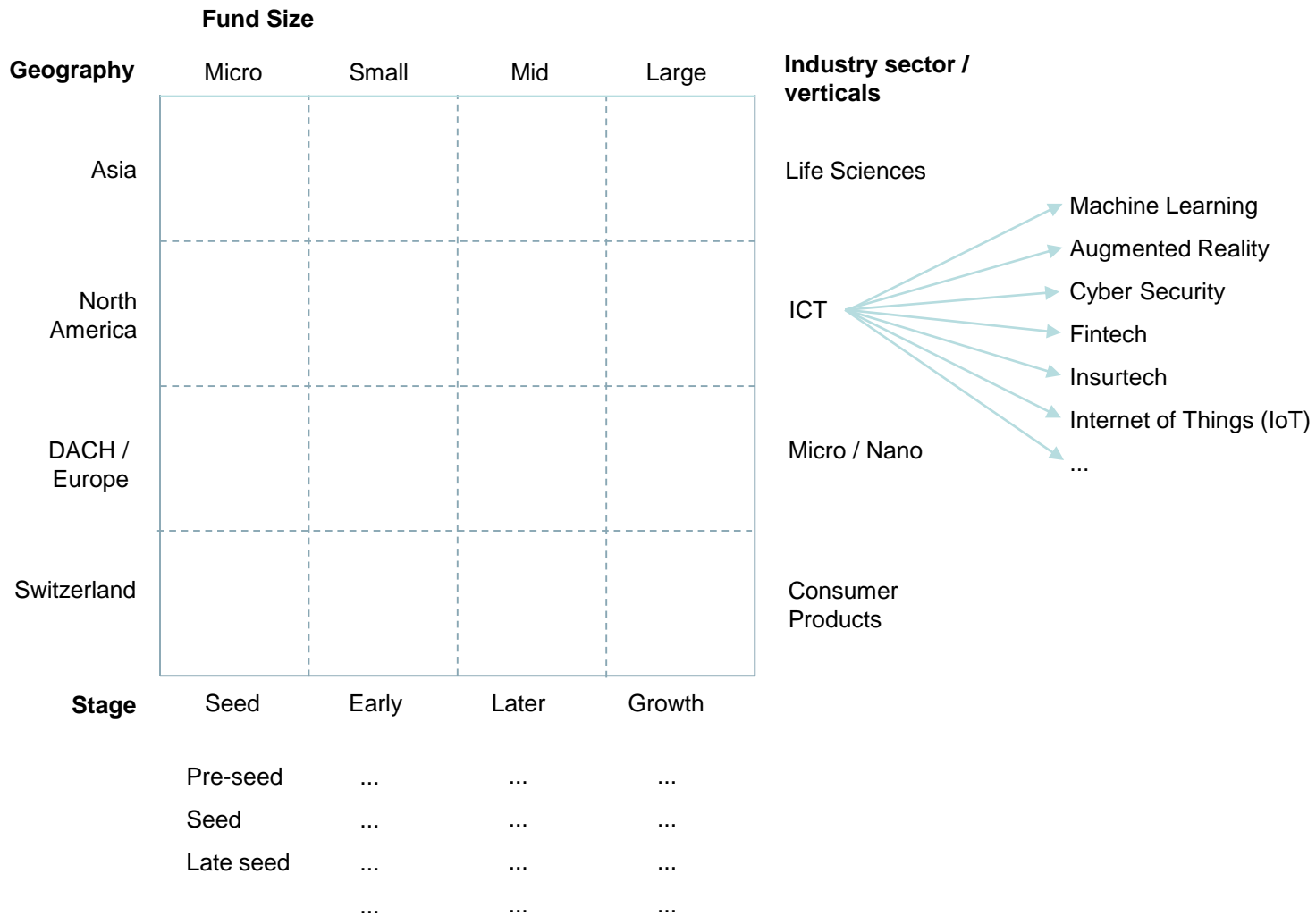


The Swiss ecosystem of investors (only direct)



Family offices, entrepreneurs, high net worth individuals not included

Investment scope of VC funds



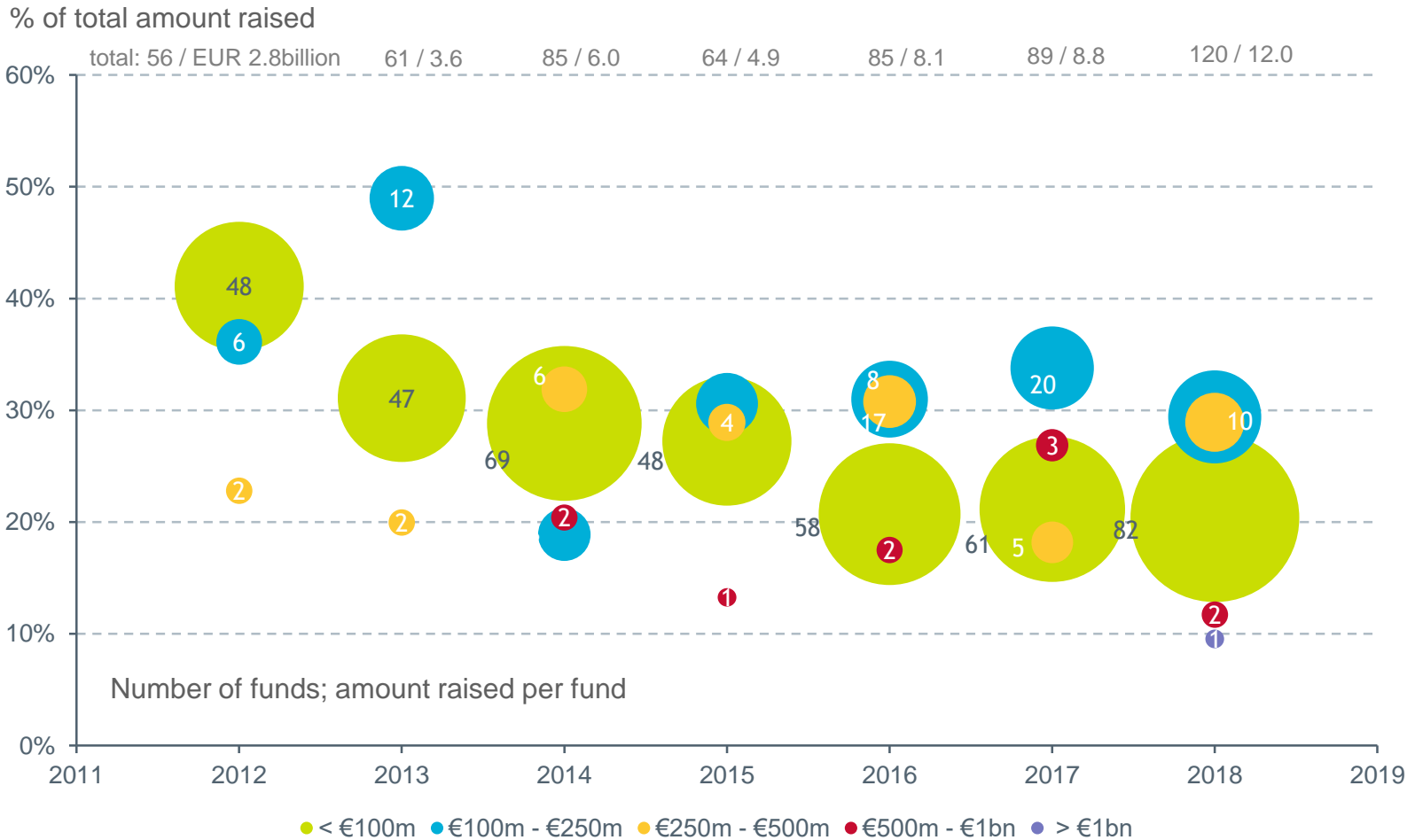
Conclusion regarding positioning of VC funds

- More specialization rather than broad investment scope
- First-time funds tend to invest in Switzerland only
- Broader offering for LPs
- Various participation models for LPs (direct, indirect, co-investments, club-deals, etc)
- Co-investments provide flexibility for GPs and opportunity for LPs

(and many activities beyond traditional VC funds – family offices, business angels, deal matching / investment platforms, etc)

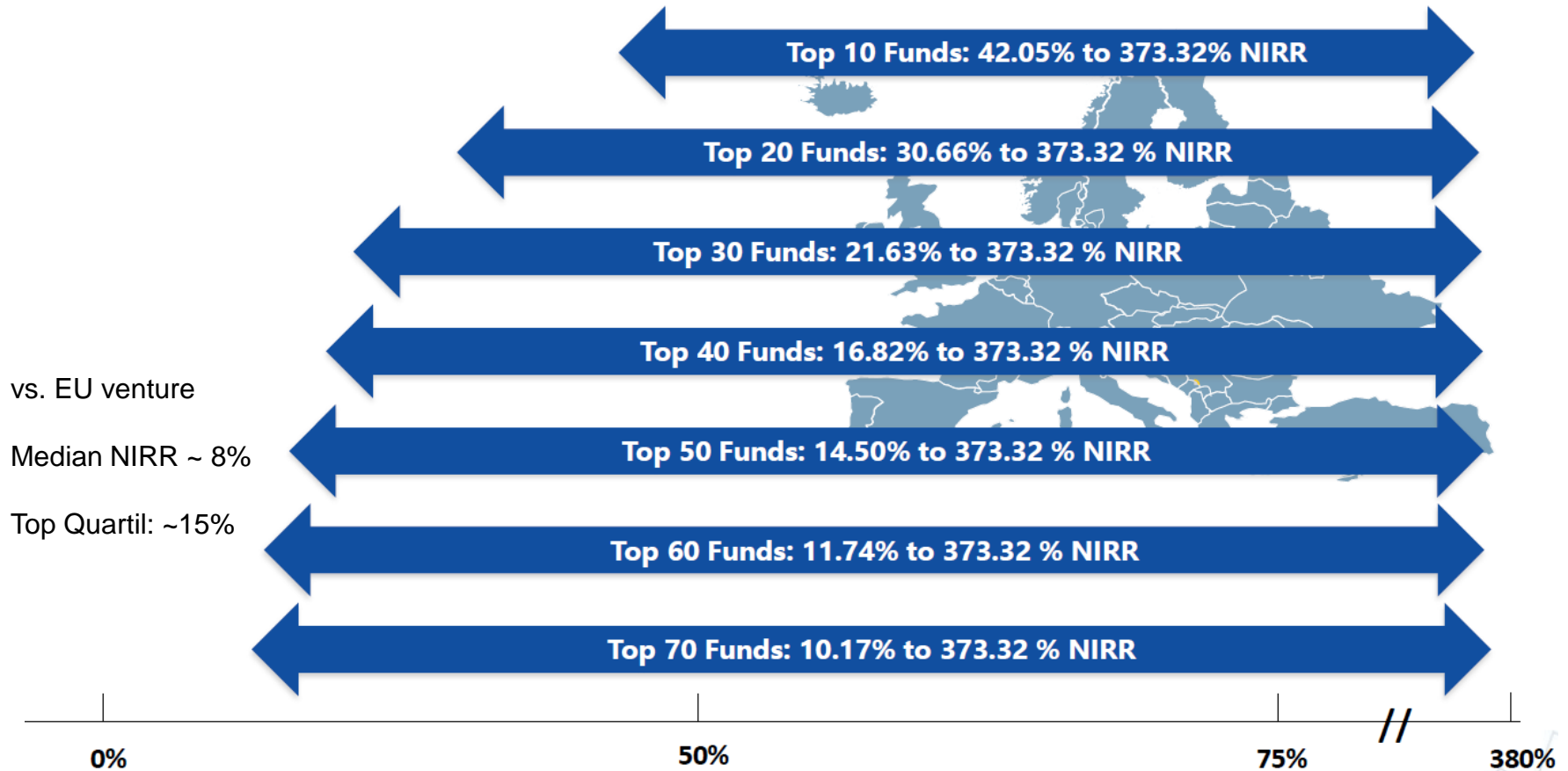
Concentration of capital raised in Europe

Venture and Growth funds



EU Fund Returns

Vintages 2007 and beyond (EIF portfolio)



Performance Distribution 2007-2016 (sample of 173 funds in EIF's portfolio)

A New Vintage Year (over a dozen of new funds)

The new list will be published in the VC Report 2020

Referenten (Panel)

- **Andreas Goeldi**
btov Partners
- **Michael Sidler**
Redalpine Venture Partners
- **Nicolas Brand**
Lakestar Advisors
- **Andreas Nicoli**
Swisscanto Invest by Zürcher Kantonalbank

Upcoming SECA Events - Save the Date

- **SECA Seminar: Private Markets**
Donnerstag, 7. November 2019, Rotkreuz
- **8. SECA Private Equity Workshop**
Freitag/Samstag, 8./9. November & Freitag, 22. November 2019, Zürich
- **Young SECA Event: Firmenskalierung leicht gemacht**
Montag, 18. November 2019, Zürich
- **SECA Evening Event: Corporate Venturing**
Dienstag, 19. November 2019, Bern
- **Young SECA get together Basel**
Mittwoch, 27. November 2019, Basel
- **3. SECA Workshop Venture Capital**
Freitag/Samstag, 15./16. Mai 2020, Zürich
- **SECA Annual Conference**
Freitag, 3. Juli 2020, SIX ConventionPoint, Zürich

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Your benefits

- join our community to discuss hot topics
- make contact with professionals
- learn more about SECA
- get informed about upcoming events
- ask questions and get answers



Interested in a membership?

Swiss Private Equity & Corporate Finance Association

Suurstoffi 1

6343 Rotkreuz

www.seca.ch

Prof. Dr. Maurice Pedergnana
maurice.pedergnana@seca.ch
+41 41 757 67 77

Thomas Heimann, MSc
thomas.heimann@seca.ch
+41 79 709 02 96