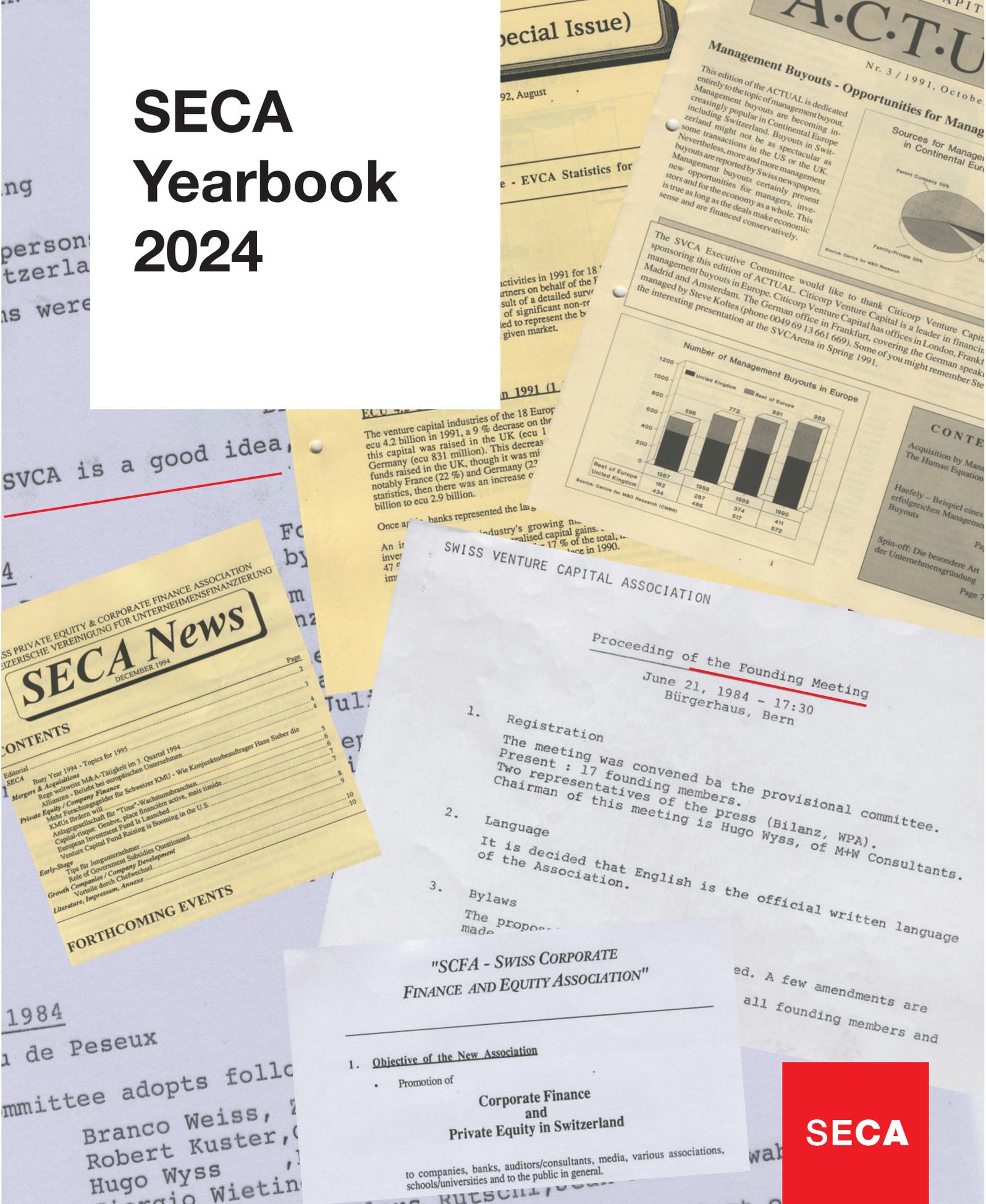


SECA Yearbook 2024



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



The Swiss Private Equity & Corporate Finance Association (SECA) is the representative body for Switzerland's private equity, venture capital and corporate finance industries. SECA has the objective to promote private equity and corporate finance activities in Switzerland. Meanwhile, SECA has a strong base of more than 500 members, which is composed of several investment companies, banks, corporate finance advisors, auditing companies, management consultants, lawyers and private investors.

SECA Yearbook 2024

May 2024

Publisher

SECA – Swiss Private Equity &
Corporate Finance Association
Suurstoffi 1
CH-6343 Rotkreuz

Production

Druckerei Odermatt AG
6383 Dallenwil, Switzerland (www.dod.ch)

Print run	800
Printed	in Switzerland
Conception	Maurice Pedernana (maurice.pedernana@seca.ch)
Editor-in-Chief	Andrea Villiger (info@seca.ch)

For further questions:
info@seca.ch / +41 41 757 67 77



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



SECA Yearbook 2024

Weiterbildung am IFZ

Als Institut der Hochschule Luzern – Wirtschaft sind wir in der Schweiz das führende Fachhochschulinstitut im Finanzbereich. Seit mehr als 25 Jahren bieten wir Finanzfachpersonen aus Unternehmen sowie Fach- und Führungskräften aus der Finanzbranche Weiterbildungen, Forschungs- sowie Beratungsdienstleistungen an.

Master of Advanced Studies

- MAS Bank Management
- MAS Controlling
- MAS Corporate Finance
- MAS Economic Crime Investigation
- MAS Immobilienmanagement
- MAS Pensionskassen Management
- MAS Private Banking & Wealth Management

Diploma of Advanced Studies

- DAS Bank Management
- DAS Controlling
- DAS Corporate Finance
- DAS Economic Crime Investigation
- DAS Pensionskassen Management
- DAS Private Banking & Wealth Management

Certificate of Advanced Studies

- CAS Anlageberatung
- CAS Asset Management
- CAS Commodity Professional
- CAS Compliance in der Finanzindustrie
- CAS Controlling
- CAS Corporate Finance
- CAS Crypto Finance & Cryptocurrencies
- CAS Cyber Risk Management
- CAS Digital Banking
- CAS Digital Controlling
- CAS Economic Crime Investigation
- CAS Financial Investigation
- CAS Financial Management
- CAS Finanz- und Rechnungswesen für Juristen

- CAS Finanzmanagement für Nicht-Finanzfachleute
- CAS Funding & Treasury
- CAS Future of Insurance
- CAS Gesamtbanksteuerung
- CAS Governance, Risk and Compliance
- CAS Real Estate Asset Management
- CAS Real Estate Development
- CAS Real Estate Investment Management
- CAS Sales und Marketing im Banking
- CAS Swiss Certified Treasurer (SCT)[®]
- CAS Turnaround Management
- CAS Verwaltungsrat

Fachkurse

Controlling, Digital CFO, Finanzen, Rechnungswesen, Risk Management, Sustainable Finance, Treasury, ESG-Reporting, AI in Finance, Accounting & Tax

Seminare und Konferenzen

Umfangreiches Angebot an Konferenzen und Seminaren zu finanzrelevanten Themen.

Mehr Informationen

hslu.ch/ifz-weiterbildung

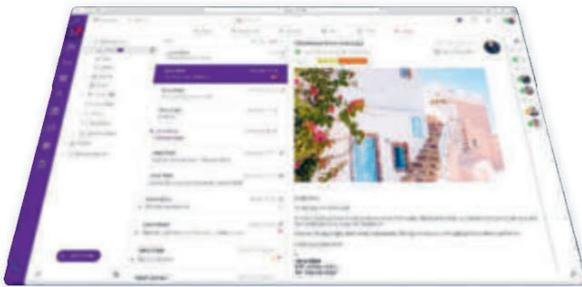
Content

Chapter I	Report from the Chairman.....	5
Chapter II	Chapters & Working Groups	15
Chapter III	Industry Insights.....	43
Chapter IV	SECA Events in 2023.....	61
Chapter V	SECA Trainings in 2023	66
Chapter VI	Financial Audit & Report.....	69
Chapter VII	Membership Reporting.....	73
	Full Members	74
	Associate Members	246
	Individual & Honorary Members.....	289
	Young SECA Members	292
Chapter VIII	Partner Associations	299
Chapter IX	Articles of Association & Model Documentations	305
Chapter X	SECA membership benefits	309

The only office rule is: there is no office.

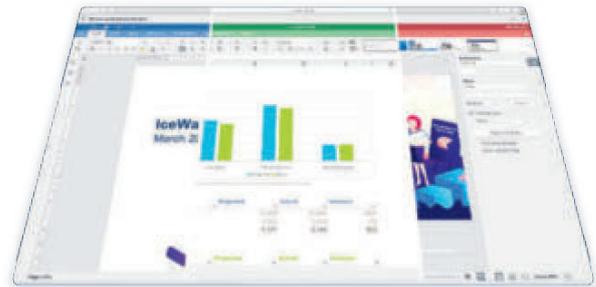
Collaborate online without handing over control of your data to big tech giants?

Fully integrated, vendor-independent communication, collaboration and storage cloud. Secure, fast, convenient, affordable – and purely Swiss.



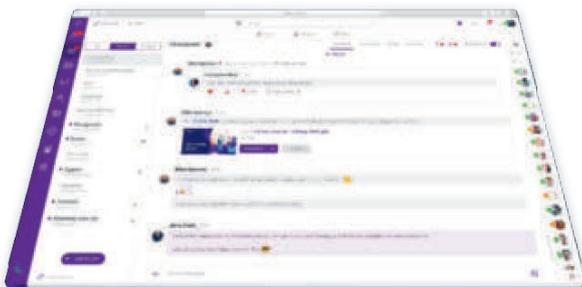
Groupware Server Replacement

Full-featured, secure business e-mail, calendars, contacts, tasks, notes, public folders, sharing, synchronization with all devices and more.



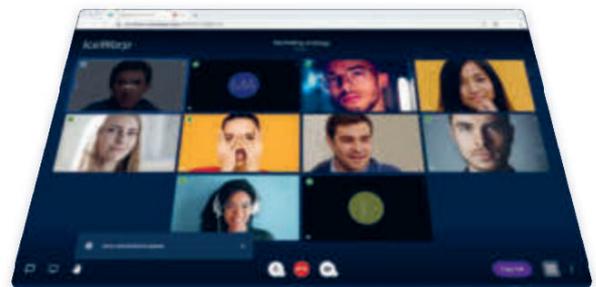
Document Cloud and Collaboration

Stored in Switzerland, synchronization with all devices, create/edit/share documents, real-time collaboration, ransomware-protected backup and more.



Comprehensive Team Collaboration

TeamChat, WebChat instant messenger, VoIP telephony integration, SMS, mobile apps and more.



Online Conferences

Secure video and audio meetings, screen sharing, recording, scheduling, TeamChat integration and more.



Hosted in Swiss datacenters under Swiss jurisdiction.

24 x 7 x 365 personal Swiss service desk.

endurit.com/cloud



endurit web engineering
Seefeldstrasse 152
CH-8008 Zurich
www.endurit.com
info@endurit.com
+41 44 250 47 25

Cloud Services
Web Applications
Corporate Websites
E-Commerce
Hosting and Colocation
Web Consulting



SECA

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

Report from the Chairman

Report from the Chairman

Dear Members and Readers,

Welcome to the annual yearbook of the Swiss Private Equity and Corporate Finance Association. As we look back over the past year, we aim to provide our members and the broader investment community with a comprehensive analysis of the trends, opportunities, and challenges that have shaped the Swiss private market landscape.

The past year has been a period of dynamic change and notable resilience within the Swiss private market sector. According to McKinsey’s latest findings, the global private markets have continued to attract significant capital inflows, despite economic uncertainties. The private markets total assets under management stood at US\$ 13.1 trillion mid 2023, that is 20% annual growth over the last five years (see Figure 1). Private market managers hold a cool US\$ 3.7 trillion in dry powder.

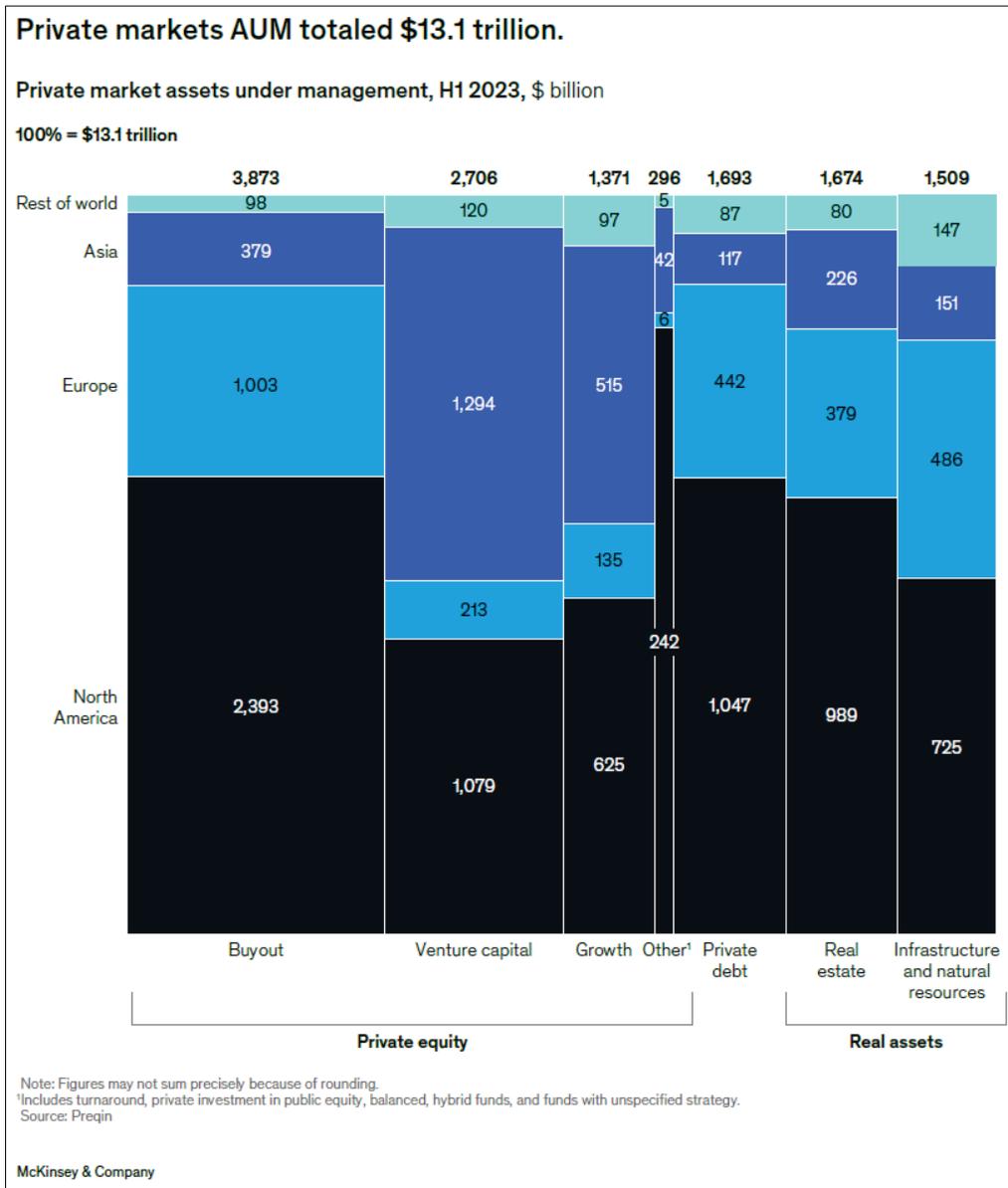


Figure 1: Private Market Assets under Management H1 2023.

Source: McKinsey Global Private Markets Review 2024, p.12. AuM Europe stand at US\$ 2'664 billion.

Investors remain attracted to the *superior returns* and *diversification benefits* offered by private market investments. The strategic shifts and innovative investment approach that private equity operators have adopted to navigate the evolving market conditions, emphasising the increasing importance of impact investing and ESG factors in investment decisions.

The US\$ 13.1 trillion look like a lot of money, however, it represents only **2.9%** of the US\$ 454.4 trillion investable global private wealth according to the UBS Global Wealth Report 2023. There is ample room to growth for private markets in the future.

The current yearbook provides a detailed overview of the Swiss private equity and Venture Capital scene, particularly shedding light on our members, but also the trends that have impacted fundraising, deal flow, and exits across all industry segments. This yearbook not only synthesises these valuable insights but also adds Swiss market analysis to help our members understand the specific nuances and local opportunities. Our goal is to equip you with the knowledge and perspectives necessary to make informed decisions and capitalise on emerging opportunities as we move forward into 2024.

We invite you to explore the detailed analyses and thoughtful commentaries provided in the following pages, which we hope will serve as both a valuable resource and an inspiring guide for the year ahead.

The Swiss private equity market in 2024 showcased a dynamic and resilient investment landscape, driven by strong fundamentals and strategic adaptability. Amidst a global backdrop of economic uncertainty, the Swiss market stood out for its stability and continued attractiveness to both domestic and international investors.

Swiss firms diversified their investment strategies to mitigate risks, rising interest rates and capitalise on technological opportunities. This included increased allocations to sectors less sensitive to economic cycles, such as healthcare and biotech, consumer staples, and technology. The venture capital chapter discussed latest trends several events like the SECA Event „Quo vadis - Venture Capital“ or “Swiss VC on Stage”.

There was also a significant interest in sustainable and impact investing, reflecting a broader global trend towards ESG (Environmental, Social, and Governance) criteria. On November 27 SECA organised an event on the influence of ESG criteria for private equity acquisitions and financing and the evening event on impact investing.

The year witnessed strong fundraising efforts in a very tough environment, with Swiss players successfully closing several funds. These funds were increasingly bolstered by commitments from institutional investors, such as Swiss pension funds and insurance companies, who continue to seek the stable returns and portfolio diversification offered by private equity and venture capital. However, the overall allocation levels remain still too low to foster the full innovation potential in Switzerland.

The deal-making environment is improving, however, on a much lower pace with a large pipeline of sell side transactions on the books. Buyout activities were prominent, especially smaller and middle-market deals. Swiss firms also demonstrated a keen ability to source and execute cross-border transactions, expanding their footprint and diversification benefits. Company values came down across the board in line with the international peer group.

Value creation strategies became even more crucial, as private equity and venture capital firms sought to enhance the operational efficiencies and growth prospects of portfolio companies. This often-involved digital transformation initiatives, geographical expansion, the strengthening of management teams, and a strong focus on cost management. The pressure on venture capital companies to achieve the breakeven point and improve operational productivity is very high in the current funding environment.

The **exit activity** looks cautiously optimistic now, after a rough patch with only three high-profile exits completed through strategic sales (T3 Pharmaceuticals, nChain, Metaco) and only one IPO (Oculis) in 2023. In the venture capital segment exits remain very challenging and growth companies stay for longer in the GP portfolios.

The Swiss private markets continued to benefit from a supportive regulatory environment and the country's strong economic fundamentals, including its political stability, robust financial services sector, and innovation-driven economy.

In 2024, the Swiss private markets demonstrated **resilience and strategic** savvy, navigating global challenges. Its robust performance is a testament to the sophisticated investor base and the solid framework provided by the Swiss financial ecosystem. The relatively stable interest rates and good liquidity in the credit markets helps through an otherwise difficult economic environment.

The **performance** of the Swiss venture capital market in 2024, as detailed in our flagship „Swiss Venture Capital Report“, reflects a rough landscape with some sectors experiencing significant downturns, while others saw notable gains:

The total venture capital funding in Switzerland saw a decline of 35% compared to the previous year, amounting to CHF 2.6 billion. This decline reflects broader global economic conditions such as high interest rates and geopolitical uncertainties, which have impacted investor confidence and funding activities.

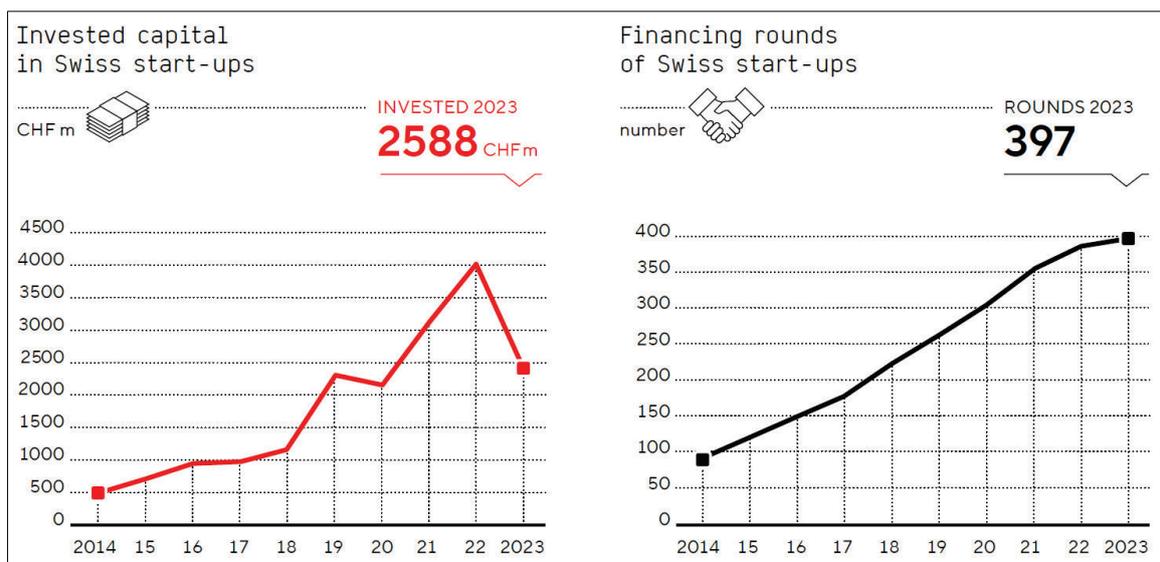


Figure 2: Invested Capital & Fund Raising Round in Swiss Start-ups.

Source: Swiss Venture Capital Report 2024, p.7

Despite the decline in total funding, the number of deals increased by 11% year-over-year. This suggests that investors are focusing more on smaller-sized deals and follow on rounds, potentially as a strategy to distribute risk more broadly across emerging startups rather than concentrating large amounts in fewer, larger rounds.

ICT and Fintech sectors were particularly hard hit. For instance, ICT funding decreased by a staggering 70% from CHF 1.2 billion in 2022 to CHF 361.7 million in 2023. Fintech also saw significant cuts in funding, with the absence of any mega-rounds and a decrease in larger growth rounds. Biotech and Medtec, contrary to the general trend, experienced growth in funding. Biotech funding rose by 22% to CHF 491.8 million, and medtech funding increased by 41% to CHF 379 million.

The total funding for 2023, while lower than previous years, still ranks as the third-best year of the past decade, indicating that the market, despite current challenges, remains robust compared to pre-pandemic levels.

This mixed performance illustrates how the Swiss venture capital market is adjusting to current global and local economic challenges by realigning investment strategies towards more numerous but smaller-scale ventures and focusing on sectors that offer potentially more stable returns.

SECA – 40 Years

of fostering venture capital and private equity



The Swiss Private Equity & Corporate Finance Association (SECA) celebrated its **40th anniversary**, marking four decades of advocacy and support for the private equity and corporate finance sectors in Switzerland. SECA has played a pivotal role in promoting these industries, working to enhance industry standards, foster education, and facilitate networking and collaboration among professionals.

Throughout its history, SECA has been instrumental in representing the interests of equity investment companies, banks, corporate finance advisors, management consultants, lawyers, and private investors. By providing crucial industry data, publishing reports, and organizing events, SECA has significantly contributed to the development and visibility of the Swiss private equity and corporate finance sectors on both a national and international stage.

The association's activities in networking are highlighted by their regular organization of **events, political lobbying and training sessions** that bring together industry stakeholders to share knowledge and opportunities. Our emphasis on professional standards is demonstrated through the development of **model documentation**, a code of conduct and **legal guidelines** to support transparent and efficient market practices.

SECA's international engagement includes **collaborations** with significant entities like Invest Europe, facilitating a broader dialogue and exchange of best practices across Europe's private equity landscape. This global perspective enhances the capability of SECA's members to operate effectively in the international market, ensuring they remain at the forefront of industry developments.

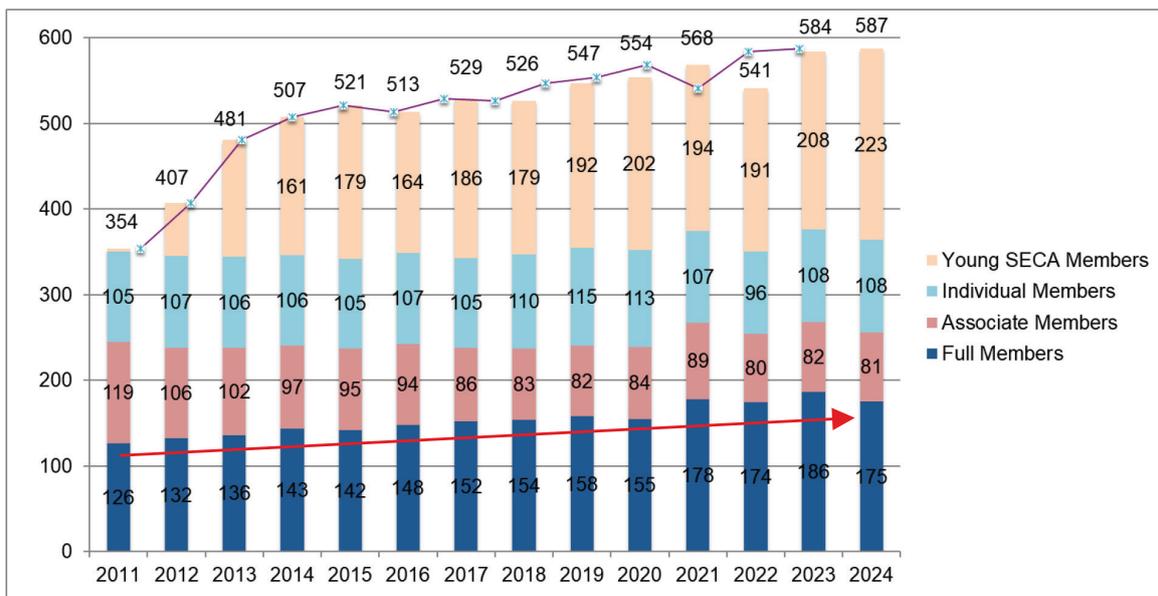


Figure 3: Growth of “Swiss Institutional Private Equity” SECA Memberships over the last 14 year.

As SECA continues to grow and evolve, it remains dedicated to promoting innovation and supporting the next generation of leaders within Switzerland's vibrant private equity and corporate finance community of 587 members.

In 2023, the Swiss Private Equity and Corporate Finance Association (SECA) engaged in a variety of activities to promote and support the private equity and corporate finance industries in Switzerland across several key areas:

1. SECA actively represented the **interests of Switzerland's private equity**, venture capital, and corporate finance sectors. We focused on advocating for favorable regulatory and business environments to support industry growth, engaging in dialogues with policy makers and stakeholders.
2. SECA organized **numerous events**, providing **networking** opportunities for industry professionals. These events included workshops, training sessions, and the SECA congress, which facilitated connections and collaborations among members and other stakeholders.
3. We were involved in the **publication of various industry reports**, including the European Private Equity Activity Report, which provides insights into market trends and industry statistics. The Swiss Venture Capital Report 2024 was the most featured industry publication in 2023 and 2024. SECA also published newsletters and yearbooks that shared news and updates relevant to the industry.
4. Our top tier **educational** resources such as online training sessions focusing on private equity topics, catering to professionals seeking to enhance their knowledge and skills in the industry. Check out our website for educational offerings which fit your needs.
5. Our **Legal and Tax** chapter worked hard to improve and disseminating standard legal documentation and guidelines, such as model documentation for limited partnerships, equity financing, and convertible loans. These efforts aimed to standardize practices and enhance transparency and efficiency within the industry.
6. We collaborated with **Invest Europe**, the leading entity in the European private equity scene. SECA engaged in joint activities and shared best practices to foster a sustainable ecosystem supporting innovation and entrepreneurship across Europe.
7. In 2023, SECA formed a working group around Uli Geilinger and hosted several events focused on **impact investing** to name a few:

Impact Investing: Held on May 11, 2023, at Zunfthaus zur Saffran, Zurich, this event explored the alignment of private equity with impact investing. It discussed opportunities, challenges, and perspectives on making impactful investments alongside achieving financial returns.

Impact Venture Capital in the DACH region: On September 28, 2023, this event took place at Hotel St. Gotthard, Zurich. It delved into the specifics of impact venture capital in Germany, Austria, and Switzerland. The discussion covered how limited partners and general partners in impact venture capital operate, including the setup of impact VC funds and the investment process.

These new initiatives underscore SECA's commitment to advancing the private equity and corporate finance sectors in Switzerland, enhancing industry standards, and fostering international cooperation.

Organizational Development – Our Platforms

SECA is fully committed to represent the diverse interest of each group of our large membership base. In order to achieve this key objectives we organise the association around various operating platforms. Each platform led by a chapter leader, who is in charge of achieving a clear set of goals, which we renew on a regular basis. These chapter leaders get support from the SECA secretariat.

The chapter leaders form the executive committee. We established seven “Working Groups” to deal with important initiatives.

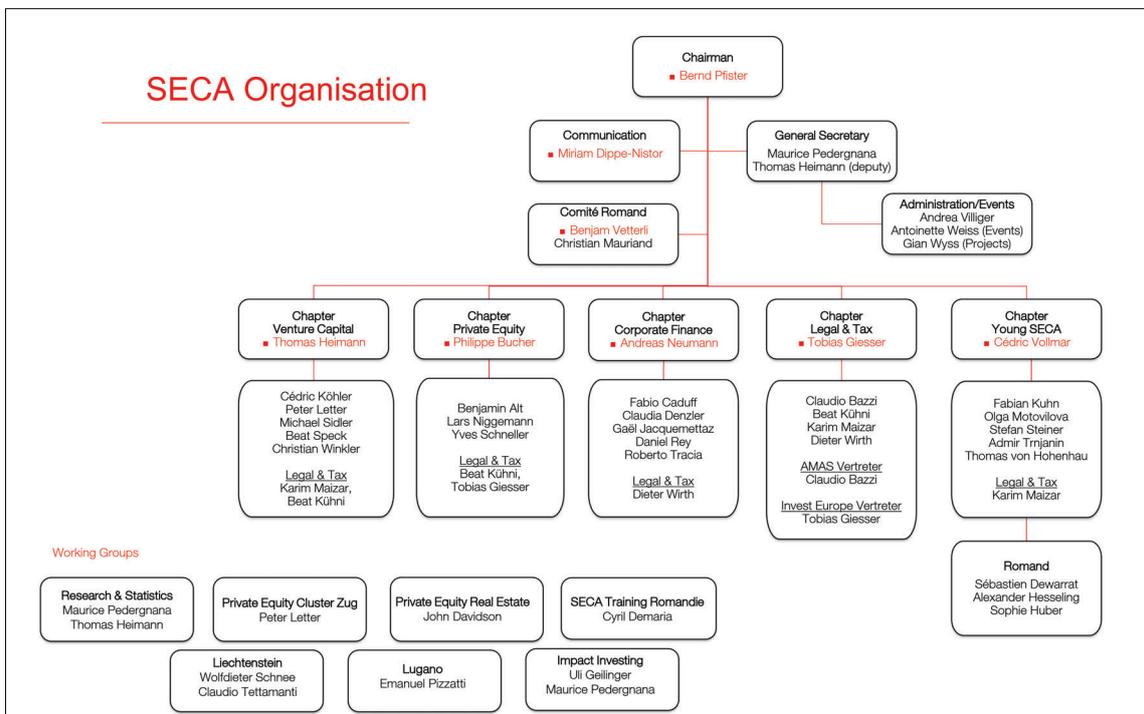


Figure 4: SECA Organigram 2023

A special thanks to **Prof. Dr. Maurice Pedergnana** who supports the association now for over 20 years! It is due to his unwavering commitment and organisational talent that our association successfully grew to the seventh largest industry organisation in private markets worldwide. Without the countless hours of work, foresight and deep industry knowledge of people like Maurice our organisation would not have evolved into the strong voice of the Swiss private equity and venture capital industry.

Organizational Development

The SECA team is not only daily explaining what our industry does, but also actively pushing the boundaries of private equity and venture capital's contribution to an innovative and sustainable Switzerland. Our active media communication under the lead of **Miriam Dippe-Nistor** focusses this year especially on promoting venture capital investments and activities around our impact investing working group.

I would like to thank all members of the SECA board, working groups and committees, who have given their valuable time to the association it has been a great pleasure to work with each one of them. On behalf of SECA, I would like to thank the whole team especially Andrea Villiger for their outstanding contributions.

On **Tuesday 28th of May 2024** we will have our Annual General Meeting. Please book the date!

How will the private markets evolve in 2023?

The outlook for private markets in 2024 and 2025 presents a nuanced view with both challenges and opportunities.

The private markets have been experiencing slower growth, with significant headwinds such as high interest rates and valuation uncertainties impacting fundraising and deal activity. Swiss private market fundraising fell sharply in 2023, reflecting these broader economic conditions, with a notable decline in fundraising success for smaller and newer managers.

Despite the general downturn, there are pockets of resilience and growth. In Switzerland sectors like life sciences and medical technology are anticipated to show robust activity and potential for innovation-driven growth. They also highlight a cautious optimism for real estate and small to mid-market buyouts, expecting values to stabilize and possibly offer new opportunities for investors.

Venture capital investment strategies are shifting to adapt to the current harsh economic environment. There is a greater emphasis on operational efficiency and profitability within portfolio companies. Generating attractive cash returns has become more challenging. Firms are also increasingly focusing on adding value through strategic add-on acquisitions rather than pursuing new deals.

International fundraising and investment dynamics vary significantly by region. While Europe has seen a surge in fundraising activities, Asia, particularly China, has experienced declines. This geographic variability suggests that stable Swiss economic conditions and market sentiments are playing a positive role in attracting fresh capital and talent to Switzerland. For example, we saw the influx of many high net worth Norwegian citizen with their whole family offices after dramatic socialistic government blunders in this country.

We see early signs of improvement in Switzerland. However, private markets tend to swing in long economic cycles and it may take one or two years and some high profile exits for the markets to recover momentum.

Overall, while the short-term outlook reflects some caution due to economic challenges and still ongoing correction in net asset values, there is also a sense of opportunity for sectors and strategies that can adapt to the new conditions. Limited partners are looking to navigate these turbulent times by focusing on sectors with growth potential and employing technologies that enhance operational efficiencies.



Dr. Bernd Pfister

Chairman

SECA

Suurstoffi 1

6343 Rotkreuz

bernd.pfister@seca.ch

Paros Capital AG

Zugerstrasse 8a

6340 Baar

www.paroscapital.ch



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



Chapters & Working Groups

Venture Capital Chapter

The Swiss VC ecosystem is growing in size and breadth. Emerging managers entering the field and joining established specialists – in-depth knowledge and multiple years of experience come together to invest in the leading deep-tech and high scalable companies in Switzerland.

The result is a broad variety of investment approaches and strategies. Institutional investors have an ever-increasing range of investment opportunities at their disposal and this trend was not derailed by the challenging environment in 2023. Increasing diversity is also offered with regard to sustainability topics. A number of 52 - only shy below the record of 55 last year - new investment vehicles are in fundraising.

The VC Chapter was again very active in the previous year. The group, which consists of general partners, lawyers, business angels, media and impact investing experts, organized various events, workshops, evening sessions with three major goals:

- Increase Visibility of VC as an Asset class;
- Strengthen the Voice of Swiss Venture Capital and Raise Awareness for Economic Importance;
- Enable the implementation of new programs to foster innovation, entrepreneurship and in particular Venture Capital.

Among various activities during the year we would like to outline **two highlights** in particular: the **Swiss Venture Capital Report (SVCR)** and **VCs on Stage**. The Swiss VC Report was published for the **twelfth time** in a row at the end of January with the Swiss newsportal startupticker.ch. The SVCR is the reference publication for venture capital investment in Swiss start-ups. In addition to a list of all financing rounds that are not confidential, the report contains a comprehensive list of all IPOs and acquisitions of young technology companies. The results of a survey among active Swiss venture capital investors and an overview of new funds have also been published for several years. We will outline several important aspects in this yearbook.

The second event was the SECA VCs on Stage, which was held for the fifth time in a row at the end of October. Around 130 participants joined the event at the Widder Hotel in Zurich. Fourteen Swiss VCs each had four minutes to present themselves in a pitch. The playful format of the lightning presentation allowed those responsible to briefly present their investment focus, their strategy and their team. The event also offered those present an informal exchange platform.

We also hardly worked on the "**Innovationsfonds Schweiz**" initiative currently discussed at the parliament in Bern. With several speeches and contributions to events we highlighted the importance of such a (public/private financed) fund of fund which could provide the much needed growth capital to fast growing young enterprises and offer the right size, diversification and convenient structure as well as attractive investment solution to institutional investors who are not yet active in venture capital.

We would like to thank you all who have contributed to the various programs. Only with the support of all the networking partners we can realize such a density of valuable content.

Let us keep the spirit – we are convinced that we can capture more of the enormous potential in the future and create value for our stakeholders.

Thomas Heimann

SECA Venture Capital Chapter Head

thomas.heimann@seca.ch

Subgroup Heads of the SECA Chapter Venture Capital:

- **Teddy Amberg**, Spicehaus Partners
- **Diego Braguglia**, VI Partners
- **Kiran Dallenbach**, BiomedVC
- **Thomas Dübendorfer**, SICTIC
- **Martin Eisenring**, EISENRING Rechtsanwälte & Notare
- **Karim Maizar**, Kellerhals Carrard Zürich KIG
- **Michael Sidler**, Redalpine Venture Partners
- **Eugen Stamm**, Verve Ventures
- **Christian Winkler**, asc impact

Around 15 members in different subgroup represents important market participants and stakeholders in the industry.

Alpana Ventures, TX Ventures, b2venture, Chi Impact Capital, DartLabs, Eccos Impact, Founderful (Wingman), IRF, Lenz & Staehelin, paprico, Privilège Ventures, Serpentine Ventures, Swisscom Ventures, TiVenture, Verve, Wenger Vieli, ZKB/Swisscanto

At a Glance

Hard brake after 10 years

Source: *Swiss Venture Capital Report 2024*

In 2023, both the amount of capital invested and the number of exits fell significantly. Nevertheless, there was much activity among Swiss investors, one reason for this probably the high number of attractive start-ups, as evidenced by the record number of financing rounds.

The slump is obvious: in 2023, 34.8% less than 2022 was invested in Swiss start-ups. Such a drop would be a disaster in established industries. However, the downturn must be seen against the backdrop of the turbulent developments of the past 10 years. With capital invested at almost CHF 2.6 billion, this is the third best value in this period. The level is significantly higher than in the pre-pandemic years: in 2019, only CHF 2.3 billion was invested. In addition, a new record was set for the number of financing rounds, which shows the high number of attractive start-up projects and their resilience. However, it is also a reflection of the fact that start-ups received smaller investments and were therefore forced to close financing rounds more frequently.

ICT sector badly affected

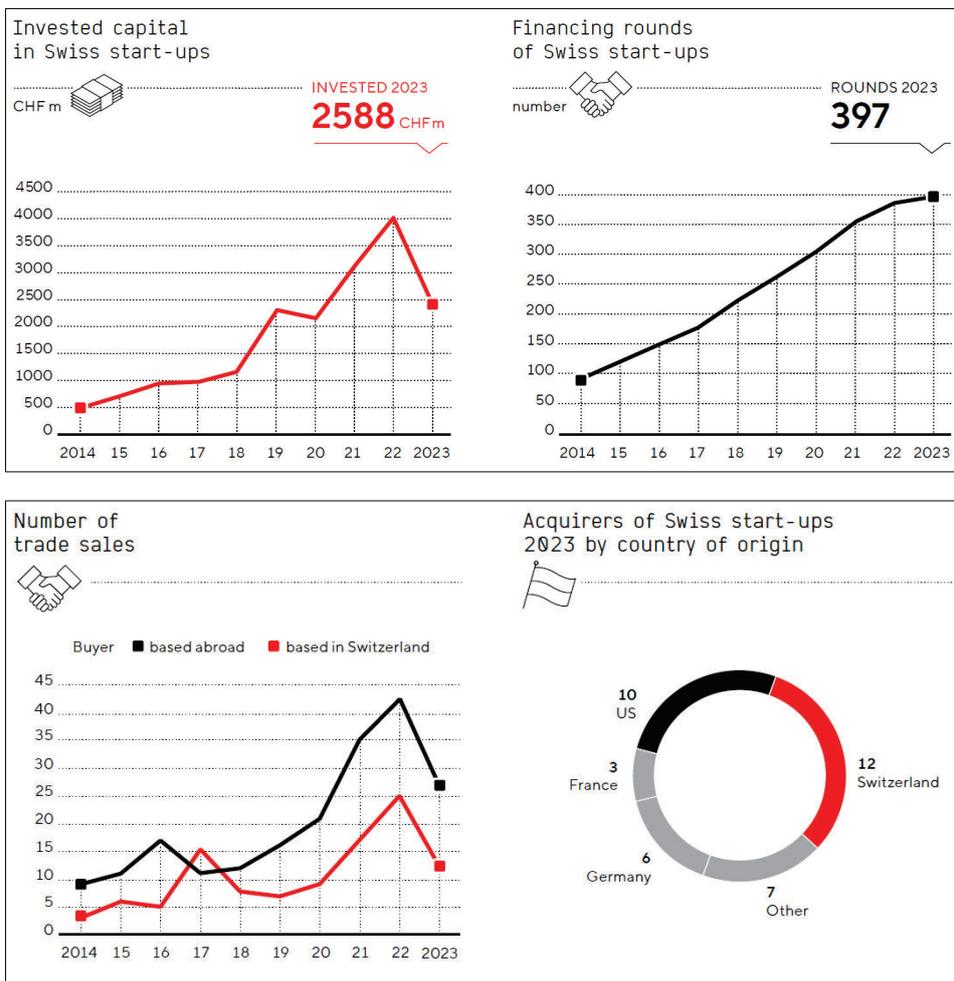
ICT start-ups were particularly hard hit by the downturn. Only CHF 786 million was invested in ICT companies (including fintech) in 2023 – a decline of 62 % compared with the previous year. In contrast, other sectors – namely, biotech, medtech and micro/nano – actually saw an increase in invested capital. Although capital investment in the cleantech sector fell, cleantech is once again in second place in terms of the amount invested and has established itself as the third most important pillar alongside biotech and ICT. The sector results are reflected in the cantons. In canton Zurich, the decline in invested capital was particularly sharp at 59 %, due to the importance of the ICT industry. In canton Vaud, which has a broader range of sectors, the development of invested capital has been much more consistent over the last few years. Zug continued its growth, with a new record achieved of CHF 457 million – due mainly to large financing rounds in the cleantech and micro/nano sectors. If one looks at the financing rounds by phase, the divergence in development in the number of financing rounds and the amounts invested is particularly clear. The number of later stage rounds increased by 14 % and reached a new record, while the amount of invested capital almost halved. The development led to the return of a typical traditional weakness in Switzerland. In the past, start-ups were rarely able to close rounds of between CHF 10 million and CHF 20 million, and it is precisely in this size range that the number of investments decreased by 29% compared with 2022. Early stage investments showed the most stable development. Only 2 % less was invested here than in 2022 and the number of rounds increased slightly. The median for all phases including early stage investments fell – declining overall by 16 % to CHF 2.1 million.

Active fundraising

Our investor survey provides information on the development of the investor landscape over the past year and investor expectations for the future. At 52, the number of funds in fundraising was still very close to last year's record. About half of the funds achieved a first closing. In terms of the size of fund companies, it is noticeable that they are concentrated at both ends of the spectrum. A good half manage a total of up to CHF 50 million; in contrast, 23 % have investment vehicles worth more than CHF 250 million. A similar picture emerges from the focus on Switzerland: 43 % of all respondents have more than 50 % Swiss holdings, while 45 % hold no or up to 20 % of their portfolio in Swiss investments. Smaller companies in particular are active mainly in Switzerland. Larger funds, which are able to participate in growth rounds, still have some catching up to do. The assessment of the future gives cause for optimism. Investors are much more positive about their fundraising and investment activities than a year ago.

Sharp decline in exits

The number of exits shrunk dramatically in 2023, with a decrease of 43 %. However, as with invested capital, this is still above pre-pandemic levels. The striking point about the decline is that it was significantly greater for Swiss buyers, at over 50 %, than for foreign buyers. In this case, the international orientation of the Swiss start-up scene is more of an advantage than a disadvantage.



Resilient VC industry

Source: Swiss Venture Capital Report 2024

Today's fundraising activities are the best indicator of tomorrow's investments. This exclusive market overview shows that the VC industry is expecting significant inflows of funds, despite the difficult conditions. Of the more than 100 active Swiss VCs, 52 were looking for investors for new funds at the beginning of January 2024 – only slightly fewer than at the beginning of 2023.

<p>ACE Ventures</p> <p>ACE Swiss Tech Outliers **</p> <p>50% Switzerland, 50% global</p> <p>Climate tech, deeptech, AI, fintech</p> <p>seed, series A</p> <p>CHF 150 m</p>	<p>b2venture Advisor GmbH</p> <p>b2venture V SCS</p> <p>Europe, Switzerland ca. 20 – 25%</p> <p>ICT, AI, fintech, digital health, green tech</p> <p>pre-seed, seed, series A</p> <p>EUR 150 m</p>	<p>Creadd SA</p> <p>Creadd Ventures **</p> <p>Mostly Switzerland (>70%), rest Europe</p> <p>Deeptech, life sciences, SaaS (B2B)</p> <p>series A, series B</p> <p>CHF 50 m</p>
<p>Allegory Capital</p> <p>Allegory Capital Vision Fund 2k32</p> <p>50% Switzerland, 30% Europe, US 20%</p> <p>Fintech, liftech, cleantech</p> <p>seed to A series</p> <p>CHF 50 m (evergreen)</p>	<p>Backbone Ventures</p> <p>Backbone Ventures 5502 Fund **</p> <p>Switzerland (approx. 40%), Germany (approx. 40%), rest of Europe</p> <p>Sector-agnostic</p> <p>pre-seed, seed</p> <p>CHF 20 – 30 m</p>	<p>CVVC</p> <p>CV VC Global T4T Fund II **</p> <p>Global 80% (Switzerland ca. 20%)</p> <p>Generalist fund with Web3 & blockchain technology focus</p> <p>pre-seed, seed (up to pre-series A, series A)</p> <p>USD 50 m</p>
<p>ALPANA VENTURES</p> <p>ALPANA IV – Cleantech</p> <p>60% Switzerland, 30% Europe, 10% US</p> <p>Cleantech</p> <p>growth</p> <p>CHF 100 m</p>	<p>BiomedVC AG</p> <p>BiomedInvest IV</p> <p>Continental Europe with a spotlight on DACH</p> <p>Therapeutics (pharmaceuticals/biotech)</p> <p>early (seed, series A)</p> <p>CHF 150 m</p>	<p>CVVC</p> <p>CV VC African Blockchain Fund</p> <p>African continent & African diaspora</p> <p>Generalist fund with Web3 & blockchain technology focus</p> <p>pre-seed, seed (up to pre-series A, series A)</p> <p>USD 20 m</p>
<p>Apprecia Capital</p> <p>Apprecia Capital I SCSp **</p> <p>Switzerland and Europe</p> <p>Sustainability</p> <p>early stage</p> <p>CHF 15 m</p>	<p>Collateral Good Management AG</p> <p>Collateral Good Ventures Sustainability I **</p> <p>Global</p> <p>Sustainable packaging</p> <p>seed to series A</p> <p>CHF 60 – 80 m</p>	<p>DAA Capital Partners SA</p> <p>Tech 1291 Ventures II **</p> <p>Switzerland (50%), F/D/I/Benelux (50%)</p> <p>AI, energy transition</p> <p>early, growth</p> <p>CHF 50 – 100 m</p>
<p>aravis sa</p> <p>Aravis Alternative Fuels</p> <p>Europe</p> <p>Green fuels</p> <p>seed</p> <p>CHF 50 m</p>	<p>Collateral Good Management AG</p> <p>Collateral Good Ventures Fashion I **</p> <p>Global</p> <p>Sustainable fashion</p> <p>seed to series B</p> <p>CHF 100 m</p>	<p>DART Labs SF LLC</p> <p>DART Ventures Fund **</p> <p>Europe</p> <p>Health and clean deeptech</p> <p>early stage</p> <p>CHF 20 m</p>
<p>The list comprises fund managers in an active fundraising phase:</p> <ul style="list-style-type: none"> • Funds offered by advisor / manager domiciled in Switzerland (not exhaustive); list based on survey of 100+ investors • Entry order: advisor / manager, fund name, geographic focus, sector focus, development stage focus, target size • ** First close • Pure corporate venture capital funds are excluded 		

Efficient Frontier Invest

Lake Geneva Ventures II
 Switzerland 50%, Europe/UK/US 50%
 Healthcare
 early stage
 CHF 40–50 m

Emerald Technology Ventures

Emerald Global Energy Transformation Fund
 Global
 Energy
 early, growth
 CHF 200 m (evergreen)

Emerald Technology Ventures

Emerald Sustainable Packaging Innovation Fund
 Global
 Sustainable packaging
 early, growth
 CHF 200 m (evergreen)

Emerald Technology Ventures

Emerald Industrial Innovation Fund
 Global
 All sustainable industrial sectors
 early, growth
 CHF 250 m+ (evergreen)

Endeavour Vision Ltd

Endeavour Medtech Growth III LP
 US, Europe and Switzerland
 Healthcare technologies: medical devices and digital health
 late-stage, growth
 CHF 375 m

EquityPitcher Ventures

EquityPitcher Growth Fund **
 DACH
 B2B SaaS, hardware
 seed, series A
 CHF 100 m

Evolution Equity Partners

Evolution Technology Fund III
 North America 50%, EMEA 45%, Switzerland 5%
 Cybersecurity and enterprise software
 early, series ABC, later stage growth
 USD 1 bn

FiveT Fintech AG

FiveT Fintech II DLT
 Global (40% Europe, 40% US, 20% RoW)
 Fintech
 series A & B
 CHF 50 m+

FONGIT

FONGIT Innovation Fund (FIF)
 100% Switzerland/Geneva
 Sector-agnostic
 preseed, seed, series A
 CHF 10 m (evergreen)

Kickfund AG

Kickfund Ventures Fund I Scsp **
 100% Switzerland
 Sector-agnostic
 first institutional investor
 CHF 70 m

Marcau Partners

REALR
 Europe with focus on DACH/Nordics
 Improving people's lives with the help of tech
 pre-seed, seed
 EUR 50 m

Maximon AG

Longevity Management B.V.
 50% Switzerland, 35% rest of Europe, 5% Middle East, 5% US, 5% Asia
 Longevity
 seed, early stage
 CHF 100 m

Momenta Ventures

Digital Industry Fund IV **
 Switzerland (10%), Europe (50%) and North America (40%)
 Energy, manufacturing, smart spaces, supply chain
 early, growth
 CHF 100 m

Olive Capital

Olive Capital I
 50% Europe, 40% US, 10% rest of world
 web3 zero-knowledge "zk"
 pre-seed
 EUR 20 m

Planven Entrepreneur Ventures

Planven EV IV
 Europe/IL/US
 B2B software (cyber, health, vertical SaaS)
 series A-C
 CHF 200 m

Privilege Ventures SA

Privilege Capital Fund IV **
 65% Switzerland, 25% Northern Italy, 10% Germany
 Healthtech, taughtech, ICT
 seed
 CHF 40 m

Pureos Partners AG

Pureos Bioventures II, LP **
 Switzerland (40%), other Europe (40%), US & ROW (<20%)
 Biotech
 seed, series A and later stages
 USD 200–300 m

QBIT Capital AG

QBIT Global Ventures Fund I **
 100% Switzerland
 Agnostic (excl. biotech, healthtech, medtech)
 early stage (pre-seed, seed)
 CHF 25 m

Quan Management LLC

Quan Technology Fund **
 Europe and US
 IT
 pre-seed to late stage (life-cycle investor)
 USD 200 m (evergreen)

Redalpine Venture Partners

Summit Fund
 Europe
 Agnostic (software & science)
 Early stage to pre-IPO (early-stage allocation via investments into own earlier-stage funds; later stage allocation via direct investments)
 CHF >1 bn (evergreen)

Redstone (Switzerland)

Redstone QAI Quantum Fund I **
 Europe, US, (global)
 Quantum technology
 pre-seed to series A
 CHF 50–75 m

Remora Biotech SA

Remora Biotech SA **
 Switzerland (40%) and France (60%)
 Biotech
 seed, early
 CHF 120 m (evergreen)

Sangha CVP

Sangha Capital Fund **
 60% US, 35% Australia, 5% Swiss/Europe
 Tech for good
 early stage
 CHF 50 m+

Seed X Liechtenstein AG

Seed X Funds SICAV – VC Fintech II **
 Europe
 Fintech, insurtech, proptech
 seed and series A
 CHF 45 m

<p>Serpentine Ventures</p> <p>Swiss Diabetes Venture Fund ** Europe, North America Diabetes technology (medtech, healthtech) pre-seed to early series A CHF 50 m</p>	<p>Stableton Financial AG</p> <p>Stableton Unicorn Index Fund World Tech growth stage CHF 100 – 500 m (evergreen)</p>	<p>very early Ventures</p> <p>very early I ** Europe (10-50% Switzerland) Blockchain, Web3 pre-seed, seed USD 20 m</p>
<p>Serpentine Ventures</p> <p>Serpentine Flagship Fund II Continental Europe Deep tech with environmental impact pre-seed to early series A CHF 50 m</p>	<p>Swisscanto Private Equity II AG/ Zürcher Kantonalbank</p> <p>Swisscanto (CH) Private Equity World Carbon Solutions I KmGK ** US 45%, Europe 40% (incl. Switzerland 10%), Asia 15% Climate technology in energy/ mobility & transport/resource efficiency venture, growth, buyout CHF 150 m</p>	<p>Vi Partners AG</p> <p>VIP Healthtech Future Fund III Europe 60–80%, Switzerland 0–25%, IL/UK/US 0–25% Healthcare & life sciences series A CHF 150 m</p>
<p>SINGLR Capital AG</p> <p>SINGLR XTF Longevity Europe, estimated 50% Switzerland Longevity (in particular personalised medicine and agotech) seed EUR 20 m</p>	<p>Tenity Group AG</p> <p>Tenity Incubation Fund II SCSp ** Europe, APAC (Switzerland 20%) Fintech, insuretech pre-seed CHF 50 m+</p>	<p>Wingman Ventures</p> <p>Wingman Ventures Fund II ScSp ** 100% Switzerland Technology pre-seed CHF 120 m</p>
<p>SINGLR Capital AG</p> <p>SINGLR XTF Smart Mobility/Cities Europe, estimated 20% Switzerland smart mobility/cities seed EUR 20 m</p>	<p>Una Terra Venture Capital GP S.à r.l.</p> <p>Una Terra Venture Capital SICAV RAIF SCA Europe (Switzerland 10–30%) Circular economy – packaging, materials, food, agritech, waste management, fashion and clean finance early growth, growth (series A-C) EUR 200 m</p>	
<p>Spicehaus Partners AG</p> <p>Spicehaus Swiss Venture Fund II 100% Switzerland Technology seed, series A CHF 100 m</p>	<p>Verve Ventures</p> <p>Constructive Venture Fund Europe (75%), Switzerland (25%) CleanTech, materials, energy, construction, real estate seed, series A CHF 100 m</p>	

Private Equity Chapter

In the SECA Chapter Private Equity, we try to look at different sides of private equity in established companies, at the structuring of private equity deals and the nature of the fund-of-fund business. Switzerland has an excellent position worldwide in the field of the for private equity business. Therefore many members are concerned with comparability, not just of privately held businesses, but also of funds as a whole. The industry standards have gone far beyond rules of thumb.

How private equity buyouts can continue to succeed in the new macro regime

Source: [Partners Group Private Markets Mythbusters Series](#)

Strong tailwinds from stable growth, abundant financing, and low interest rates and inflation have helped propel private markets into an unprecedented era of expansion in the last decade. But this benign environment has changed. With higher interest rates and sticky inflation, a new macro regime is at play, with consequences to all asset classes across both private and public markets.

The buyout model in the new macro regime

Since 2022, buyout investors in various regions and market segments have been facing a more challenging macro environment, which directly impacts the key drivers of returns they have been relying on until now. In particular:

- **Higher interest rates and debt scarcity:** Following a series of interest rate hikes by major central banks, the cost of financing acquisitions has soared, with floating rates for senior loans – a debt instrument typically used in buyouts – doubling to 10% in just one year. With heightened uncertainty, many banks have also reined in their lending offerings. While private lenders have stepped in to partially fill this void, overall financing capacity is decreasing, with debt availability largely directed to high-quality businesses.
- **Valuation correction:** On the back of lower transaction volumes and higher uncertainty, buyout valuations started to decline in 2022 and continued to correct in early 2023. EV/ EBITDA multiples in the broad buyout space are down 5-15% compared to 2021 peak levels, data from Burgiss, PitchBook, LCD and Partners Group research show. Buyout investors can no longer rely on steadily growing asset prices and multiple expansion to generate consistent returns.

Against this backdrop, can the buyout model continue to generate attractive returns for investors? We estimate that a more unfriendly debt financing scenario could result in a drop of around 300-500bps in gross IRR. This total is broken down into the following two components. Lower availability of financing – with the share of debt in the company's capital structure reducing from 50% to 40% – could cut gross IRR by 200bps. Higher costs of debt could further reduce returns by approximately 200bps (100-300bps). Keeping all else equal, gross IRR could decrease from around 20% to an upper mid-teen figure.

Returns sensitivity analysis (gIRR in %)

Higher financing costs and lower debt availability can hit return expectations...

		Debt level in the capital structure						
		30%	35%	40%	45%	50%	55%	60%
Interest on debt	5%	17.1%	17.8%	18.6%	19.6%	20.6%	21.9%	23.5%
	7%	16.8%	17.4%	18.1%	18.8%	19.7%	20.8%	22.1%
	8%	16.6%	17.2%	17.8%	18.4%	19.2%	20.2%	21.3%
	9%	16.5%	16.9%	17.4%	18.0%	18.7%	19.5%	20.5%
	10%	16.3%	16.6%	17.1%	17.5%	18.1%	18.8%	19.6%
	11%	16.1%	16.4%	16.7%	17.0%	17.5%	18.0%	18.6%
	12%	15.9%	16.1%	16.2%	16.5%	16.8%	17.1%	17.5%
...but these impacts can be offset by lower entity multiples...		Entry multiple						
		12.5x	12.0x	11.5x	11.0x	10.5x	10.0x	9.5x
Exit multiple	11.5x	19.0%	20.6%	22.3%	23.9%	25.7%	27.5%	29.4%
	11.0x	17.9%	19.5%	21.1%	22.8%	24.6%	26.4%	28.3%
	10.5x	16.7%	18.3%	20.0%	21.7%	23.4%	25.3%	27.2%
	10.0x	15.4%	17.1%	18.7%	20.5%	22.2%	24.1%	26.0%
	9.5x	14.1%	15.8%	17.5%	19.2%	21.0%	22.9%	24.8%
	9.0x	12.7%	14.4%	16.1%	17.9%	19.7%	21.6%	23.5%
	8.5x	11.3%	13.0%	14.7%	16.5%	18.3%	20.2%	22.2%
... and returns can further increase through higher EBITDA growth.		EBITDA growth						
		7.0%	9.0%	10.5%	11.5%	12.5%	14.0%	16.0%
		15.5%	17.7%	19.3%	20.5%	21.6%	23.2%	25.4%

Source: Partners Group (2023).

Reassess and refocus

Despite these headwinds, we believe it is not time to bid farewell to private equity buyouts. As experienced investors know, changing dynamics bring not only challenges, but also opportunities.

- Taking advantage of uneven price corrections: Buyout transactions in early 2023 have seen an average decrease of 5-15% in entry valuations. Models show that this cut in prices (assuming a reduction in entry multiple from 12.0x to 11.0x) can increase gross IRR by 300-500 bps and largely offset the negative impact of lower debt loads and higher interest costs. The average decline, however, masks some marked differences between industry sectors and market segments, which investors need to carefully factor in at underwriting. Investment managers with a differentiated approach to sourcing are best positioned to identify pockets of opportunities and take advantage of a correction in asset prices. Recent examples of acquisitions completed demonstrate that disciplined underwriting and a thematic approach to sourcing – underpinned by deep research on the most attractive transformative trends across sectors – has allowed active private markets managers to acquire long-known, high-quality companies at entry multiples c.2-3x lower than what was observed in 2022 during the early stages of due diligence. Now more than ever, a proactive and disciplined investment process is key to generating top-quartile buyout returns.
- Doubling down on value creation: Driving operational value has become even more important in the current environment. Governance and productivity improvements as well as strategic platform expansion can help assets to overcome macro challenges and increase returns. Supported hands-on entrepreneurial ownership approach, portfolio companies still achieve organic growth levels higher than global growth rates, with a double digit historical average annual EBITDA growth since 2015, approximately ten percentage points above public equity market companies.

Navigating the cycles

The buyout model has proven its relevance over time, and historical data shows that the most successful managers have generated relatively stable returns across different cycles and rate regimes. This suggests investment excellence can deliver solid performance despite macro headwinds. But managers will need to adapt their approach as debt financing tightening creates less room for error. More than ever, disciplined underwriting – acquiring high quality companies at attractive entry valuations through a thematic approach to sourcing – is paramount. With multiple expansion also arguably out of the equation in most cases, operational value creation will be central to any strategy. Only those buyout investors who can adapt to the forces shaping the current investment environment will prove resilient and come out stronger on the other side.

For the SECA Chapter Private Equity:

- Philippe Bucher, eevolve AG, Chapter Head
- Benjamin Alt, Schroders Capital
- Lars Niggemann, eevolve AG
- Yves Schneller, Partners Group



eevolve

embracing purpose and people

partner for sustainable businesses

Chapter Legal & Tax

As financial markets are being increasingly regulated, SECA's Legal & Tax Chapter actively participates in the regulatory process to preserve the interests of Switzerland's private equity, venture capital and corporate finance industry and supports its members in keeping track of the relevant legal developments

1. New Transfer Pricing Q&A of the Swiss Federal Tax Administration (SFTA)

Following on from a joint article on transfer pricing that the Swiss tax authorities, namely Schweizerische Steuerkonferenz (SSK) and Swiss Federal Tax Authorities (SFTA) published in January 2024, the SFTA published a detailed set of transfer pricing questions and answers (Q&A) on its website on 23rd February 2024.

Transfer pricing has to be considered when an entity engages in the provision of physical goods, intangible assets or services to a related entity (i.e. an entity within the same group). The two consecutive publications in a short timeframe demonstrated the increasing importance of transfer pricing in Switzerland and the resources that the Swiss tax authorities are allocating to this topic.

The SFTA's questions and answers are clear and concise and aim at providing guidance on how certain technical transfer pricing aspects should be addressed. Four groups of topics were addressed:

- The cost plus method, what it is and how it should be applied (9 questions)
- Withholding tax and how it applies to transfer pricing adjustments in different circumstances (7 questions)
- The transfer pricing treatment of stock option costs (4 questions)
- Intercompany loans (21 questions)

The Q&A is published on the SFTA website in German and French. It presents some of the key transfer pricing issues with examples that provide insights for the application of the arm's length principle from a Swiss tax authorities perspective. It serves as a helpful guidance for taxpayers and tax advisors in Switzerland.

2. BEPS 2.0 – Pillar 2

Legislative developments

As per first quarter of 2024, the majority of EU countries plus Switzerland, Liechtenstein, the UK, Japan, South Korea and Vietnam have enacted their Pillar Two Global Anti-Base Erosion ("GloBE") legislation. With effect of January 1, 2024, in-scope entities became subject to the domestic minimum top-up tax obligations in the abovementioned jurisdictions. Whereas the Transitional Safe Harbours should significantly reduce the number of jurisdictions for which multinational enterprise groups (MNE) need to perform a detailed GloBE calculation in the first three years, they are generally not available for entities that qualify as Investment Entities under the GloBE rules.

Switzerland has opted to enact only the domestic minimum top-up tax in 2024, but not the Income Inclusion Rule (“IIR”). It is widely expected that the IIR as well as the Undertaxed Profits Rule (UTPR) are to be enacted as per 1.1.2025.

Effective for tax years beginning on or after 1 January 2025, Bermuda has introduced a corporate income tax. It will be applicable to Bermuda businesses that are part of an MNE group with annual revenue of EUR 750M or more but currently has no proposals to introduce the IIR or the Undertaxed Profits Rule (UTPR). Several elections are available under the Bermuda law to maintain the flow-through tax treatment of certain investment structures.

How is the wealth and asset management industry affected by Pillar Two?

Whether an entity is subject to Pillar Two largely depends on whether

- it is included or should have been included in a consolidated financial statement of a multinational enterprise group (“MNE”) on a line-by-line basis
- the consolidated financial statement is prepared based on an acceptable accounting standard, e.g. US GAAP ASC 810, IFRS 10.

Generally, investment vehicles, that act exclusively in their investment capacity (e.g., pool investors, invest in accordance with a defined investment policy), are not expected to be subject to Pillar Two rules. However, the requirements whether investment vehicles qualify for the exemption need to be reviewed and documented in detail.

In case management companies generate more than EUR 750 Mio annual revenue according to their consolidated financial statements in at least two out of the last four tax periods, they would generally become subject to the Pillar Two rules. Special Pillar Two rules may be applicable for investments held by management companies (e.g. carried interest, co-investments) as well as fiscally transparent management structures (e.g. limited partnerships)

Finally, portfolio groups may become subject to Pillar Two rules if the abovementioned revenue thresholds are reached. Transitional rules apply until a portfolio group falls within Pillar Two rules. However, tracking is required for certain transactions from December 2021 until the first year in which no Transitional Safe Harbour is available. Special considerations must be given to not wholly owned portfolio groups or joint ventures.

The Pillar Two rules may impact fund structuring and investment choices and may trigger additional aspects to be covered in tax due diligences and financial modeling.

Pillar Two Data requirements for custodians and fund managers

MNE groups may request from custodians and fund managers significantly more detailed fund reportings for investment vehicles controlled and thus included on a line-by-line basis in the consolidated financial statements of the MNE group. In practice that is often the case with (re-) insurance groups.

3. Crypto-Asset Reporting Framework

Crypto-Asset Reporting Framework

In November 2023, Switzerland announced, together with around 50 other states (including e.g. Liechtenstein, Germany and the USA) that it intends to implement the new Crypto Asset Reporting Framework (CARF) as of 1 January 2026 and thus wants to start the exchange of tax-relevant information on crypto assets with other implementing states as of 2026.

Under CARF, Swiss legal entities and individuals that enable the transfer of crypto assets will have to report tax-relevant information of their reportable crypto asset users to the Swiss tax administration. The Swiss tax administration will then forward this information to the tax authority of the crypto asset user's respective jurisdiction(s) of tax residence, provided that this country has also implemented CARF. Vice versa, Switzerland will also receive tax-relevant information on Swiss taxpayers from other jurisdictions which have implemented CARF.

In many states around the world, crypto assets or transactions are taxable and tax authorities see a high risk that crypto assets and transactions are not or not completely declared, which could lead to a loss in tax revenue. The CARF aims to achieve tax transparency on taxpayers with respect to their crypto asset transactions through an annual and automatic exchange of information between tax authorities.

The framework on CARF has been published by the OECD already in October 2022. The CARF is based on the existing OECD Common Reporting Standard (CRS), which currently does not include digital or crypto assets.

CARF covers and defines (1) service providers or intermediaries who have to perform the reporting, (2) crypto asset users which will be reported, (3) due diligence procedures to identify reportable crypto-asset users, and (4) reportable information which will be reported.

The obligation to perform the reporting will be on crypto asset service providers, which are service providers or intermediaries that offer platforms for exchanging crypto-assets into currency or other assets, facilitate specific reportable payments, or enable the transfer of crypto-assets. This includes in particular crypto exchanges and wallet providers, but can also include crypto banks or crypto asset operators, e.g. operating crypto ATMs.

The crypto asset users affected by CARF can be individuals or entities who, as customers of the relevant crypto asset service provider, carry out transactions or transfers of relevant crypto assets. Thereby, relevant crypto assets can include a wide range of crypto assets, including payment tokens, equity tokens, asset tokens and also certain non-fungible tokens, if they have a value and are on a blockchain. No relevant crypto assets under CARF are central bank digital currency, e-money and crypto assets which are not for payment and investment purposes.

The crypto asset service provider has to conduct the due diligence procedure under CARF in order to identify the reportable crypto assets users. The due diligence procedure under CARF is comparable to that under CRS, with some simplifications under CARF. Once the crypto asset service provider identifies a crypto asset user which is tax resident in a jurisdiction that implemented CARF, the crypto asset user will be reported.

The reportable information includes personal information (like the name, address, jurisdiction(s) of residence, TIN(s) and place of birth of the crypto asset user) as well as financial information (like the gross amount paid and received, number of units and transactions in respect of acquisitions or disposals of crypto assets, as well as the name and type of the relevant crypto asset).

The EU has developed a similar reporting framework with DAC8. In the EU, DAC8 has already been adopted and the EU Member States have to implement DAC8 until end 2025 at latest. Hence, DAC8 will enter into force in the EU Member States as of 1 January 2026. Likewise, it is expected that CARF will also come into force in 2026 in the approx. 50 committed states.

In parallel to the introduction of the CARF, the implementing jurisdictions also committed to introduce the new update of the Common Reporting Standard, which scope was expanded to comprehensively cover digital assets and to improve the CRS reporting quality.

4. Cross-border home office regulations

When granting the possibility to do home office to cross-border commuters, social security, labor and tax law aspects must be considered.

Under the applicable EU/EFTA social security law, employees are generally subject to the social security system in which the employer's registered office is located. In accordance with the ordinary regulations, cross-border commuters may work up to 25% of their total working hours from home without a change of social insurance responsibility. This means that if a cross-border commuter works more than 25% from home, there is a change of authority, and the cross-border commuter is subject to the social security legislation of their country of residence. A multilateral agreement, which has been in force since July 1, 2023, allows cross-border commuters to work from home for up to 50% (49.9%) of their total working hours without a change of social security, provided that the state concerned has signed the multilateral agreement.

In addition to the social security aspects, the relevant taxation law must be considered. Employees without tax residence or domicile in Switzerland are subject to limited tax liability due to economic affiliation. According to the OECD Model Tax Convention, the principle of residence applies. This means that the employee's country of residence is entitled to tax the income from employment. As an exception, the place of work principle applies, whereby the country in which the work is performed has the right to tax the income from this employment. The country of residence must either exempt the income from tax or credit the foreign tax against the domestic tax. Special regulations between the individual states take precedence over these general allocation standards.

In principle, cross-border commuters who work in Switzerland are therefore taxed according to the Swiss withholding tax procedure. Since there is no multilateral agreement as in social security law, the right of taxation of the respective countries involved must be examined. For example, it is possible for French cross-border commuters to work from home for up to 40% of their working hours without affecting the usual tax regime for cross-border commuters. On the other hand, a German cross border commuter only has to visit his Swiss workplace once a week or five times a month and can therefore work 80% from

home. In contrast, Italy is less flexible and allows a maximum of 25% of home office. If this limit is exceeded, this changes the cross-border commuter status and therefore also the right of taxation. At the same time, Austria does not have any special tax regulations regarding home office and all income earned at the place of residence remains subject to taxation in the country of residence.

Employers are therefore advised to define in the employment contract with the cross-border commuter which employment law applies and to what extent working from home is permitted.

5. L-QIF

The Limited Qualified Investor Fund (L-QIF) is a new, unregulated fund structure that was introduced in Switzerland as of 1 March 2024. This fund structure enables the launch a fund in a quick and cost-efficient manner.

The taxable income and net assets of the L-QIF are allocated proportionally to investors in accordance with the transparency principle. If shares are held by Swiss investors as private assets, capital gains and capital repayments of the L-QIF are tax-free. However, analogous to forms such as SICAV, FCP and KmGK, direct real estate holdings of the L-QIF are taxed at the L-QIF level.

Distributed and accumulated taxable income is subject to withholding tax of 35%. Capital gains, capital repayments and profits from direct real estate holdings of the L-QIF are exempt from WHT. Foreign investors can typically reclaim 20% of the withholding tax based on a double taxation agreement (to the extent available, depending on the domicile of the investor). If a so called “affidavit” is available, 35% can be reclaimed by the foreign investor if at least 80% of the L-QIF's income is foreign sourced. The L-QIF can only reclaim foreign withholding taxes on behalf of Swiss investors if Switzerland has concluded a mutual agreement with the country concerned.

The subscription of L-QIF shares is not subject to stamp duty. For transfer stamp tax (“Umsatzabgabe”) purposes, the L-QIF qualifies as an exempt investor, meaning that a Swiss securities dealer (e.g. a Swiss bank or a Swiss broker) does not have to levy and pay transfer stamp tax for the the L-QIF when buying and selling taxable securities on behalf of the L-QIF.

The L-QIF is generally similar to a Luxembourg RAIF. However, a significant difference between the Luxembourg RAIF and the Swiss L-QIF lies in VAT. Since services provided to the L-QIF are exempt from VAT, the Swiss asset manager cannot make an input tax deduction (“Vorsteuerabzug”) on e.g. IT, licenses, infrastructure or general costs. The 8.1% VAT on these costs are final costs for the Swiss asset manager / asset advisor. In comparison, with the Luxembourg RAIF, however, services are taxable at 0%, so no VAT is to be paid to the federal tax administration. In addition, the input tax can be reclaimed in full and the 8.1% VAT on these costs is merely a transitory item.

To summarise, for the L-QIF the general, existing taxation principles of Swiss domiciled funds are applicable. Special consideration has to be given to a possible WHT leakage on taxable income and to the VAT.

For the SECA Chapter Legal & Tax:

- **Tobias Giesser**, (SECA Chapter Head), Managing Director, Partners Group
- **Claudio Bazzi**, Partner, Bratschi AG
- **Beat Kühni**, Partner, Lenz & Staehelin
- **Karim Maizar**, Partner, Kellerhals Carrard Zürich KIG
- **Dieter Wirth**, Partner, PwC

Comité Romand

SECA Romandie: A look-out at the 2023 Venture Capital investments in the region

After 10 years of growth in Switzerland's venture capital landscape, the recently published report from Startupticker.ch (co-published by the SECA) highlighted a sharp decline in investments in Swiss start-ups in 2023 (down to CHF2588 million vs CHF3969 million in 2022) despite a moderate increase in overall number of financing rounds in 2023 (397 rounds vs. 383 in 2022). The Romandie's vibrant start-up ecosystem has not been immune to this downturn but shows remarkable resilience.

Vaud's broad ecosystem provides stability

Vaud remains the clear leader in attracting venture capital in the region, with CHF444.3 million in investments reported in 2023 (vs. CHF 548.6 million in 2022). While a 19% drop from the previous year is significant, it is still remarkably resilient in the current macro-environment and indicates a steadier trend compared to Switzerland overall. The large investment rounds also remained consistent; in 2023, three Vaud-based companies made it to the top 20, down from four in 2022. The stability is further evidenced by the top three rounds, which highlight the Canton's diverse sector distribution with one medtech, one ICT, and one cleantech startup. However, the total number of investments decreased from 67 to 50, an uncommon trend as most other Cantons experienced positive or stable growth.

Geneva continues a positive trend despite what initial look at numbers might indicate

Geneva's innovation ecosystem remains highly concentrated in ICT and Fintech, and experienced a notable decline in investment in 2023 plummeting by 68% from the previous year. It is important to note though that this is mostly attributed to a single massive financing round in 2022, which was absent in 2023. The overall trend remains positive, with investments in Geneva reaching CHF146.4 million in 2023 (the second-highest amount in the past decade) and with a new record set with 24 financing rounds (vs 19 in 2022).

Valais enters the top 10 Cantons driven by one large financing. Investments in Fribourg almost double.

Valais showed a sharp increase in investments in 2023 largely driven by the CHF45 million Series C in H55, a company developing electric propulsion systems for the aviation industry (contributing for circa 70% of the venture capital investments reported in Valais in 2023). Fribourg's number are also very encouraging given the current negative environment with an increase in both total investments to CHF60 million (vs. CHF35.6 million in 2022) and number of rounds (8 in 2023 vs 7 in 2022).

Several factors have contributed to Romandie's robust venture capital investment landscape in 2023. The region's academic institutions, strong government support, and a well-established network of incubators and accelerators play a crucial role in attracting both domestic and international investors.

About the Author: **Christian Mauriand** is President of the Young SECA Romandie and serves as Global Head of Corporate Development at Roivant Sciences (NASDAQ: ROIV), where he oversees the company's corporate development and M&A activities.

Les représentants de la SECA Romandie

- **Benjam Vetterli**, Rockstone Real Estate, Willhaus & Associates, Head Comité Romand
- **Sébastien Dewarrat**, Carbonx Climate
- **Roman Graf**, Lenz & Staehelin
- **Florian Hacquard**, Edmond de Rothschild
- **Alexander Hesseling**, LFPI
- **Christian Mauriand**, Roivant Sciences

In Memoriam: Alexandre Gallopin

The SECA Romandie mourns the tragic loss of its dear Committee Member **Alexandre Gallopin**. Alexandre was a brilliant lawyer, Partner at Borel & Barbey, and played an instrumental role in the SECA's development in the Romandie. He is dearly missed by his SECA colleagues who are thankful for his friendship and contributions to the organization.

Young SECA Chapter Report 2023/24

Young SECA is a Chapter of the Swiss Private Equity and Corporate Finance Association (SECA) which is dedicated to the specific needs of young professionals working within the Private Equity, Venture Capital, Corporate Finance and M&A industry in Switzerland.

What is the mission of Young SECA?

The primary mission of Young SECA is to improve the ecosystem for young investors, young entrepreneurs and young professionals working in our industry in Switzerland.

What is our service offering?

We try to enhance the network of our Young SECA Members and to accelerate the know-how transfer as well as the information-flow within the industry based on the following initiatives:



Figure 1: Main objectives and service offering

What are the benefits of being a Young SECA Member?

Besides various events (e.g. network events, breakfast and evening events, trend lunches, panel discussions and after work drinks), you can benefit from a wide list of services such as:

- SECA eNewsletter
- SECA Yearbook for free
- Direct access to SECA Publications (e.g. Swiss Venture Capital Report)
- Access to SECA Education (i.e. Private Equity and Venture Capital Workshops)
- Discounts for SECA and SECA related events (published in the eNewsletter)
- Exclusive access Young SECA & SECA network.

Who can become a Young SECA Member?

If you are younger than 40 years and have a particular interest in the Private Equity, Venture Capital, Corporate Finance and M&A industry, you are kindly invited to join our dynamic association. If you are more senior but still interested in Young SECA, we invite you to become a SECA member (Full, Associate or Individual Member) and join our Young SECA events as well.

How can I become a member of Young SECA?

Please submit your application to us by completing the registration form online on the SECA website. For a small membership fee of CHF 200 p.a., you are part of our dynamic association, and you can benefit from the extensive service offering.

Young SECA Romandie

Young SECA possesses via its Romandie branch a team solely dedicated to the French speaking part of Switzerland. It is focusing on the specific needs of young professionals working or interested in the industry in the Romandie. Between 3 and 5 events will be organized in the Romandie p.a. Details regarding the up-coming events will be disclosed on the SECA Website and in the SECA eNewsletter. The Young SECA Romandie is looking forward to seeing you this year and is open to any suggestion or ideas from its members.

What are the activities in 2024?

In 2024, Young SECA is coming up with the following events:

Date, Location	Subject
27.02.2024 Resident Bar, Zurich	Young SECA & SS&C Intralinks Event “Current state of early-stage investments”
21.03.2024 Resident Bar, Zurich	Young SECA & LEC MyWay Event “MyWay Event with Alt Bundesrat Ueli Maurer”
26.06.2024 Resident Bar, Zurich	Young SECA & SS&C Intralinks Summer Event “Private Markets in a new geopolitical World”
June 2024 Zurich	Young SECA visits Hidden Doors of Zurich
03.07.2024 SIX, Zurich	SECA Conference Value Creation through Innovation
05.09.2024 Zurich	Young SECA & SS&C Intralinks End of Summer Get Together
November/December 2024 Zurich	Young SECA & SS&C Intralinks End of Year Get Together

Who we are?

The steering committee of Young SECA is composed of the following people:

Young SECA committee

- Jonas Brenner, Zurich
- Sébastien Dewarrat, Romandie
- Alexander Hesseling, Romandie
- Fabian Kuhn, Zurich
- Christian Mauriand, Lead Romandie
- Olga Motovilova, Zurich
- Emanuele Pizzatti, Ticino
- Admir Trnjanin, Zurich
- Cédric Diego Vollmar, Lead Zurich

Young SECA Honorary Members

- Marc P. Bernegger, Zurich
- Alan Frei, Zurich
- Thomas von Hohenhau, Zurich
- Stefan Steiner, Zurich

Further information and registration opportunity on
www.seca.ch/young

For the SECA Chapter Young SECA:

Cédric Diego Vollmar

Co-Founder and President Young SECA
cedric.vollmar@seca.ch

Harnessing data-driven venture capital: powering investment decisions with AI

In the fast-paced world of venture capital, where the search for the next disruptive innovation never ends, data-driven approaches have emerged as a game-changer. Venture capitalists are increasingly turning to data analytics and artificial intelligence (AI) to identify promising startups and make more informed investment decisions. The VC industry is also becoming more competitive, with more funds and investors entering the market. As a result, traditional VC firms are looking to leverage technology and data analytics to streamline their operations, make better investment decisions, and stay ahead of the competition. The intersection of venture capital and data has immense potential to revolutionize the startup funding landscape and accelerate the growth of disruptive technologies.

Venture capital investors provide the means for ambitious entrepreneurs to unlock extraordinary potential through technology, yet the VC industry itself is one of the least digitized in the world. Traditionally, venture capitalists have relied heavily on intuition, experience, good feeling, and personal networks to identify investment opportunities. While these methods have led to notable successes, they are inherently limited by human biases and the inability to effectively process vast amounts of information. This is where AI comes in, offering a systematic and objective approach to evaluating startups and predicting their potential for success. But today, only 1% of venture capital funds have internal data-driven initiatives, according to a recent report¹ by Earlybird partner Andre Retterath. These firms are leading the way, and soon many more VCs will be using AI in the same way they do.

One of the primary ways that AI assists venture capitalists is through the analysis of big data. By aggregating and analyzing disparate data sets from sources such as social media, industry reports, patent filings, and financial statements, AI algorithms can uncover valuable insights into market trends, consumer preferences, competitive landscapes, and emerging technologies. This data-driven approach allows investors to identify promising sectors and pinpoint startups with the greatest growth prospects. As a simplified example of how AI can identify the next investment target, if a founder leaves his startup, changes his status on LinkedIn to stealth mode, and later registers a new LTD with the commercial registry, the entrepreneur would appear on the AI radar with all available online information about the new startup.

AI-powered tools can assist in the screening and due diligence process, allowing venture capitalists to evaluate startups more efficiently and accurately. Natural language processing (NLP) algorithms can sift through vast amounts of textual data, such as news articles, research papers, and company websites, to extract relevant information about a startup's team, product, market traction, and competitive advantages. Sentiment analysis techniques can assess public sentiment and media coverage surrounding a startup, providing additional context for investment decisions.

¹ Source: Data Driven VC. Online (22.2.2024): <https://www.datadrivenvc.io/p/data-driven-vc-1-why-vc-is-broken>

In addition to analyzing external data sources, AI can leverage proprietary data generated by startups themselves. With the proliferation of software-as-a-service (SaaS) platforms and digital analytics tools, startups are generating a wealth of data related to user behavior, product usage, customer feedback, and operational metrics. AI algorithms can use this data to evaluate the performance and scalability of a startup's business model, assess the effectiveness of its marketing strategies, and identify potential areas for optimization and growth.

Furthermore, AI-powered predictive modeling techniques can help venture capitalists forecast the future trajectory of startups and assess their risk-reward profiles. Machine learning algorithms trained on historical investment data can identify patterns and correlations that indicate startup success or failure. By analyzing factors such as team composition, market size, technology readiness, and early traction, these models can generate probabilistic assessments of a startup's likelihood of reaching key milestones, securing follow-on funding, or achieving a successful exit.

While AI holds great promise for improving the efficiency and effectiveness of venture capital, it is not without its challenges and limitations. Data quality, privacy concerns, algorithmic bias, and interpretability issues are among the key considerations that investors must address when using AI in their decision-making processes. In addition, AI is not a panacea and should complement, rather than replace, human judgment and domain expertise. Ultimately, successful venture capital requires a balanced approach that combines the best of human insight with the power of data-driven analytics. To achieve this, VCs need to become more data-driven, build their own tech stack, and add engineers to their team. EQT Ventures, for example, has built an in-house tool called Motherbrain¹, which gives EQT a competitive advantage by allowing it to make faster and more informed decisions.

In summary, the intersection of venture capital and data-driven AI presents a compelling opportunity to transform the way startups are discovered, evaluated, and funded. By harnessing the power of big data, AI algorithms can provide venture capitalists with deeper insights, faster decision-making, and better investment outcomes. As the venture capital industry continues to evolve in the digital age, those who embrace data-driven approaches will gain a competitive advantage and be positioned to generate alpha over the long term.

Stefan Steiner

Co-Managing Director at Venturelab

February 2024

¹ Source: EQT Group. Online (22.2.2024): <https://eqtgroup.com/motherbrain>

SECA Chapter Communication & Media

Venture Capital and Private Equity Investments contribute significantly to the economic growth and the innovation process in Switzerland. SECA offers a variety of tools to inform and communicate with its members and other interested parties. Besides events SECA publishes a eNewsletter and a series of other publications, many of them authored or co-authored by academics.



EP #382 - Stefan Kyora & Thomas Heimann:

How did the Swiss Startup Ecosystem do in 2023?

www.swisspreneur.org/podcast/stefan-kyora-thomas-heimann-ep382



EP #363 – SECA Event - VCs on Stage

www.swisspreneur.org/podcast/vivek-dogra-arijana-walcott-lukas-andre-dominique-gruhl-ep363



Start-Ups verlieren Start-Hilfe

<https://www.srf.ch/play/tv/10-vor-10/video/start-ups-verlieren-start-hilfe?urn=urn:srf:video:161fb890-5c8f-4385-9109-a499db23465d>



Private Equity gibt es nun auch für das kleinere Portemonnaie

www.nzz.ch/finanzen/private-equity-auch-fuer-das-kleine-portemonnaie-ld.1764010



Verängstigte Investoren machen Druck auf Schweizer Startups: Geldverdienen ist jetzt wichtiger als Wachstum

www.nzz.ch/finanzen/kapital-fuer-start-ups-ist-ueberall-knapp-jetzt-versiegen-auch-die-geldtoepfe-fuer-jungfirmen-in-der-schweiz-ld.1747253

For the SECA Chapter Communication & Media:

Miriam Dippe-Nistor, Partner, IRF
Member of the SECA Board



SECA on LinkedIn

Your benefits

- join our community to discuss
- make contact with professionals
- learn more about SECA
- get informed about upcoming events & trends



Company



Group



Subscribe to the SECA eNewsletter

Your benefits

- get access to the most recent news about Private Equity, Venture Capital, Corporate Finance, M&A, Management Buyouts
- get access to research & statistics
- place your job ad
- stay informed about upcoming SECA events and related events



SECA on Youtube

Your benefits

- watch recordings of SECA events
- get industry insights
- profit from educational videos





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



Industry Insights

Swiss VC Funds

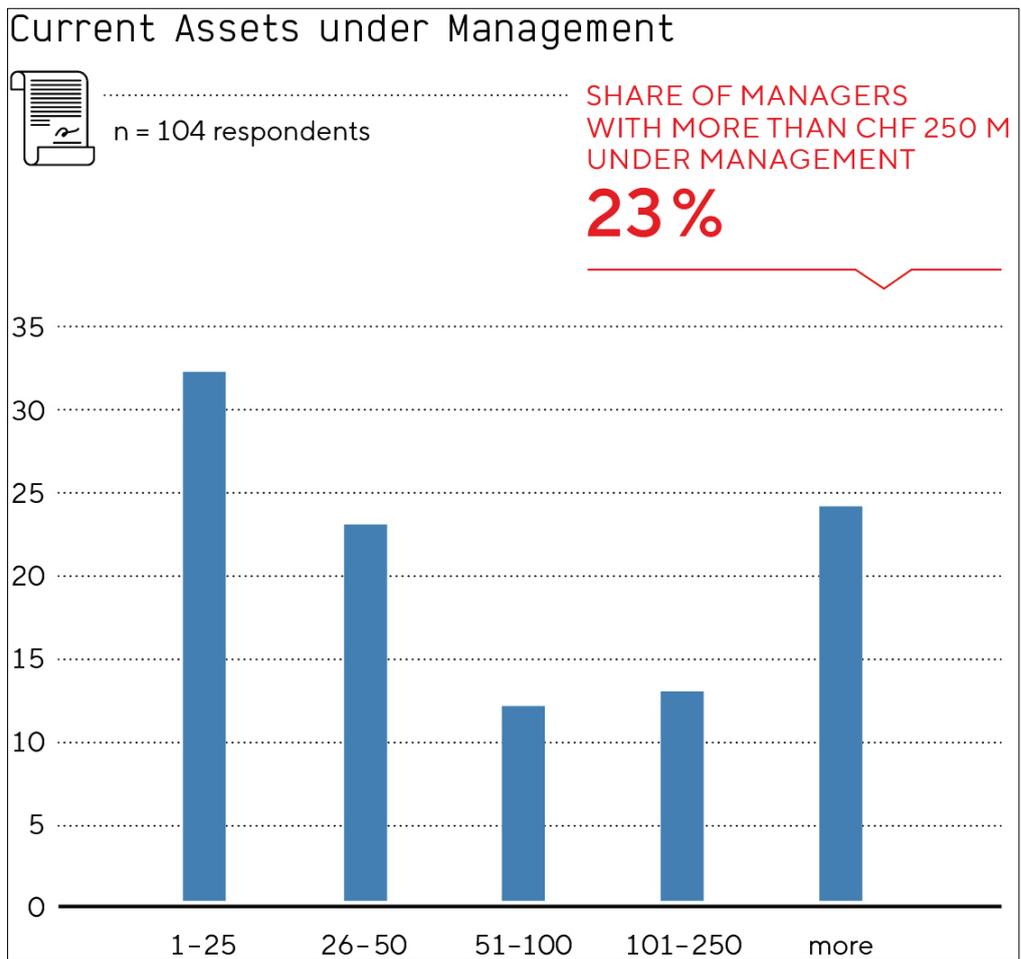
Clear sailing with reservations

Published in the Swiss Venture Capital Report 2024

The strong development of the Swiss venture capital ecosystem in recent years has revitalised the investor landscape. The conditions for further growth are good, but there is still little tailwind in the development and establishment phase of start-ups. However, a trend reversal could be on the horizon.

With 52 fund vehicles, Swiss venture capital fund managers are vying for the favor of their investors. With 55 in the previous record year, the number at the end of 2023 was only slightly lower. Fundraising activities appeared to progress well – about half of funds achieved their first closing – and they were able to start investing while fundraising continued. Nine evergreen structures with a permanent capital structure (no maturity date) were on offer.

In addition to this basic data, our survey participants provided information on fund size, their strategy, fundraising and investment activities, current challenges and expectations for the future. In total, 112 responses from 104 investor companies were included in the analysis.



The have's and have not's (yet)

In terms of assets under management, there is a concentration at both the lower and upper end. Just over half stated that they have company-wide assets under management of up to CHF 50 million. At the same time, a remarkable 23 % of managers have investment vehicles with a cumulative value of more than CHF 250 million.

The size of newly launched funds showed a downward trend: 52 % raised less than CHF 50 million in capital for their last fund. The proportion of this smallest fund class increased significantly in comparison with 2022, 2021 and 2020, with 33 %, 21 % and 37 % respectively. On the other hand, more funds were launched.

Local investor groups

As shown in last year's survey, the vast majority of capital in Swiss funds is provided by family offices and private individuals. About 70 % of all fund managers surveyed confirmed that wealthy families and private individuals are by far their two most important investor groups. According to current surveys, 81 % of money comes from the DACH region. The smaller fund sizes tend to attract local investor groups, whereas the level of foreign and institutional investors is likely to be greater in larger funds.

Swiss focus with potential

Of those surveyed, 53 % (2022: 57 %) made one to five rounds. The cohort of between five and 10 rounds fell from 29 % to 21 %. The decline was limited, but was greater among the more active investors.

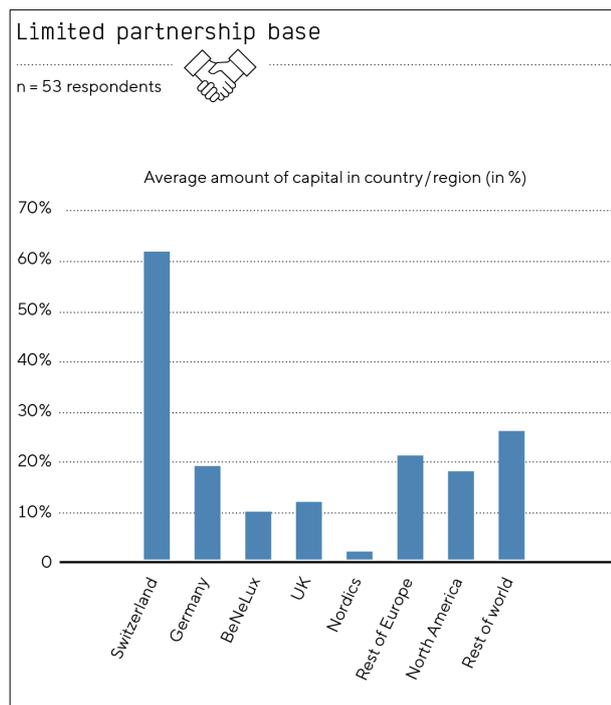
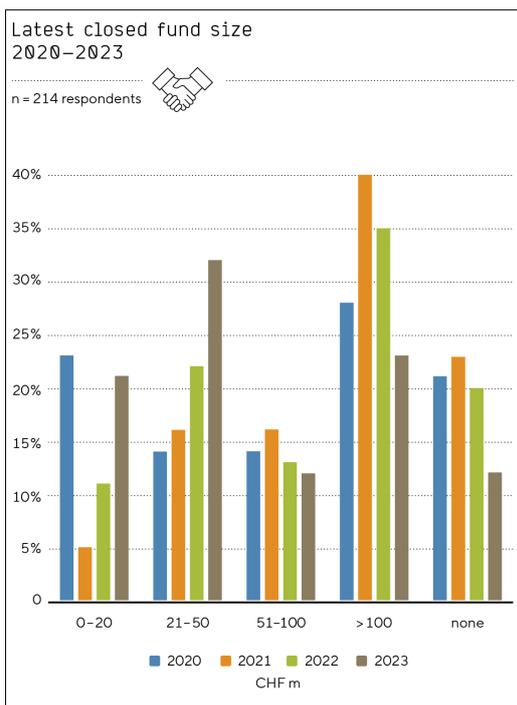
When asked about the volume-based allocation in Swiss start-ups, it emerged that either a large or relatively small proportion of the portfolio was attributable to Swiss companies: 43 % of all respondents have more than 50 % Swiss holdings, while 45 % hold no or up to 20 % of their portfolio in Swiss investments. Smaller funds tend to be active predominantly in Switzerland, while larger funds invest mainly abroad. Larger local

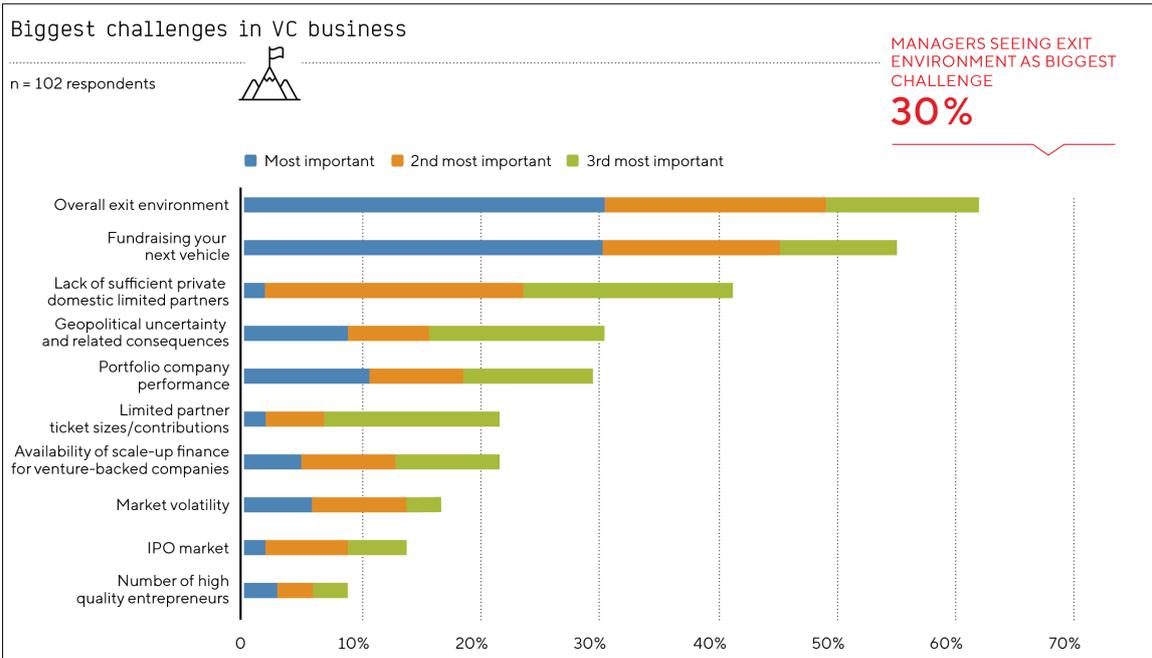
investors are needed to further establish the VC ecosystem. With the growth in the size of rounds in the Swiss environment, over time larger investors should be able to invest more in Swiss start-ups, given their portfolio considerations. Of Swiss investors surveyed, 73 % stated that they invest in seed and early stage companies and about 50 % in the digitalisation sector (ICT/healthcare IT), sectors that are less capital-intensive than the life sciences.

Concerns about exits

Investors were also asked about their views on the challenges ahead. More than 62 % of respondents see the exit environment and 55 % fundraising for the next fund as two of the three biggest sticking points in the VC business. There is also widespread concern about the availability of domestic fund investors (41 %). In contrast to a study conducted by the European Investment Fund (EIF) among European investors in October 2023, the availability of outstanding entrepreneurial personalities is viewed less critically. When asked in

which area investors see the biggest challenge for their portfolio companies, just under 90 % stated the securing of sufficient available equity capital. More confident outlook Investors are more confident about the outlook than in the previous year: 59 % of those surveyed expect no or up to a three-month delay in their fundraising activities. In addition, 42 % intend to invest up to CHF 20 million cumulatively over the next three years and 34 % between CHF 21 million and CHF 50 million. For the vast majority, the more difficult market environment has no influence on the speed of investment. Activities in Switzerland are expected to remain at roughly the same level. Opinions about future valuations divided respondents more than questions about exit opportunities in the next 12 months. Three quarters expect the environment to have an impact on both valuation and exit opportunities. When it comes to valuations, 38 % expect an increase of 25 % or slightly more, while 37 % take the opposite view. In contrast, 47 % believe that exit opportunities will increase by 25 % or more, while only 29 % fear a decline. However, compared with the midyear survey, respondents were more confident on both questions. After two positive annual assessments in 2020 and 2021 and a rather cautious mood at the end of last year, a turnaround in investment activity in Swiss start-ups may be on the horizon in 2024, even though 21 % still see declining volumes – from 30 % a year earlier. In 2020 and 2021, none of those surveyed expected investments to fall in the coming year.





METHODOLOGY

The questionnaire was sent to more than 300 addresses. A record number of more than 100 responses were included in the statistics: slightly more than 70% are accounted for by venture capitalists, with the remaining 30% divided roughly evenly between the corporate venture units of companies, business angels, institutional investors and family offices – investors that conduct business within an institutional framework and which are active in the financing market several times a year, whether in Switzerland or abroad. Half of all listed funds experienced their first closing (25 out of 52). This is significantly more than last year, when 20 out of 55 (or 36%) had their first closing. The number of evergreen funds (with permanent capital structure) more than doubled from four to nine.

Thomas Heimann
Deputy General Secretary
thomas.heimann@seca.ch

Jonas Brenner
Co-Editor
jonas.brenner@seca.ch

Gian Wyss
Research Assistant
gian.wyss@seca.ch

Leveraging Data Analytics in M&A and Private Equity

A Path to Enhanced Efficiency and Innovative Solutions

The integration of data analytics into mergers & acquisitions (“M&A”) and private equity (“PE”) is not just a passing trend, but a fundamental shift in how these industries operate and thrive. This article highlights the transformative power of data analytics, from enhancing decision-making processes to creating innovative business models like data-as-a-service. The challenges in offering data analytics services, particularly in talent acquisition and investment hesitations, are significant but not insurmountable. The technological toolkit available for data analytics is rich and constantly evolving, offering new opportunities for insight and efficiency. Looking ahead, the prospects of data analytics in the financial sector are boundless, promising a future where data-driven insights lead to smarter, faster, and more effective business decisions. The journey into this new era is just beginning, and those who embrace it will be well-positioned to lead the way.

The Role of Data Analytics

Data analytics is the science of processing and analyzing raw data to draw conclusions from that information. It introduces a quantitative dimension, enabling more informed, precise, and strategic decision-making. The transition to a data-centric approach is about transforming unprocessed data from both internal company systems and external sources into organized and structured information. Essentially, data that was previously unutilized becomes a resource for comprehensive analysis and the generation of high-quality insights. These insights can offer a more holistic view of trends, risks, and opportunities.

The power of data analytics does not stop there. The emergence of data-as-a-service models is revolutionizing the way firms view their data repositories. No longer seen as mere records, data sets are valuable assets that can be packaged, processed, and sold to clients, providing new and diversifying revenue streams.

As professionals increasingly recognize the value of data and its analysis, the sector is witnessing a paradigm shift. The growing popularity and broad application of generative artificial intelligence (such as ChatGPT) has further accelerated this trend. Numerous studies suggest that these technologies have and will significantly enhance productivity. The adoption is not just improving existing operations but is actively shaping the future of investment strategies and deal-making.

The application of Data Analytics in M&A and PE is best illuminated by two exemplary use cases. They exemplify the profound impact of data-driven strategies in a real-world context.

Exemplary Use Cases

Use case 1: Financial reporting & due diligence

Situation / Tasks:

- An international company operating six financially independent locations in multiple countries under a unified accounting system is to be sold.
- Managers of individual locations are highly attuned to their local operational dynamics, although there's an opportunity to enhance their insight into the company's overall financial situation.
- For a successful sale, it is imperative for these managers to develop a comprehensive understanding of the company's overall finances, identifying areas for synergy and growth.

Approach:

- Transformation of unstructured accounting data into a structured relational database, augmenting it with additional corporate and market information.
- Enhancement of actual financial figures with a financial planning model accessible to and usable by the client.
- The data is visualized in an interactive dashboard.

Value creation:

- By aggregating the data and enriching it with alternative sources of information (e.g. productivity indicators), previously unknown insights can be gained and corresponding instructions for action can be derived.
- Interactive visualizations offer multifaceted perspectives on the company, aiding in the anticipation of location-specific and overarching trends.
- Adjustable input parameters in the model allow for dynamic forecasting of various strategic outcomes, optimally preparing the company for the sale.
- Easy integration of financial updates into the database for real-time numerical, graphical, and interactive analysis.
- All these measures accelerate the due diligence and overall transaction process and increase the probability of success as it gives a potential seller a high level of confidence in facts and figures.

Use case 2: Market research & strategic decision making

Situation / Tasks:

- Analysis and optimization of the market coverage of a furniture store and comparison with competitors.
- Identifying optimal acquisition targets.
- Conducting a competitive landscape analysis in various transaction scenarios for the competition commission.

Approach:

- Utilizing a diverse array of publicly available data sources and combining them into a comprehensive database
- Application of various data processing and analysis methods to evaluate the market situation.
- Application of a machine-learning model (“maximum covering location problem”) to optimize store locations across Switzerland.
- Presentation of the results in an interactive dashboard and as a comprehensive report for the competition commission.



Figure 1: Illustrative data analytics process and toolbox used in use case 2

Findings:

- 80% of Swiss residents can reach a client branch within a 40-minute car ride, which corresponds to around 85% of the market potential (accounting for uneven purchasing power distribution).
- Acquiring the optimal target could increase the market potential coverage to 95%.
- Such an acquisition would not intensify monopoly concerns, as competitors remain accessible within the same travel time.
- There is an optimization potential for market coverage of 8% through the ideal positioning of the existing client branches.

Value creation:

- The comprehensive approach allows for an in-depth analysis of store locations, demographic trends, income levels, and catchment areas in Switzerland.
- The result provides a comprehensive view of the furniture market, offering unprecedented insights into coverage and untapped market potential.

- These insights are crucial for strategic planning, enhancing understanding of market reach, the impact of potential acquisitions, and competitive standing.
- The results have regulatory implications, providing a crucial report for the competition commission to assess market dynamics and the monopoly situation.

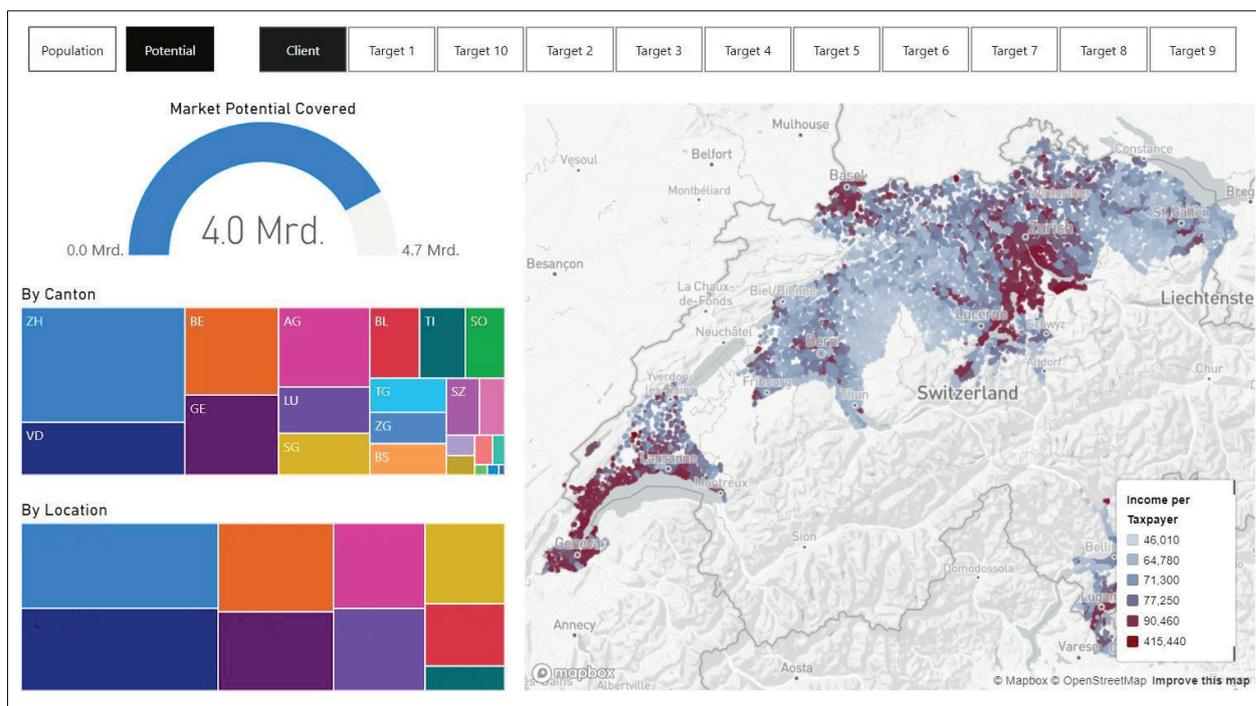


Figure 2: Anonymized visualization of interactive dashboard

These use cases are a testimony to the power of data analytics in transforming deal-, strategy- and decision-making in M&A and PE. It underscores the potential of data analytics not only as a tool to increase transaction speed and security but also to improve internal strategy development and analyze competitive market dynamics.

Trend Toward Data-Driven Decision Making

Firms are increasingly relying on sophisticated analytics, blending company-generated and third-party data to inform their decision-making processes. This approach is a leap forward from traditional, intuition-based methods, enabling firms to uncover hidden insights and predict market trends with greater accuracy.

Data analytics enables a more nuanced understanding of market dynamics, investment risks, and opportunities. By analyzing large datasets, firms can identify patterns and correlations that were previously unnoticed. This shift is not only about harnessing the power of data but also about fostering a culture of empirical decision-making, where decisions are based on robust, data-backed evidence.

Moreover, the integration of alternative data sources provides a more holistic view of potential decisions. This comprehensive approach to data analysis is creating new paradigms in how deals are sourced, evaluated, executed and strategic decisions are made.

In essence, the move towards data-driven strategies in M&A and PE signifies a fundamental transformation in how firms approach investments, offering a competitive edge in a fast-

paced and increasingly complex market. This shift promises not only enhanced efficiency and accuracy in investment decisions but also the potential for innovative approaches to portfolio management and value creation.

Overcoming Challenges

One of the primary challenges in the integration of data analytics within finance is the talent gap. This field requires a unique blend of expertise in data, mathematics, statistics, and programming as well as the nuances of the financial sector. Finding professionals with deep knowledge in all these domains to bridge the gap between finance and data specialists is difficult. This scarcity poses a challenge in effectively harnessing the power of data analytics.

Additionally, there often is a hesitation to invest in data analytics, primarily due to perceived initial costs and uncertainty about the return on investment. Companies accustomed to conventional methods might be apprehensive about transitioning to a data-driven approach, particularly when they no longer fully comprehend the methodologies behind it. Consequently, it becomes increasingly crucial to have well-trained professionals who thoroughly understand the matter. These employees should be capable of simplifying and explaining these concepts, as well as making relevant connections and deductions for industry-specific requirements.

Overcoming these challenges requires a strategic approach. Firms either need to invest in training and development to build internal capabilities or seek partnerships with data analytics experts. A gradual integration of analytics, starting with small-scale projects to demonstrate value, can help mitigate investment fears. As the sector evolves, the adoption of data analytics will become not just an asset but a necessity for firms to remain competitive and efficient in the ever-changing landscape of M&A and PE.

The Future Outlook

The future of data analytics in the finance sector is bright and poised for significant growth. As technological advancements continue, we can expect to see an even greater integration of analytics in M&A and PE. The use of artificial intelligence and machine learning will likely become more sophisticated, offering deeper insights and predictive capabilities. This evolution will enhance not just efficiency but also creativity and innovation in deal-making and portfolio management. The growing availability of big data will provide an even broader canvas for firms to draw insights from.

Dr. Yves Cheridito
CEO Wineus
yves.cheridito@wineus.ch

Till Furger
Manager Wineus
till.furger@wineus.ch

Wineus AG
Lausanne | Zug | Zurich
www.wineus.ch

About Wineus

Wineus is an independent private equity and investment advisory company led by entrepreneurs with offices in Lausanne, Zug, and Zurich. Since 2008, Wineus has accompanied entrepreneurs and corporations in all matters regarding investment decisions, company participations, M&A, and financing projects on a partnership-based collaboration.

As an innovative consulting firm, Wineus has recently expanded its services to include data analytics specifically tailored for the financial sector. This new offering helps Wineus to better serve its clients, addressing the growing demand for specialized data-driven insights. With a team of experts proficient in both sector-specific knowledge and advanced analytics, Wineus is well-equipped to provide comprehensive, customized solutions.

For the SECA Chapter Corporate Finance:

Andreas Neumann, SECA Chair Chapter, Zürcher Kantonalbank

Fabio Caduff, Zürcher Kantonalbank

Claudia Denzler-Kovacsovics, Wineus

Gaël Jacquemettaz, UBS Corporate Finance

Daniel Rey, Knecht Holding

Roberto Tracia, Oaklins Switzerland

SECA Seminar Private Markets

Die Aktivitäten der SECA zur Ausbildung von institutionellen Investoren/Pensionskassen wurden im Jahr 2023 erfolgreich weitergeführt. Insgesamt wurden fünf Seminare durchgeführt und zwei neue Sammelbände publiziert. Ein besonderes Highlight ist die erstmals erfolgte Vergabe von Weiterbildungs-Credits für Pensionskassen-Verantwortliche.

Einstieg in die Anlageklasse Private Markets

Die Seminare verstehen sich als Einstieg in die Anlageklasse und umfassen die Bereiche Private Equity, Private Debt, Private Real Estate und Private Infrastructure. Interessierte Investoren erhalten dabei einen Überblick zum Markt und den Chancen und Risiken. Anhand von Fallstudien wird die Funktionsweise von Investitionen in Private Markets aufgezeigt.

Die Seminare werden von Prof. Dr. Maurice Pedergnana und Dr. Teddy Amberg geleitet. Sie dauern einen halben Tag und finden in Zusammenarbeit mit dem Institut für Finanzdienstleistungen Zug IFZ der Hochschule Luzern statt. Die Vorträge und Schulungsunterlagen werden in deutscher Sprache gehalten (in Genf in französischer Sprache).

Die Zielallokation zu Private Markets sollte 6-10% betragen

Institutionelle Investoren können Private Markets nutzen, um ihre Rendite zu steigern und durch die zusätzliche Diversifikation ihr Risiko zu optimieren. Nach unserer Einschätzung sollte die Private Markets-Zielallokation von langfristig orientierten institutionellen Investoren 6-10% betragen. Die Private Markets Seminare sollen zu diesem Ziel beitragen.

SECA Buchpublikationen

Im vergangenen Jahr sind zwei neue SECA Booklets zu den Themen Private Debt und Private Infrastructure erschienen. Die Booklets sind als Sammelbände mit Beiträgen der Mitglieder der Trägerschaft aufgebaut und geben so einen Einblick in die jeweiligen Anlageklassen.

Weitere Informationen und Seminardaten

Wir arbeiten weiter mit viel Herzblut daran, Private Markets bei Schweizer Investoren bekannter zu machen. Wir danken vielmals für die Unterstützung. **Die nächsten Seminar****daten und weitere Informationen stehen unter www.seca.ch und www.private-markets.ch zur Verfügung.**

SECA Seminar Private Infrastructure & Private Debt

Die SECA bietet auch Seminare für institutionelle Investoren zum Thema Private Infrastructure an. Im vergangenen Jahr konnte ein SECA Private Infrastructure Seminar mit 17 Teilnehmenden durchgeführt werden. Neu wurde das Angebot um eine zusätzliche Seminarreihe zu Private Debt erweitert.

Private Infrastructure

Private Infrastructure bezeichnet Investitionen in Infrastrukturanlagen wie Flughäfen, Elektrizität, Telekommunikation, Wasserversorgung, Abfallentsorgung und Recycling, Brücken, Zollstrassen, Häfen oder Spitäler und Schulen. Infrastrukturanlagen tragen zur Lebensqualität der Menschen bei und sind für das Funktionieren unserer Gesellschaft unerlässlich. Private Infrastructure ist für Investoren attraktiv, weil die Anlageklasse vom Megatrend der globalen Bautätigkeit sowie der Erneuerung von Infrastrukturanlagen profitiert. Bereits bestehende Infrastrukturanlagen zeichnen sich zudem durch besonders stabile Erträge aus, weil die Nutzung von beispielsweise einer Brücke oder einer Wasseraufbereitungsanlage in der Regel sehr stabil ist.

Einstieg in die Anlageklasse Private Infrastructure

Die Seminare verstehen sich als Einstieg in die Anlageklasse Private Infrastructure, welche zur Oberkategorie der Private Markets gehört. Interessierte Investoren erhalten bei diesem Seminar einen Überblick zum Markt und den Chancen und Risiken. Anhand von Investitionsbeispielen und Fallstudien von Gastreferaten wird die Funktionsweise von Investitionen in Private Infrastructure aufgezeigt.

Die Seminare werden von **Prof. Dr. Maurice Pedergnana** und **Dr. Teddy Amberg** geleitet und beinhalten Gastvorträge von Industrieexperten. Sie dauern einen halben Tag und finden in Zusammenarbeit mit dem Institut für Finanzdienstleistungen Zug IFZ der Hochschule Luzern statt. Die Vorträge und Schulungsunterlagen werden in deutscher Sprache gehalten (in Genf in französischer Sprache).

Weitere Informationen und Seminardaten

Die SECA unterstützt institutionelle Investoren mit Informationsmaterial und Schulungen zum Thema Private Infrastructure und Private Debt. **Die nächsten Seminardaten und weitere Informationen stehen unter www.seca.ch und www.private-markets.ch zur Verfügung.**

SECA Working Group

Private Equity Training

Since 2016, SECA has offered a series of training courses to help professionals interested in private equity improve their skills. Originally in French, we are changing the language to English in 2022 and have expanded the content. The aim is to provide participants with practical, up-to-date and in-depth knowledge. The audience is broad and ranges from newcomers to middle and back office professionals to professionals who want to deepen their knowledge.

From five training sessions, this stream has grown to eight and in 2024 to nine modules. The format has been adjusted to match busy schedules. It is opened to non-members, and members of professional associations with which the SECA has developed partnerships, namely the ASWM (Alliance of Swiss Wealth Managers), ISFB (Institut Supérieur de Formation Bancaire) and the VSV-ASG (Verband Schweizerischer Vermögensverwalter, Association Suisse des Gérants de Fortune). Since 2022, some training sessions are accredited by Cicero.

Since its launch, the program has trained 147 participants. The format is voluntarily restricted to 5-20 participants to foster participation and active learning. The modules include practical business cases and concrete examples. These sessions are public, but some can be designed for specific companies. The target of the SECA is to support the dissemination of knowledge and improve the reach and recognition of the profession. True to its mission, the SECA does not make any profit and reinvests any excess in the development of the program.

The public sessions on offer are:

1. **Fundamentals**, covering the functioning of the private equity sector, the different strategies, participants, investment vehicles, functioning of funds, the fees and carried interest, performance measurement, risk measurement.
2. **Financial due diligence**, which provides participants with the analysis of non-listed businesses, ranging from the context, the participants, the documents and the timing; to the activity analysis, historical data, deal environment, key points, evaluation of the management and the tools, and the financial analysis (financial diagnostics).
3. **Valuation of private companies**, which provides participants with the key instruments to analyse a non-listed company: criteria and ratios, cash flows, stability, diversification, growth rates. The main methods are covered (DCF, multiples and others) and the case of start-ups is included.
4. **Shareholders' agreements**, providing trainees with the knowledge to plan and negotiate their contractual relationships as co-owners of non-listed businesses. The training provides the elements necessary for setting up such a document. Governance, shares transfer, financial rights and procedure are analysed in detail.

5. **Management package**, focused on the investment plan of the management in a non-listed company. The target is to focus on the alignment of interests, between investors and the management. Tools (stock options, free shares) and their tax framework are covered, as well as the different techniques and the events materialising the action. Events such as premature departure, options to buy or sell, and vesting are covered.
6. **Fundraising**, to analyse and understand the relationships between fund investors and fund managers when the latter raise capital. The dynamics, the context, and the balance of power are examined, as well as the process, and the documentation. The sources of capital, the aim of fund investors, the performance, the investment process, the selection of fund managers, the management of risk and the context of fundraising, as well as the tools (mandates, co-investments) are studied. The applicable regulation in Europe and Switzerland is included as well.
7. **Private equity for middle and back office**, has been created for professionals dealing with the treasury, accounting and reporting. It deals with interests, costs, but also management fees and carried interest, capital calls and distributions, loans and credit lines and other practical aspects. Valuations of investments and exchange rates are included.
8. **ESG and sustainability in private equity**, will provide trainees with an overview of the key elements related to ESG and sustainability. Demands from fund investors and ever-increasing soft and hard regulations lead PE firms to address environmental, social and governance risks in private investments.

We would like **to thank** the past and current trainers for their commitment to the success of this program:

Christina Böck | **Yanik** Costa | **Arnaud** Cywie | Dr. **Pascal** Favre | **Martin** Frey | **Alexandre** Gallopin | **Mario** Kumschick | **Vincent** Luescher | Dr. **Manuel** Meyer | **Frank** Minder | **Andrio** Orlor | **Xavier** Parain | **Emmanuel** Parmentier | **David** Rolfo | **Florian** Pelletier | **Guilhem** Pinot de Villechenon | **Alexis** Szabo | **Audrey** Tasso | **Beau** Visser

We would also like to thank the team of the SECA for their commitment. Their hard work is key to the success of this initiative.

This program evolves thanks to the feedback of participants and to the wishes of potential trainees. Any suggestion or feedback is highly welcome. We look forward to welcoming you to these sessions.

For more information about the trainings please visit our website www.seca.ch.

Cyril Demaria
Program Head

SECA Publikationen

Die SECA hat in den letzten Jahren neue Publikationen lanciert. Mit dem allerersten **Private Markets Guide** wurde eine öffentlich zugängliche Marktübersicht Schweizer Privatmarktanbieter geschaffen, die regelmässig neu aufgelegt wird. Mit dem SECA Booklet **Private Markets** und dem SECA Booklet **Private Infrastructure** wurden zwei Sammelbände mit Artikeln von führenden Anbietern zum Thema publiziert. Mit diesen beiden Publikationen sollen die Anlageklassen interessierten Anlegern nähergebracht werden. **Neu** kamen ein Sammelband zu **Private Debt** und eine Neuauflage des SECA Booklets Private Infrastructure dazu.

Die Booklets sowie der Private Markets Guide werden u.a. an institutionelle Investoren und Pensionskassen in der Schweiz verschickt. Sie sind über die SECA Webseite zum Herunterladen oder als physische Version erhältlich.

Private Markets Guide 2021/22 (Neuauflage im 2024)

Der Private Markets Guide listet mehr als 60 Schweizer Privatmarktanbieter und deren investierbare Produkte auf (alle Mitglieder der SECA). Der Guide bietet interessierten Investoren eine Marktübersicht der Schweizer Anbieter. Die Anlageklasse «Private Markets» (dt. Privatmarktanlagen) ist ein breitgefächertes Gebiet mit sehr unterschiedlichen Eigenschaften. Institutionelle Investoren können Private Markets nutzen, um ihre Rendite zu steigern und durch zusätzliche Diversifikation ihr Risiko zu optimieren.



Anlageklasse Private Infrastructure (Neuauflage Mai 2023)

Das SECA Booklet Private Infrastructure beinhaltet diverse Fachartikel von Private-Infrastructure-Spezialisten und gibt einen Einblick in diese Anlageklasse. Private Infrastructure ist der Überbegriff für Kapitalanlagen im Bereich Infrastruktur, die nicht über eine Börse öffentlich verfügbar sind. Infrastrukturanlagen tragen zur Lebensqualität der Menschen bei und sind für das Funktionieren unserer Gesellschaft unerlässlich.



Anlageklasse Private Debt

Die Anlageklasse Private Debt bezeichnet Anleihen, die nicht an einer Börse kotiert sind. Das Ziel von Private Debt Anlagen ist, dass die künftige Unternehmungsleistung Liquidität und positive Rückflüsse erzeugen wird (Amortisation und Verzinsung des Fremdkapitals). Weil Private Debt die Fremdkapitalfinanzierung von nicht kotierten Unternehmen umfasst, bietet die Anlageklasse Zugang zu Renditequellen, die über öffentliche Märkte nicht verfügbar sind. Der SECA Private Debt Sammelband gibt einen Einblick in die spannende Anlageklasse.



SECA Trägerschaft Booklets und Seminarangebot

Vielen Dank für die grosszügige Unterstützung.

AVADIS

ALPINUM INVESTMENT MANAGEMENT

CapitalDynamics 
TRULY INVESTED.

 **DWS**

ifm
investors

LGT  CP

 **PATRIZIA**

 **PARTNERS
GROUP** 

 **PORTFOLIO
ADVISORS** LLC

REICHMUTH & CO
PRIVATBANKIERS

Schroders
capital

 **twelve**
CAPITAL



Blue Earth Capital is a global, independent, private markets impact investor, addressing the world's most pressing environmental and social challenges while aiming to deliver market-rate returns alongside high positive and measurable impact.

FOUNDED IN

2015

by Urs Wietlisbach
and incubated by
Partners Group

HEADQUARTERED IN

Zug, Switzerland

Offices in New York,
London & Konstanz

AUM IN USD

1.2bn

Invested in 82 assets
across 42 countries



website: blueearth.capital



Disclaimer: This Information should not be used or considered as an offer to sell or the invitation or solicitation of an offer to buy any product or service offered by Blue Earth Capital AG including its affiliates ("BlueEarth"). Nothing herein shall be relied upon as a promise or representation as to past or future performance. Figures as per 31 December 2023.



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



SECA Events 2023

Reporting SECA Events 2023

M&A und ECM-Outlook 2023

SECA Event: Mittwoch, 18. Januar 2023, Zürcher Kantonalbank, Zürich
70 Teilnehmende

Speaker: **Andreas Neumann**, Zürcher Kantonalbank | **Roberto Tracia**, Oaklins Switzerland | **Martin Staub**, Invision | **Stefan Brunnschweiler**, CMS von Erlach Partners Ltd | **Maurice Pedergnana**, SECA



SECA Conference - Excellence in Europe

Wednesday, 8 February 2023. SIX ConventionPoint, Zürich
250 Participants

The SECA Conference is one of the biggest conferences in Switzerland, which brings together the private equity, venture capital and corporate finance industries.



LPEA Luxembourg Private Equity Networking Cocktail in Zurich

SECA & LPEA Event: Thursday, 2 March 2023, Hotel Schweizerhof, Zürich
100 Participants

Speakers: **Stephane Pesch**, LPEA | **Laura Zahren und Lina Novak**, KPMG | **Markus Pimpl**, Partners Group | **Emanuel Eftimiu**, Alpha Associates | **Benjamin Böhner**, Bellevue Group



Private Equity Cluster Zug – wie der Firmenwert gesteigert wird

SECA Evening Event: Monday, 6 March 2023, GIBZ, Zug
160 Participants

Speakers: **Urs Casagrande**, Partners Group | **Andreas Hellmann**, LGT Capital Partners Ltd. | **Christof Lehmann**, IDAK Food Group AG | **Maurice Pedergnana**, SECA | **Peter Letter**, Vorstandsmitglied ZWK



Direct Lending

SECA Breakfast Event: Wednesday, 15 March 2023, Hotel Schweizerhof, Zürich
60 Participants

Speaker: **Fabian Lehner**, swisspeers | **Alwin Meyer**, swisspeers | **Adrian Hummel**, Tavis Capital AG | **Andreas Dietrich**, Swiss Marketplace Lending Association SMLA



Webinar EIF – European Investment Fund

SECA Webinar: Tuesday, 21 March 2023, online
100 Participants

Speaker: **Gabriele Todesca**, EIF | **Bjorn Tremmerie**, EIF | **Thomas Heimann**, SECA



SECA Annual General Meeting & Impact Investing

AGM & Evening Event: Thursday, 11 May 2023, Zunfthaus zur Saffran, Zürich
70 Participants

Speakers: **Lars Niggemann**, LGT Capital Partners | **Benjamin Alt**, Schroders Capital | **Beat Wüst**, Gastrosocial | **Keimpe Keuning**, LGT Partners | **Amara Goeree**, Schroders Capital | **Marc Moser**, Lightrock



Financial modelling ZKB

SECA Evening Event: Tuesday, 15 June 2023, Zürcher Kantonalbank, Zürich
50 SECA Participants

Speakers: **Daniel Rey**, Knecht Gruppe | **Martin Banaszak**, Spital Bülach | **Olaf Kiel**, Valuaris Financial Solutions GmbH | **Rebekka Kuster**, Wineus AG | **Patrick Schwendener**, PwC | **Marc Stähli**, Stiftung Gesundheitsförderung Bad Zurzach + Baden



SECA Summer Party

SECA Evening Event: Monday, 19 June 2023, Frauenbadi, Zürich

160 Participants

LGT CP

Woman in Private Equity

SECA Evening Event: Wednesday, 5 July 2023, Resident, Zürich

110 Participants

Speaker: **Martha Heitman**, LGT Capital Partners | **Gina Domanig**, Emerald

An initiative from



Webinar – Investing in the Net-Zero Economy

SECA Webinar: Thursday, 7 September 2023, online

40 Participants

Speakers: **Maurice Pedergrana**, SECA | **Matjaz Schroll**, Franklin Templeton



Get Together SECA Romandie & Intralinks

SECA Evening Event: Thursday, 14 September 2023, Bottle Brothers, Geneva

60 Participants



Impact Venture Capital in the DACH region - GP & LP perspectives

SECA Lunch Event: Thursday, 28 September 2023, Hotel St. Gotthard, Zürich

50 Participants

Speakers: **Christian K. Winkler**, asc impact | **Dr. Andreas Rickert**, Nixdorf Kapital AG | **Dimple Sahni**, Anthos Fund & Asset Management | **Adrian Bühler**, Übermorgen Ventures | **Dr. Christin ter Braak-Forstinger**, Burning Issues Impact Fund



Julius Bär



NIXDORF
KAPITAL AG



Blockchain beyond Crypto & DeFi

CV VC Friends & Family Day: Monday, 2 October 2023, CV Labs, Zug



VCs on Stage - Managers present themselves

SECA Evening Event: Wednesday, 25 October 2023, Widder Hotel, Zürich
170 Participants

This SECA event showcases Swiss managers and discusses opportunities, challenges and future prospects.

Quo vadis – Venture Capital

SECA Evening Event: Monday, 13 November 2023, VP Bank, Triesen
33 Participants

Speakers: **Wolfdieter Schnee**, VP Fund Solutions (Liechtenstein) AG | **Mathias Jaeggi**, Seed X Liechtenstein AG | **Daniel Riedikger**, Alegra Capital | **Michael Zuppiger**, Anlagestiftung Winterthur für Personalvorsorge



Get Together - Lugano

SECA Evening Event: Thursday, 23 November 2023, Grand Café Al Porto, Lugano
34 Participants

Bedeutung von Nachhaltigkeit (ESG) bei PE-Akquisitionen & Akquisitionsfinanzierungen

SECA Breakfast Event: Monday, 27 November 2023, Zürcher Kantonalbank, Zürich
40 Participants

Speakers: **Florian Bornhauser**, KPMG | **Philippe Bucher**, eevolve | **Fabio Caduff**, Zürcher Kantonalbank



For all the Young SECA Events
see Page 27.



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



SECA Trainings 2023

SECA Private Equity Training 2023

In 2023 we offered members and non-members eight (independent) training sessions designed for a wide audience. Newcomers can build their knowledge thanks to synthetic and practical modules directly from private equity experts. More established professionals, in finance, banking, insurance and pension funds, as well as account managers and middle and back-office staff, can deepen their knowledge. 33 participants in 2023.

- **Private equity in a nutshell**
18 January 2023, 09:00-13:00, online
Cyril Demaria, SECA
- **Financial due diligence**
27 February 2023, 09:00-13:00, online
Frank Minder & Vincent Luescher, PwC
- **Valuing private companies**
9 March 2023, 09:00-13:00, online
Yanik Costa, Capitalmind
- **Convention d'actionnaires (f)**
25 April 2023, 09:00-13:00, Geneva
A. Gallopin & A. Tasso, Borel & Barbey
- **Management package (f)**
28 April 2023, 13:00-17:00, Geneva
Pascal Favre & Andrio Orlor, CMS
- **Raising a private equity fund: theory and practice**
9 May 2023, 09:00-13:00, online
David Rolfo, Mirabaud Asset Management (Suisse) SA
- **Private equity for the middle and back office**
6 June 2023, 13:00-17:00, online
Xavier Parain, Fundrock
- **Implementing an ESG framework in private equity**
21 June 2023, 13:00-17:00, online
Christina Böck & Emmanuel Parmentier, Indefi
- **Aktionärsbindungsvertrag (d)**
29 March 2023, 09:00-13:00, Zurich
M. Frey & M. Meyer, Baker & McKenzie
- **Management package (d/e)**
26 April 2023, 09:00-13:00, Zurich
M. Kumschick & B. Visser, Baker & McKenzie

4. SECA Venture Capital Workshop (d)

23./24. Juni 2023, Zürich
17 Teilnehmende

mit Unterstützung von:

NIEDERER KRAFT FREY

11. SECA Private Equity Workshop (d)

17. & 18. November 2023, Zürich
28 Teilnehmende

mit Unterstützung von:

L&S Lenz & Staehelin

SECA Seminar: Private Markets

2 Trainings – overall **34** participants

SECA Seminar: Private Infrastructure

2 Trainings – **30** participants

Referierende: **Teddy Amberg**, Spicehaus Partners AG | **Maurice Pedernana**, SECA



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



Financial Audit & Report

To the general meeting of
SECA–Swiss Private Equity & Corporate Finance Association
Suurstoffi 1
6343 Rotkreuz

Cham, April 29, 2024

Report of the statutory Auditors to the general meeting of
SECA–Swiss Private Equity & Corporate Finance Association, 6343 Rotkreuz

As statutory auditors, we have carried out a review of the financial statements of SECA–Swiss Private Equity & Corporate Finance Association for the financial year ended on December 31, 2023.

Responsible for the financial statements is the board of the association, whereas our task is to submit a report on the financial statements based on our review.

Our review took place in accordance with the Swiss Audit Standard 910. This means that a review is to be planned and executed in such a manner that material misstatements in the financial statements are identified, even though not with the same assurance as in the case of an audit. A review consists mainly of interviewing members of staff and analytical audit work in relation to the data forming the basis for the financial statements. We have conducted a review, not an audit, and are therefore not submitting an audit opinion.

In the course of our review, we did not identify any circumstances which would lead us to the conclusion that the financial statements do not correspond to the law and the articles of association.

SEFID Revision AG



Arthur Exer
Swiss Certified Accountant

SEFID Revision AG
Alte Steinhäuserstrasse 1
CH-6330 Cham

Telefon +41 41 748 62 30
welcome@sefid.ch
www.sefid.ch

 EXPERTSuisse zertifiziertes Unternehmen
Mitglied TREUHAND | SUISSE
 A member of
Nexia
International

SECA-Swiss Private Equity Corporate Finance Association, 6343 Rotkreuz

BALANCE SHEET AS OF	31.12.23 CHF	31.12.22 CHF
ASSETS		
Cash	218'957.91	256'864.16
Accounts receivables	<u>22'430.00</u>	<u>0.00</u>
TOTAL ASSETS	<u>241'387.91</u>	<u>256'864.16</u>
LIABILITIES AND ASSOCIATION'S EQUITY		
Liabilities		
Accounts payables	17'588.90	19'796.95
Provisions	<u>57'000.00</u>	<u>75'000.00</u>
	74'588.90	94'796.95
Association's equity		
Association's equity at the beginning of the year	162'067.21	160'418.25
Profit for the year	<u>4'731.80</u>	<u>1'648.96</u>
Association's equity at the end of the year	166'799.01	162'067.21
TOTAL LIABILITIES AND ASSOCIATION'S EQUITY	<u>241'387.91</u>	<u>256'864.16</u>
INCOME STATEMENT		
	2023 CHF	2022 CHF
INCOME		
Contributions of associates	450'864.20	454'782.68
Other income (net)	<u>121'284.36</u>	<u>90'309.84</u>
	572'148.56	545'092.52
EXPENSES		
	<u>-567'416.76</u>	<u>-543'443.56</u>
PROFIT FOR THE YEAR	<u>4'731.80</u>	<u>1'648.96</u>

Anlagen in Infrastrukturen für Schweizer Pensionskassen

PATRIZIA ist seit 1998 auf qualifizierte Anlagen in Infrastrukturen spezialisiert. Wir investieren in Infrastructure Equity und Debt. Es stehen Ihnen sorgfältig bewirtschaftete und effizient diversifizierte Fonds, Spezialmandate und Co-Investment-Möglichkeiten zur Verfügung. Wir unterstützen Sie auch in Fragen zur SAA (z.B. Vorgaben, Optimierung), Umsetzung und zum Reporting. PATRIZIA ist mit 28 Standorten global präsent. Sie verwaltet seit 40 Jahren immobile Sachwerte, aktuell im Umfang von EUR 57 Mrd. und für über 500 institutionelle Investoren in- und ausserhalb der Schweiz.

Infrastructure Equity (OECD – Fokus Europa, mittelgrosse Infrastrukturen, Fokus Core+/Platform build)

PATRIZIA investiert seit über 20 Jahren erfolgreich Eigenkapital in mittelgrosse Core/Core+ Infrastrukturen in rechtssicheren Ländern Europas. Wir halten Mehrheiten oder Minderheiten mit starken Kontrollrechten. Wir nehmen Einfluss auf die strategische und operative Führung. Investitionen in mittelgrosse Infrastrukturen konnten gegenüber solchen in grosse und seit 1996 einen kontinuierlichen, annualisierten Mehrertrag von 1.5-2.5% erzielen (Quelle: preqin/PATRIZIA). Damit eignet sich der Ansatz gleichermaßen für den Aufbau als auch die effiziente Erweiterung einer bereits bestehenden Umsetzung in Anlagen in Infrastrukturen.



Investitions-Beispiel SAREN Energy, Norwegen: Fernwärme und Energie aus Abfall.

Historie Rendite	Ziel-Rendite aktuell	Dividenden-Renditeziel	Erwartete TER GAV
12.5% p.a. / in EUR / netto / über mehr als 20 Jahre	13.0% p.a. / in EUR / netto (PATRIZIA EIF III)	4-6% p.a. über Ø 5 Jahre / in EUR (PATRIZIA EIF III)	bis 1.1% ¹ Nach Höhe Kapitalzusage (PATRIZIA EIF III)
Historie Volatilität	Anlagehorizont	Anlage-Lösungen	Anlagekategorie BVV2
ca. 8% über 80% der Quartale mit positiver Rendite	12 Jahre (PATRIZIA EIF III)	PATRIZIA EIF III (Fonds) Spezialmandate Co-Investments	Anlagen in Infrastrukturen Art. 53, Abs. 1, lit. d ^{bis}

Angaben in den Tabellen per Stand 31. März 2024. ¹ Festgebühr exkl. Performance Fee.

Infrastructure Debt (OECD – Fokus Europa, Fokus Core, variable Verzinsung, 5-7 Jahre Laufzeit pro Kredit)

PATRIZIA vergibt seit 23 Jahren erfolgreich Fremdkapital an Core Infrastrukturen in rechtssicheren OECD-Ländern (Fokus Europa). Die Kredite sind variabel verzinst, an strenge Auflagen gebunden und vergleichen sich unter Solvency II-Aspekten häufig mit BBB-Unternehmensanleihen. Die attraktive Verzinsung, hohe Cashflow-Rendite, der Schutz vor Zinsanstieg und das Obligationen-ähnliche Risikoprofil führen zu einer überdurchschnittlich hohen Anlageeffizienz. Der Ansatz eignet sich zur fokussierten Umsetzung von Infrastrukturen im Core-Segment und erreicht insgesamt eine durchaus höhere Anlage-Effizienz als Core Infrastructure Equity.



Investitions-Beispiel Vantage Towers, Hauptsitz Düsseldorf: Führender Operator von Telecom-Masten in Europa

Historie Rendite	Ziel-Rendite aktuell	Cashflow-Renditeziel	Erwartete TER GAV
7.3% p.a. / in EUR / brutto / über 23 Jahre	ca. 7.9% p.a. / in EUR / netto (PATRIZIA IDP II)	über 75% der Ziel-Rendite Wirksamkeit ab Beginn der Kreditlaufzeit (PATRIZIA IDP II)	bis 0.6% Nach Höhe Kapitalzusage keine Performance Fee keine J-Curve
Historie Volatilität	Anlagehorizont	Anlage-Lösungen	Anlagekategorie BVV2
ca. 3.0% Seit Auflage kein Kreditausfall und keine Stundung	10 Jahre (PATRIZIA IDP II) Mit Kreditlaufzeiten von 5-7 Jahren	PATRIZIA IDP II (Fonds) Spezialmandate Co-Investments	Anlagen in Infrastrukturen Art. 53, Abs. 1, lit. d ^{bis} s.a. BSV-Mitteilung 153 ¹

Angaben in den Tabellen per Stand 31. März 2024. ¹ Die Kredite dienen der Infrastrukturfinanzierung. Es besteht kein systematischer Hebel.

Wir freuen uns auf Ihre Kontaktaufnahme: Marco Buri

Leiter Institutionelle Kunden Schweiz
M: +41 79 506 75 53 | marco.buri@patrizia.ag

Nicola Vasta

Institutionelle Kunden Westschweiz und Tessin
M: +41 79 836 30 37 | nicola.vasta@patrizia.ag

PATRIZIA | Bleicherweg 10 | 8002 Zürich | Schweiz | T: +41 44 567 87 83 | www.patrizia.ag



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



Membership Reporting

Full Member
Associate Member
Individual & Honorary Member
Young SECA Member

4see ventures SA



Contact Information

Address	Avenue de Sécheron 15 1202 Genève
Telephone No	+41 79 640 64 30
E-mail Address	contact@4seeventures.ch
Website	www.4seeventures.ch

Company Information

Key People	Mr. Daniel Bertholet Mr. Robert-Philippe Bloch
Year of Establishment	2019
Number of Employees	1
Fund Names	only deal-by-deal transactions
Capital Under Management	CHF 30m
Number of Portfolio Companies	9
Examples of Portfolio Companies	Distalmotion, Haya Therapeutics, NetGuardians, Stalicia, Transmutex, Goodwall, Cysec

Investment Preferences

Size of Investment	CHF 0.5-3m
Investment Stages	Early-Stage
Industrial Sectors	Biotechnology, Chemical - Materials, Computer Related, Energy, Environment, Finance - Insurance - Real Estate, Food - Beverages, Internet Technology, Medical - Life Sciences - Health Related
Geographical Focus	Switzerland
Type of Financing	Equity Financing

Short Company Profile

4see ventures advises family offices in their direct venture capital investments in Switzerland and invests alongside its clients.

Contact Information

Address	Marktgasse 51 3011 Bern
Telephone No	+41 31 311 37 20
E-mail Address	info@acano.ch
Website	www.acano.ch

Company Information

Key People	Mr. Markus Ochsner Dr. Roger Trunz
Year of Establishment	2010
Number of Employees	6
Fund Names	
Capital Under Management	
Number of Portfolio Companies	
Examples of Portfolio Companies	

Investment Preferences

Size of Investment	
Investment Stages	
Industrial Sectors	Construction - Building Products, Consumer Related, Energy, Environment, Food - Beverages, Industrial Products and Services, Internet Technology, Manufacturing, Telecommunications
Geographical Focus	Europe
Type of Financing	

Short Company Profile

Corporate Finance: advisory services in M&A, valuation and financial modelling as well as fund raising.

Contact Information

Address	Bahnhofstrasse 20 6300 Zug
Telephone No	+41 76 582 11 10
E-mail Address	info@adelbar.ch
Website	

Company Information

Key People	Mr. Jacob Engström
Year of Establishment	2021
Number of Employees	2
Fund Names	
Capital Under Management	
Number of Portfolio Companies	4
Examples of Portfolio Companies	

Investment Preferences

Size of Investment	
Investment Stages	Early-Stage, Expansion - Development Capital, Mezzanine - Bridge Finance, Seed Capital, Start-up Capital, Turnaround - Restructuring
Industrial Sectors	Agriculture - Forestry - Fishing, Biotechnology, Consumer Related, Energy, Environment, Finance - Insurance - Real Estate, Food - Beverages, Industrial Automation, Industrial Products and Services
Geographical Focus	Worldwide
Type of Financing	Equity Financing, Majority Equity, Minority Equity

Short Company Profile

Adelbar Holding AG is a Swiss Impact Investment Firm with the mission is to mobilize capital and expertise towards meeting the world's pressing social and environmental challenges. Our lead-words are sustainability, social impact and financial inclusion. We make impact-focused direct PE investments and actively manage these companies. Our intention is to generate positive, measurable social and environmental impact alongside attractive and sustainable financial returns. Our portfolio companies should contribute to be doing something good for the world! We are currently active in Aviation, Fintech, Micro Finance, Food, Agriculture and as well as Hospitality.

Contact Information

Address	Uraniastrasse 9 8001 Zürich
Telephone No	+41 58 510 92 00
E-mail Address	info@advestra.ch
Website	www.advestra.ch

Company Information

Key People	Mr. Beda Kaufmann Dr. Alexander von Jeinsen
Year of Establishment	
Number of Employees	30
Fund Names	
Capital Under Management	
Number of Portfolio Companies	
Examples of Portfolio Companies	

Investment Preferences

Size of Investment
Investment Stages
Industrial Sectors
Geographical Focus
Type of Financing

Short Company Profile

Advestra is a corporate law firm combining the power of a big law firm with the personal and lean approach of a small firm. We advise on Corporate , M&A, Capital Markets, Finance, Financial Services and Tax. Our clients range from sponsors and other investors, entrepreneurs, start-ups and family-owned firms to listed companies and financial institutions. A large part of our work as cross-border elements to it. We have a broad international network of law firms we regularly work with. In Switzerland, we team up with specialist law firms leading in their field to deliver comprehensive services to our clients.

Contact Information

Address	Dufourstrasse 48 8008 Zürich
Telephone No	+41 43 500 33 00
E-mail Address	
Website	www.afinum.ch

Company Information

Key People	Dr. Philipp Schülin Mr. Manuel Arnet
Year of Establishment	
Number of Employees	
Fund Names	
Capital Under Management	
Number of Portfolio Companies	20
Examples of Portfolio Companies	Iconia Group, Ledlenser, Lemco Precision, Threema, GS Swiss PCB, Christian Koenen Group

Investment Preferences

Size of Investment	>CHF 10m
Investment Stages	Buyout - Buyin, Replacement Capital
Industrial Sectors	All
Geographical Focus	Austria, Germany, Switzerland
Type of Financing	Majority Equity

Short Company Profile

Private Equity Fund focusing on mid-sized buyout transactions in the DACH region.

Contact Information

Address	Stockerstrasse 47 8002 Zürich
Telephone No	+41 44 552 50 50
E-mail Address	michael.maag@alantra.com
Website	www.alantra.com

Company Information

Key People	Mr. Michael Maag Mr. Martin Gamperl
Year of Establishment	2001
Number of Employees	<100
Fund Names	several
Capital Under Management	EUR 12bn
Number of Portfolio Companies	
Examples of Portfolio Companies	

Investment Preferences

Size of Investment	Differs by fund
Investment Stages	All
Industrial Sectors	All
Geographical Focus	Differs by fund
Type of Financing	Majority Equity, Minority Equity

Short Company Profile

M&A, Debt and Equity Advisory, Asset Management in Spain, France

Allegory Capital (Kainjoo SA)



Contact Information

Address	Chem. du Vernay 14a 1196 Gland
Telephone No	+41 21 561 34 97
E-mail Address	seca@allegory.capital
Website	https://allegory.capital/

Company Information

Key People	Mr. Haider Alleg
Year of Establishment	2022
Number of Employees	
Fund Names	Allegory Capital Vision Fund 2k32
Capital Under Management	EUR 50m
Number of Portfolio Companies	25
Examples of Portfolio Companies	Unblock (Atomo Sarl)

Investment Preferences

Size of Investment	300-1m
Investment Stages	Early-Stage, Expansion - Development Capital, Mezzanine - Bridge Finance, Seed Capital
Industrial Sectors	Consumer Related, Environment, Internet Technology, Medical - Life Sciences - Health Related, Other, Transportation
Geographical Focus	Switzerland, United States of America, Western Europe
Type of Financing	Equity Financing, Loans

Short Company Profile

Allegory Capital is a growth-focused investment firm specialising in tech ventures disrupting regulated industries.

Allianz Global Investors (Schweiz) AG



Contact Information

Address	Gottfried-Keller-Strasse 5 8001 Zürich
Telephone No	+41 44 206 44 77
E-mail Address	switzerland@allianzgi.com
Website	https://ch.allianzgi.com

Company Information

Key People	Mr. Michael Schütze
Year of Establishment	
Number of Employees	16
Fund Names	
Capital Under Management	EUR 96bn
Number of Portfolio Companies	
Examples of Portfolio Companies	

Investment Preferences

Size of Investment	
Investment Stages	All
Industrial Sectors	All
Geographical Focus	All
Type of Financing	None

Short Company Profile

Allianz Global Investors is a leading active asset manager with over 600 investment professionals in over 20 offices worldwide and managing EUR 533 billion in assets. We invest for the long term and seek to generate value for clients every step of the way. We do this by being active – in how we partner with clients and anticipate their changing needs, and build solutions based on capabilities across public and private markets. Our focus on protecting and enhancing our clients' assets leads naturally to a commitment to sustainability to drive positive change. Our goal is to elevate the investment experience for clients, whatever their location or objectives. Data as at 31 December 2023.

Contact Information

Address	Rue de la Tour-de-l'Île 1 1204 Geneva
Telephone No	+41 22 312 20 50
E-mail Address	info@alpana-ventures.ch
Website	www.alpana-ventures.ch

Company Information

Key People	Mr. Pascal H. Widmer Mr. Guillaume Marit Mr. Christophe Chemtob Mr. Hervé Liboureau
Year of Establishment	2016
Number of Employees	8
Fund Names	Alpana Ventures Investments I SCSp, Alpana Ventures Investments II SCSp, Alpana Ventures Investments III SCSp
Capital Under Management	
Number of Portfolio Companies	35+
Examples of Portfolio Companies	Altoida, Beekeeper, Car IQ, Lend, Lunaphore, Nezasa, Klarys, Resistell, Voliro, Zainar

Investment Preferences

Size of Investment	CHF 0.3-3m
Investment Stages	Early-Stage, Expansion - Development Capital
Industrial Sectors	Computer Related, Finance - Insurance - Real Estate, Internet Technology, Medical - Life Sciences - Health Related
Geographical Focus	Europe, Switzerland, United States of America
Type of Financing	Equity Financing

Short Company Profile

Alpana Ventures is a Swiss Venture Capital firm focusing on digital transformation. Committed to value creation, Alpana Ventures discovers deep tech solutions in Switzerland, Europe and the US. The team invests to embed them into innovative business models. From early to growth stage, Alpana Ventures provides more than capital. The team actively supports startups with a hands-on approach, business and governance mentoring, and through its international network. The 3 active Alpana funds are backing 35+ companies that leverage on new technologies to empower people.

Contact Information

Address	Bahnhofstrasse 13 8001 Zürich
Telephone No	+41 43 244 31 00
E-mail Address	info@alpha-associates.ch
Website	www.alpha-associates.ch

Company Information

Key People	Mr. Emanuel Eftimiu Ms. Kerstin von Stechow
Year of Establishment	2004
Number of Employees	50
Fund Names	Private Equity Holding AG, ALPHA 2001 LP, ALPHA CEE II LP, ALPHA Russia & CIS Secondary LP, ALPHA CEE Opportunity IV, ALPHA CEE Opportunity V, ALPHA European Private Debt I, ALPHA European Private Debt II, ALPHA European Private Debt III, ALPHA Global Infrastructure
Capital Under Management	EUR 8.1bn
Number of Portfolio Companies	
Examples of Portfolio Companies	

Investment Preferences

Size of Investment	EUR 5-25m
Investment Stages	Buyout - Buyin, Expansion - Development Capital, Mezzanine - Bridge Finance
Industrial Sectors	All
Geographical Focus	All
Type of Financing	Equity Financing

Short Company Profile

Alpha Associates is an independent private equity, private debt and infrastructure manager and advisor based in Zurich, Switzerland, with a team of 50 professionals. The firm is owned and managed by its founding partners and is regulated by the Swiss Financial Market Supervisory Authority FINMA as a manager of assets of collective investment schemes. We manage private equity, private debt and infrastructure funds and customised accounts for institutional and private clients worldwide. We make primary fund commitments, direct co-investments and buy mature portfolios in secondary transactions. Our customised investment programs are tailored to meet the specific objectives and needs of our clients. We provide the full range of services, including portfolio allocation, market screening, investment due diligence, structuring and execution, as well as comprehensive portfolio management and tailor-made reporting. The Alpha team has completed and managed private equity, private debt and infrastructure investments in more than 450 funds around the globe and across all stages since 1999. We apply a time-tested, rigorous investment selection process that we believe allows us to consistently maximise risk-adjusted returns for our clients. Our proprietary software SIROS is a powerful database and portfolio management tool, which supports our entire investment process and enables diligent investment selection, in-depth portfolio analysis and effective risk management.

Alpha Leonis Partners AG



Contact Information

Address	Löwenstrasse 28 8001 Zürich
Telephone No	+41 79 105 12 31
E-mail Address	hello@alphaleonispartners.com
Website	www.alphaleonispartners.com

Company Information

Key People	Ms. Caterina Dacey Ariani
Year of Establishment	2017
Number of Employees	14
Fund Names	
Capital Under Management	> USD 1bn
Number of Portfolio Companies	
Examples of Portfolio Companies	EasyPark, Better, Bolttech, Relatient, Forsta (previously named Confirmit), Concord Biotech, Visma, Kappa Bioscience, Swiss Education Group, Wilshire, Active Brands

Investment Preferences

Size of Investment	
Investment Stages	Buyout - Buyin, Expansion - Development Capital
Industrial Sectors	All
Geographical Focus	Europe, North America, Western Europe
Type of Financing	None

Short Company Profile

ALP is an independent advisory firm founded in 2017 licensed as portfolio manager and supervised by the Swiss Market Supervisory Authority, FINMA. The firm is active across private and capital markets through which ALP supports the funding and advancement of entrepreneurial-led innovation. ALP's mission is to provide our clients with outstanding investment solutions to help them realize their financial and/or philanthropic goals. Within private equity, ALP offers customized mandates and advisory as well as thematic fund solutions providing exposure to the 'knowledge economy' through later stage venture, growth and lower middle market buyout opportunities looking to deliver quality returns from a diversified and specialized origination network within North American and European markets.

Contact Information

Address	Talstrasse 82 8001 Zürich
Telephone No	+41 43 888 79 30
E-mail Address	info@alpinumim.com
Website	www.alpinumim.com/

Company Information

Key People	Mr. Reto Ineichen Mr. Pascal Schilling
Year of Establishment	2014
Number of Employees	11
Fund Names	Alpinum Partners - Secured Lending Fund I, Alpinum Partners – Direct Lending Fund
Capital Under Management	CHF 2bn
Number of Portfolio Companies	
Examples of Portfolio Companies	

Investment Preferences

Size of Investment	CHF 5m
Investment Stages	All
Industrial Sectors	All
Geographical Focus	Worldwide
Type of Financing	Loans, Mezzanine, Senior Debt

Short Company Profile

Alpinum Investment Management is a Swiss asset manager, focusing on credit investments, alternative strategies and private market solutions. Alpinum Investment Management was established in 2014 as a spin-off of a global wealth manager and offers a wide range of investment products including its award-winning investment funds or bespoke investment solutions in direct and secured lending. Alpinum's investment style differentiates itself with its absolute return minded philosophy, strict risk discipline, a constant search for attractive risk premia and opportunistic implementation. In all offered solutions, Alpinum combines deep investment expertise with multi-decade-long portfolio management experience. Alpinum Investment Management is a manager of collective assets authorized by the Swiss Financial Market Supervisory Authority (FINMA).

Alvarez & Marsal Switzerland GmbH



ALVAREZ & MARSAL

Contact Information

Address	Tödistrasse 47 8002 Zürich
Telephone No	+41 43 210 85 10
E-mail Address	-
Website	www.alvarezandmarsal.com/global-locations/switzerland

Company Information

Key People	Mr. Sean Peyer Mr. Patrick Schaub
Year of Establishment	
Number of Employees	48
Fund Names	
Capital Under Management	
Number of Portfolio Companies	
Examples of Portfolio Companies	

Investment Preferences

Size of Investment	
Investment Stages	None
Industrial Sectors	
Geographical Focus	
Type of Financing	

Short Company Profile

A&M provides investors and lenders the answers needed to get the deal done. We combine our firm's deep operational, industry and functional resources with Big Four-quality financial accounting and tax expertise to assess key deal drivers and focus on the root cause of any critical deal issues. The largest transaction advisory practice outside the Big Four, our global integrated teams help private equity, hedge fund and corporate acquirers unlock value across the investment lifecycle.

Contact Information

Address	Bahnhofstrasse 20 8001 Zürich
Telephone No	+41 44 213 27 27
E-mail Address	ir_switzerland@ardian.com
Website	www.ardian.com

Company Information

Key People	Mr. Martin Kessi Mr. Christophe Kuenzler Mr. Benjamin Boller
Year of Establishment	1996
Number of Employees	>40 in Zurich (over 1'070 worldwide)
Fund Names	
Capital Under Management	USD 164bn
Number of Portfolio Companies	
Examples of Portfolio Companies	

Investment Preferences

Size of Investment	
Investment Stages	All
Industrial Sectors	All
Geographical Focus	Western Europe, North America, Asia
Type of Financing	Equity Financing, Majority Equity, Minority Equity, Senior Debt

Short Company Profile

Ardian is a world-leading private investment house, managing or advising \$164bn of assets on behalf of more than 1,600 clients globally. Our broad expertise, spanning Private Equity, Real Assets and Credit, enables us to offer a wide range of investment opportunities and respond flexibly to our clients' differing needs. Ardian's main shareholding group is its employees; our more than 1,050 employees are spread across 19 offices in Europe, the Americas, Asia and Middle East. Since 2008, we have established a strong local foothold in Switzerland, with over 40 professionals spanning various teams. Ardian is strongly committed to the principles of Responsible Investment and is determined to make finance a force for good in society. Our goal is to deliver excellent investment performance to our investors, combined with high ethical standards and social responsibility.

Argos Wityu SA



Contact Information

Address	114, Rue du Rhône 1204 Genève
Telephone No	-
E-mail Address	ast@argos.fund
Website	https://argos.wityu.fund

Company Information

Key People	Ms. Anna Karin Portunato Mr. Rainer Derix
Year of Establishment	1989
Number of Employees	9
Fund Names	Euroknights VI, Euroknights VII; Argos Wityu Mid-Market VIII and Argos Climate Action
Capital Under Management	CHF 1.6bn
Number of Portfolio Companies	22
Examples of Portfolio Companies	LoQu, Wibit, Norline

Investment Preferences

Size of Investment	CHF 25-50m
Investment Stages	Buyout - Buyin
Industrial Sectors	All
Geographical Focus	Austria, Benelux, France, Germany, Italy, Switzerland
Type of Financing	Equity Financing

Short Company Profile

One firm, two strategies. Argos Wityu is an independent European private equity group that supports the growth of mid-sized business and backs their management teams. With more than €1.6bn assets under management, over 30 years of experience and more than 90 businesses assisted to date, Argos Wityu operates from offices in Amsterdam, Brussels, Frankfurt, Geneva, Luxembourg, Milan, and Paris. The group seeks to acquire majority stakes and invests between €10m and €100m in each investment of its two strategies: The Mid-Market fund helps companies implement ownership transitions to accelerate their growth; The Climate Action fund aims at shaping European sustainable leaders by operating their "grey to green" transition.

Contact Information

Address	Alfred-Escher-Strasse 5 8002 Zürich
Telephone No	+41 44 245 80 00
E-mail Address	contact@artemon.ch
Website	www.artemon.ch

Company Information

Key People	Mr. Manuel Hamel Mr. Samuel Krämer
Year of Establishment	2021
Number of Employees	4
Fund Names	
Capital Under Management	
Number of Portfolio Companies	4
Examples of Portfolio Companies	ph AG, Memox Innovations AG

Investment Preferences

Size of Investment	
Investment Stages	Buyout - Buyin, Expansion - Development Capital, Mezzanine - Bridge Finance, Start-up Capital
Industrial Sectors	All
Geographical Focus	Europe
Type of Financing	Equity Financing, Loans, Minority Equity, Mezzanine, Senior Debt

Short Company Profile

Artemon Capital Partners AG is an independent, owner-managed investment and advisory boutique based in Zurich. We invest in unique and innovative start-ups in mid- to late-stages and structure flexible financing solutions for entrepreneurs, SMEs and investment funds, and place such solutions with selected investors.

Contact Information

Address	Notkerstrasse 18 9000 St. Gallen
Telephone No	+41 78 715 55 40
E-mail Address	info@asc-impact.com
Website	https://asc-impact.com/

Company Information

Key People	Mr. Christian Winkler Dr. Matthias Schulz
Year of Establishment	2020
Number of Employees	5
Fund Names	asc impact forestry fund GmbH & Co. KG
Capital Under Management	CHF 26m
Number of Portfolio Companies	2
Examples of Portfolio Companies	Cubango Florest – Floresta e Agircultura Sustentável, (SU), Ltd.

Investment Preferences

Size of Investment	
Investment Stages	Buyout - Buyin, Early-Stage, Seed Capital, Start-up Capital
Industrial Sectors	Agriculture - Forestry - Fishing, Environment
Geographical Focus	Africa
Type of Financing	Equity Financing

Short Company Profile

asc impact is an independent owner-led firm that primarily manages sustainable investments in the agriculture and forestry sector. asc impact has decades of experience in the global food and agricultural sectors. Our investment approach is characterized by our deep involvement in the investments we make and aims to operationally and ensures sustainable value creation.

b2venture (formerly btov Partners)



Contact Information

Address	Blumenastr. 36 9000 St. Gallen
Telephone No	+41 71 242 20 00
E-mail Address	-
Website	www.b2venture.vc

Company Information

Key People	Mr. Andreas Göldi Mr. Florian Schweitzer
Year of Establishment	2000
Number of Employees	34 (Switzerland, Germany and Luxembourg)
Fund Names	b2venture I (b-to-v Private Equity S.C.S., SICAR); b2venture II (b-to-v Entrepreneurial Growth II S.C.S., SICAR); b2venture III (b-to-v Internet&Mobile Technologies S.C.S, SICAR); b2venture IV (btov Digital Technologies II, S.C.S., SICAR); b2venture Growt
Capital Under Management	EUR 500m
Number of Portfolio Companies	226 (+ exited) / 194 (without exit)
Examples of Portfolio Companies	Data Artisans, DeepL, Facebook, Ledgy, Or-Cam, PriceHubble, Skribble, Raisin, SumUp, Volocopter, XING

Investment Preferences

Size of Investment	EUR 0.25-10m
Investment Stages	Early-Stage, Expansion - Development Capital, Seed Capital, Start-up Capital
Industrial Sectors	Computer Related, Consumer Related, Energy, Finance - Insurance - Real Estate, Food - Beverages, Industrial Automation, Industrial Products and Services, Internet Technology, Manufacturing, Medical - Life Sciences - Health Related, Telecommunications
Geographical Focus	Worldwide
Type of Financing	Equity Financing, Minority Equity

Short Company Profile

Founded in 2000, b2venture is one of the most experienced venture capital firms in Europe. The group makes early-stage investments through its dedicated funds and stage-agnostic investments through its direct investment track. b2venture is supported by a strong community of angel investors, fostering the firm's passion for backing the unique entrepreneurs, maverick ideas, and outlier companies that will define tomorrow. The firm began its journey in St. Gallen, Switzerland and now has additional offices in Berlin, Zurich, Munich, and Luxembourg. b2venture deploys over EUR 100 million per year across Europe, leveraging the power of its multi-generational investor community. b2venture has proudly backed companies such as 1KOMMA5°, DeepL, Facebook, Raisin, Foodspring, ORCAM, SumUp, Volocopter, and XING.

Contact Information

Address	Quai de l'Île, 17 1211 Genève 2
Telephone No	-
E-mail Address	private.equity@bcge.ch
Website	www.bcge.ch

Company Information

Key People	Mr. Christophe Borer Mr. Cyrille Flichy
Year of Establishment	1816
Number of Employees	833
Fund Names	Synchrony Private Equity (SPEFOFW)
Capital Under Management	USD 1bn
Number of Portfolio Companies	
Examples of Portfolio Companies	

Investment Preferences

Size of Investment	USD 5-20m
Investment Stages	Buyout, Growth, Venture Capital
Industrial Sectors	
Geographical Focus	Asia, Europe, Switzerland, North America
Type of Financing	

Short Company Profile

BCGE's Private Equity office (PEO) is the bank's center of competence in Private Equity. The PEO constructs, manages and advises institutional and private clients on their private markets investments. The PEO has also been managing the bank's proprietary private equity portfolio with success for over 15 years, ensuring full alignment of interests with its clients.



Contact Information

Address	Rue Du Theatre 3 1820 Montreux
Telephone No	+41 21 962 89 90
E-mail Address	bao@baofinancialgroup.com
Website	www.baofinancialgroup.com

Company Information

Key People	Mr. Nayan Agarwal
Year of Establishment	2011
Number of Employees	3
Fund Names	
Capital Under Management	
Number of Portfolio Companies	
Examples of Portfolio Companies	

Investment Preferences

Size of Investment	
Investment Stages	All
Industrial Sectors	All
Geographical Focus	Africa, Asia, Canada, Europe, India, Middle East, Russia, Switzerland, United States of America
Type of Financing	All

Short Company Profile

BAO is an Investment Management group active in the financial hubs of Switzerland, Cyprus, Dubai and Mauritius. BAO was formed with the objective of helping clients prosper in Emerging and Frontier markets. We work exclusively in our clients' best interests, committed to offering them the clearest thinking on what is the best solution for their future and which products and services they need to secure to manage, risk and safeguard their wealth. By virtue of our familiarity with investors of all kinds as well as our expertise; global governments, institutions and corporations have sought our help in tackling financial challenges. All of our services are based on the premise that we are one of their most trusted partners. We are sector agnostic and have deal sourcing capability. Our range of services includes Capital Sourcing for business expansion, M&A advisory, Equity Market Intermediation and corporate advisory services. Our capabilities include the private placement of equity and quasi-equity or debt securities. On the advisory side, we help formulate and implement strategies for mergers & acquisitions, buyouts, and divestitures as well as assist in arranging the finances necessary for these transactions. This expertise and understanding coupled with a close working relationship with management allows us to deliver on our mission of identifying the best opportunities for clients.

Contact Information

Address	Brandschenkestrasse 90 8027 Zürich
Telephone No	+41 58 261 50 00
E-mail Address	
Website	www.baerkarrer.ch

Company Information

Key People	Dr. Christoph Neeracher Prof. Dr. Rolf Watter
Year of Establishment	1969
Number of Employees	350
Fund Names	
Capital Under Management	
Number of Portfolio Companies	
Examples of Portfolio Companies	

Investment Preferences

Size of Investment
Investment Stages
Industrial Sectors
Geographical Focus
Type of Financing

Short Company Profile

Bär & Karrer is a renowned Swiss law firm with offices in Zurich, Geneva, Lugano, Zug and Basel. Our core business is advising our clients on innovative and complex transactions and representing them in litigation, arbitration and regulatory proceedings. Our clients range from multinational corporations to private individuals in Switzerland and around the world as well as private equity and venture capital firms. Most of our work has an international component. We have broad experience handling cross-border proceedings and transactions. Our extensive network consists of correspondent law firms which are all market leaders in their jurisdictions. Bär & Karrer was repeatedly awarded Switzerland Law Firm of the Year by the most important international legal ranking agencies in recent years.

Contact Information

Address	Schiffbaustrasse 2 8031 Zürich
Telephone No	+41 44 444 35 55
E-mail Address	marcel.jans@bdo.ch
Website	www.bdo.ch

Company Information

Key People	Mr. Marcel Jans Christian Ryf
Year of Establishment	1932
Number of Employees	1500
Fund Names	
Capital Under Management	
Number of Portfolio Companies	
Examples of Portfolio Companies	

Investment Preferences

Size of Investment	
Investment Stages	
Industrial Sectors	All
Geographical Focus	All
Type of Financing	

Short Company Profile

BDO Deal Advisory is one of the leading advisors for valuation, due diligence and M&A advice. BDO AG is the preferred partner of middle and small enterprises, public authorities and Non-Profit-Organisations Products and Services: - Auditing - Financial Services - Fiduciary services and Real estate - Management consulting and Information technology - Tax advice and Legal advice.

Contact Information

Address	Seestrasse 16 8700 Küsnacht
Telephone No	+41 44 267 67 00
E-mail Address	info@bellevue.ch
Website	www.bellevue.ch

Company Information

Key People	Mr. Jan Kollros Dr. Adriana Ospel-Bodmer
Year of Establishment	1993
Number of Employees	100
Fund Names	Bellevue Entrepreneur Private KmGK
Capital Under Management	CHF 6.9bn (as at 31.12.23)
Number of Portfolio Companies	
Examples of Portfolio Companies	

Investment Preferences

Size of Investment	
Investment Stages	Buyout - Buyin, Early-Stage, Expansion - Development Capital
Industrial Sectors	All
Geographical Focus	Austria, Europe, Germany, Switzerland
Type of Financing	Equity Financing

Short Company Profile

Bellevue Group AG is a dedicated asset manager listed on SIX. It is active in private markets through its group companies Bellevue Asset Management AG, Bellevue Private Markets AG, and adbodmer AG. Since 2006, the investor group advised by adbodmer makes growth equity investments (significant minority stakes) in SMEs in Switzerland. Bellevue Entrepreneur Private KmGK invests alongside the investor group and is sponsored and managed by Bellevue Asset Management AG. The investment strategy builds on broad sector & industry experience, including: Arts logistics, building technology & services, (temporary) construction, food & beverages, hardware components, healthcare services, mechanical and precision engineering, personal & luxury goods, software & IT-services, sports marketing, veterinary medicine, e-Commerce. At Bellevue, we specialize in entrepreneurial investments, developing and implementing the growth and exit strategy together with owner-operators of our portfolio companies, seeking to maximize alignment of interest. We lend our full support, leveraging the extensive network, expertise and hands-on support of our investor group (themselves experienced entrepreneurs).

Contact Information

Address	Neuhofstrasse 4 6340 Baar
Telephone No	+41 41 784 60 08
E-mail Address	investor.relations@blueearth.capital
Website	https://blueearth.capital/

Company Information

Key People	Mr. David Keel Mr. Daniel Perroud
Year of Establishment	2015
Number of Employees	19
Fund Names	BlueEarth Impact Funds I and II, BlueEarth Credit Strategies II, BlueEarth Climate Growth Fund I
Capital Under Management	USD 1.2bn
Number of Portfolio Companies	82
Examples of Portfolio Companies	CarbonCure, Tyme Group, Q Collection, Nepra Waste Management, Sunfire, Alder Fund III, RockPort Capital Partners III CF

Investment Preferences

Size of Investment	USD 10-40m
Investment Stages	Buyout - Buyin, Expansion - Development Capital, Mezzanine - Bridge Finance, Start-up Capital
Industrial Sectors	Agriculture - Forestry - Fishing, Biotechnology, Construction - Building Products, Energy, Environment, Finance - Insurance - Real Estate, Food - Beverages, Industrial Automation, Industrial Products and Services, Manufacturing, Medical - Life Sciences - Health Related, Transportation
Geographical Focus	Worldwide
Type of Financing	Equity Financing, Minority Equity, Mezzanine, Senior Debt

Short Company Profile

Blue Earth Capital is a global, independent, specialist impact investor, headquartered in Switzerland, with operations in New York, London, and Konstanz. Blue Earth Capital seeks to address the world's most pressing social and environmental challenges by delivering measurable impact alongside aiming for attractive and sustainable financial returns. The company operates dedicated private equity, private credit and fund solutions. Blue Earth Capital is owned by the Blue Earth Foundation, a Stiftung (charity/trust) registered in Switzerland that focuses on deep impact to support initiatives and business ventures to help deliver a more equitable and sustainable future.

Contact Information

Address	Bahnhofstrasse 70 8021 Zürich
Telephone No	+41 58 258 10 00
E-mail Address	
Website	www.bratschi.ch

Company Information

Key People	Dr. Claudio Bazzi Mr. Ion Eglin
Year of Establishment	
Number of Employees	approx. 150
Fund Names	
Capital Under Management	
Number of Portfolio Companies	
Examples of Portfolio Companies	

Investment Preferences

Size of Investment	
Investment Stages	None
Industrial Sectors	None
Geographical Focus	None
Type of Financing	None

Short Company Profile

Swiss law firm with several offices focussing on business law including among others private equity.

Contact Information

Address	Dammstrasse 19 6300 Zug
Telephone No	+41 41 547 0480
E-mail Address	info@bregal.ch
Website	www.bregal.ch

Company Information

Key People	Mr. Florian Schick Ms. Caroline Schimmelbusch
Year of Establishment	2015
Number of Employees	50 investment professionals
Fund Names	Bregal Unternehmerkapital I ("BU I"), Bregal Unternehmerkapital II ("BU II"), Bregal Unternehmerkapital III ("BU III")
Capital Under Management	EUR 7.2bn
Number of Portfolio Companies	24
Examples of Portfolio Companies	ATP, Embassy/Kirchhofer, KSAG, PDV, e-buero, Trendtours, Onlineprinters, Murnauer, SHD, Novem, Reline, iptor, Media Central, Elektro Automatik, Woom, STP, GUS, ACTICO, Perfect Drive Sports Group, Laird Thermal Systems, Safety21, Enterprise Software Holding

Investment Preferences

Size of Investment	EUR 50 – 300m
Investment Stages	Buyout - Buyin
Industrial Sectors	All
Geographical Focus	Austria, Germany, Italy, Switzerland
Type of Financing	Equity Financing, Majority Equity, Minority Equity

Short Company Profile

Bregal Unternehmerkapital (BU) is a leading investment firm with offices in Zug, Munich, and Milan. The funds advised by BU invest in mid-sized companies based in Germany, Switzerland, Italy, and Austria. With the mission to be the partner of choice for entrepreneurs and family-owned businesses, BU seeks to partner with market leaders and hidden champions with strong management teams and outbreak potential. Since its founding in 2015, the funds managed by BU have invested over €3.0 billion in more than 100 companies with over 20,000 employees. BU supports entrepreneurs and families as a strategic partner to develop, internationalize, and digitize their businesses, while helping them generate sustainable value on a responsible basis with the next generation in mind.



Bregal
Unternehmerkapital

Unlocking hidden champions

Funds advised by Bregal Unternehmerkapital (BU) invest in mid-sized companies based in Germany, Switzerland, Italy, and Austria. With the mission to be the partner of choice for entrepreneurs and family-owned businesses, BU seeks to partner with market leaders and hidden champions with strong management teams and outbreak potential.

Dammstrasse 19 | 6300 Zug | Schweiz | +41 (0) 41 547 0480 | info@bregal.ch

Zug | Munich | Milan www.bregal.ch

Contact Information

Address	Centralbahnstrasse 7 4002 Basel
Telephone No	+41 61 206 90 90
E-mail Address	-
Website	www.bridgelink.ch

Company Information

Key People	Mr. Paul-André Wenger Ms. Gabriele Krause
Year of Establishment	1996
Number of Employees	7
Fund Names	We advise various funds
Capital Under Management	Funds with > EUR 1bn
Number of Portfolio Companies	
Examples of Portfolio Companies	

Investment Preferences

Size of Investment	EUR 10 – 200M
Investment Stages	All
Industrial Sectors	All
Geographical Focus	Germany, Switzerland, United States of America, Western Europe
Type of Financing	Equity Financing, Majority Equity, Minority Equity, Mezzanine

Short Company Profile

Corporate Finance and investment advisory firm with a network of institutional and private investors: Private Equity, Venture Capital and Family Offices. Contract partners of large-cap Funds with a focus on sustainable business models. Professionals with strategic, operational and financial expertise in various sectors bring added value to our clients. Offices in Switzerland, Germany, Belgium, Israel, USA (Associate), Argentina.

Contact Information

Address	Rue François-Bellot, 2 1206 Geneva
Telephone No	+41 22 316 00 60
E-mail Address	info@broadgateadvisers.com
Website	www.broadgateadvisers.com

Company Information

Key People	Mr. Habib Aoun Mr. Luca Di Corato Mr. Jad Karam
Year of Establishment	2015
Number of Employees	45 on a group level
Fund Names	B&Y Fund I, II and III - https://byvp.com
Capital Under Management	CHF 800m (including VC and Asset Management)
Number of Portfolio Companies	90
Examples of Portfolio Companies	Monito, Ro, Onfido, Huspy, Thrive Market

Investment Preferences

Size of Investment	
Investment Stages	SMEs
Industrial Sectors	All
Geographical Focus	Asia, Europe, Middle East, Switzerland
Type of Financing	All

Short Company Profile

Broadgate Advisers is a multi-market Financial Institution licensed by capital market authorities across multiple jurisdictions. The Group offers its services to institutional investors, corporations, and high net worth families. Founded in 2015, the group is engaged in M&A Advisory, Wealth Management, and Venture Capital through its offices in Geneva, Beirut, Abu Dhabi and Kuala Lumpur. The Group operates as one globally integrated platform, offering clients access to cross-border strategic opportunities and top-tier execution services.

Bulb Capital AG



Contact Information

Address	St. Jakobs-Strasse 17 4052 Basel
Telephone No	+41 61 568 82 02
E-mail Address	info@bulbcapital.com
Website	www.bulbcapital.com

Company Information

Key People	Mr. Michael Bornhaeuser Mr. Dominik Joos
Year of Establishment	2019
Number of Employees	
Fund Names	Venture Capital Club Deal
Capital Under Management	ca. USD 200m
Number of Portfolio Companies	6 to 10
Examples of Portfolio Companies	Rocket Lawyer, Farfetch (Exit), Goop, Trocafone, Pluto TV (Exit), Lending Club (Exit)

Investment Preferences

Size of Investment	
Investment Stages	Start-up Capital
Industrial Sectors	Computer Related, Internet Technology, Telecommunications
Geographical Focus	Latin America, United Kingdom, United States of America
Type of Financing	Equity Financing

Short Company Profile

We are entrepreneurs investing our own money in our deals and invite investors to join us. Our focus are technology venture capital investments, mostly in the USA, the United Kingdom and Latin America as well as real estate development projects in Switzerland. We have a strong track record with seven Venture Capital Club Deal exits since 2010 and three successful Real Estate Club Deals since 2015 and a strong pipeline in both fields.

Business Angels Switzerland



Contact Information

Address	Hauptstrasse 7 3076 Worb
Telephone No	+41 76 619 33 45
E-mail Address	contact@businessangels.ch
Website	www.businessangels.ch

Company Information

Key People	Mr. Ramon Zurbuchen Dr. Johann Schlieper
Year of Establishment	1997
Number of Employees	1
Fund Names	
Capital Under Management	
Number of Portfolio Companies	100+
Examples of Portfolio Companies	Abionic, Actlight, AVA, Aviq Systems, Bioversys, Degradable Solutions, Domo Safety, Forensity, Hotel Card, Uepaa

Investment Preferences

Size of Investment	CHF 0.5m (average)
Investment Stages	Early-Stage, Expansion - Development Capital, Mezzanine - Bridge Finance, Start-up Capital
Industrial Sectors	All
Geographical Focus	Switzerland
Type of Financing	Equity Financing, Minority Equity, Mezzanine

Short Company Profile

BAS, Business Angels Switzerland, is an association of about 100 affluent individuals who provide capital, know-how and their networks for Swiss business start-ups and early stage companies. BAS members meet monthly in Zurich and Lausanne. The club presents around 60 investment opportunities per year to its members and finances ten to fifteen of them every year. Detailed information for startups and investors is available on the homepage, www.businessangels.ch.

Contact Information

Address	Beethovenstrasse 33 8002 Zürich
Telephone No	+41 55 511 12 22
E-mail Address	info@clbrm.com
Website	www.clbrm.com

Company Information

Key People	Ms. Barbara Barotti Mr. Stefan Schaffhauser
Year of Establishment	2006
Number of Employees	30
Fund Names	
Capital Under Management	
Number of Portfolio Companies	
Examples of Portfolio Companies	

Investment Preferences

Size of Investment	
Investment Stages	Buyout - Buyin, Expansion - Development Capital
Industrial Sectors	All
Geographical Focus	All
Type of Financing	Equity Financing, Majority Equity, Minority Equity

Short Company Profile

Family investment office

Contact Information

Address	Bahnhofstrasse 22 6301 Zug
Telephone No	+41 41 748 84 44
E-mail Address	clientrelations@capdyn.com
Website	www.capdyn.com

Company Information

Key People	Mr. Klaus Gierling Ms. Carolin Hirschbiel
Year of Establishment	1988
Number of Employees	30 (~160 in total)
Fund Names	
Capital Under Management	More than USD 13bn
Number of Portfolio Companies	
Examples of Portfolio Companies	

Investment Preferences

Size of Investment	
Investment Stages	All
Industrial Sectors	All
Geographical Focus	Worldwide
Type of Financing	

Short Company Profile

Capital Dynamics is an independent global asset management firm focusing on private assets, including private equity (primaries, secondaries co-investments), private credit, and clean energy. Created in 1988, the Firm has extensive knowledge and experience developing solutions tailored to meet the exacting needs of a diverse and global client base of institutional and private wealth investors. As of Q4 2021, Capital Dynamics oversees more than USD 13 billion in assets under management and advisement, and employs approximately 160 professionals globally across 14 offices in Europe, the Middle East, North America, and Asia. With over three decades of experience, Capital Dynamics has developed long-term relationships with over 350 private equity fund managers globally, enabling powerful and propriety deal flow across primaries, secondaries, co-investments, and private credit opportunities. The Firm’s clean energy platform makes direct equity investments in carbon-reducing renewable energy power generation from late-stage development to commercial operations. Capital Dynamics is a recognized industry leader in responsible investing, receiving the highest marks from the UNPRI for its Strategy & Corporate Governance, and investment strategies. The Firm combines robust returns with market-leading ESG practices, including designing, implementing and trademarking the Capital Dynamics R-Eye™ Rating System – a unique, best-in-class approach to diligence and rating of each investment based on UNPRI principles and UN Sustainable Development Goals. For more information, please visit: www.capdyn.com

Contact Information

Address	Quai de l'île 17 1211 Genève 2
Telephone No	+41 58 211 21 42
E-mail Address	info@capitaltransmission.ch
Website	www.capitaltransmission.ch

Company Information

Key People	Mr. Frédéric Tixier Mr. Marc Bielik
Year of Establishment	2008
Number of Employees	4
Fund Names	
Capital Under Management	CHF 120m
Number of Portfolio Companies	19
Examples of Portfolio Companies	Schulthess, Condis, Cronite, Inomed, Mistral, Resource Group, Océdis etc.

Investment Preferences

Size of Investment	CHF 0.5-15m
Investment Stages	Buyout - Buyin, Expansion - Development Capital, Mezzanine - Bridge Finance, Replacement Capital
Industrial Sectors	All
Geographical Focus	Europe
Type of Financing	Minority Equity, Mezzanine

Short Company Profile

Capital Transmission SA is an investment company founded in 2008 and subsidiary of the BCGE group. Our objective is to provide financial support to companies and entrepreneurs via equity and quasi-equity contributions ranging from CHF 0.5 to CHF 15m. Based on a balanced risk and long term approach Capital Transmission invests in mature companies with sound profitability and a talented management in place. With a presence in both Geneva and Zürich, we focus on Switzerland, France and potentially other neighbouring countries. The companies we invest in usually generate sales between CHF 5-100m. Thanks to our structure, we can provide tailored-made financing solutions to support growth initiatives (build-ups, expansion etc.). We are used to work with family-owned businesses and have established ourselves in the past ten years as the go-to partner in terms of succession solutions for family businesses, spin-offs, MBI, MBO and OBO. Capital Transmission builds a trusting relationship with the company's management and does not interfere in the day-to-day business.

Contact Information

Address	Tödistrasse 48 8002 Zürich
Telephone No	+41 44 575 28 28
E-mail Address	
Website	www.capitalmind.com

Company Information

Key People	Mr. Markus Decker Mr. Thomas Ellenberger
Year of Establishment	2002
Number of Employees	9
Fund Names	
Capital Under Management	
Number of Portfolio Companies	
Examples of Portfolio Companies	

Investment Preferences

Size of Investment	
Investment Stages	All
Industrial Sectors	All
Geographical Focus	All
Type of Financing	All

Short Company Profile

Capitalmind ist ein führendes europäisches Corporate Finance Advisory-Unternehmen im Besitz seiner Partner, das Familienunternehmen, Unternehmern, Private-Equity-Investoren und Gross-Konzernen unabhängige Beratung bei Sell-side, Buy-side und Finanzierungs-Transaktionen bietet. Das Beratungsteam von Capitalmind besteht aus mehr als 75 Experten aus ganz Europa mit Niederlassungen in der Schweiz, Benelux, Frankreich, Deutschland und Skandinavien. Die globale Abdeckung erfolgt über die strategische Partnerschaft mit Investec und Regions Bank.

Contact Information

Address	Grabenstrasse 17 6340 Baar
Telephone No	+41 43 300 58 58
E-mail Address	info@capvis.com
Website	www.capvis.com

Company Information

Key People	Mr. Heiko Zühlke Mr. Daniel Flaig
Year of Establishment	1990
Number of Employees	~40
Fund Names	Capvis Equity LP, Capvis Equity II LP, Capvis Equity III LP, Capvis Equity IV LP, Capvis Equity V LP, Capvis III CV LP
Capital Under Management	EUR 2.0bn
Number of Portfolio Companies	16
Examples of Portfolio Companies	Amann GIRRbach, ARAG, arena, Bartec, BSI Software, Faster, Gotha, Kaffee Partner, Lista, Orior, Rena, Stadler Rail Group, Tertianum, Variosystems, VAT, Visable, Wittur, WMF, Xovis

Investment Preferences

Size of Investment	EUR 50-500m
Investment Stages	Buyout - Buyin
Industrial Sectors	All
Geographical Focus	Austria, Germany, Switzerland
Type of Financing	Equity Financing

Short Company Profile

Capvis is a Swiss private equity investor. With over 40 employees, the firm draws on the international experience of its team in Zug (Switzerland), Frankfurt, Shanghai, Jersey and Luxembourg. Capvis focuses on mid-market companies in the DACH area. The long-grown expertise in creating local and global leaders in the fields of Healthcare, Industrial Technology and Advanced Services & Software is the foundation of the Capvis business. In entrepreneurial cooperation with strong management teams, we develop the companies' potential and create long-term value. Since 1990, Capvis has completed over 61 transactions with a total invested capital of more than EUR 3.5 billion. Capvis has conducted IPOs for ten companies. It has repeatedly been voted Switzerland's best private equity firm by the international trade press.

Contact Information

Address	Novalisstrasse 12 10115 Berlin
Telephone No	
E-mail Address	hello@cavalry.vc
Website	www.cavalry.vc

Company Information

Key People	Mr. Rouven Dresselhaus Mr. Claude Ritter
Year of Establishment	2016
Number of Employees	1
Fund Names	Cavalry Ventures I GmbH & Co. KG, Cavalry Ventures II GmbH & Co. KG, Cavalry Ventures III GmbH & Co. KG
Capital Under Management	EUR 260m
Number of Portfolio Companies	> 50
Examples of Portfolio Companies	Aleph Alpha, Flip, Forto, PlanRadar, Spread, Usercentrics

Investment Preferences

Size of Investment	EUR 0.5-4 m initially, follow-on
Investment Stages	Early-Stage, Seed Capital
Industrial Sectors	All
Geographical Focus	Europe
Type of Financing	Equity Financing, Loans, Minority Equity

Short Company Profile

Cavalry Ventures is a Berlin-based pre-seed and seed venture capital investor. Cavalry backs European enterprise and consumer software startups that contribute to a better future. Cavalry is defined by its entrepreneurial DNA. The team is driven by appreciation towards entrepreneurs and their will to turn extraordinary ideas into action. Through a dedicated Platform Team, Cavalry aims to connect its entrepreneurs to investors, engineers, academics, executives, industry experts, and others to create the optimal ecosystem for Cavalry portfolio companies to thrive.

Contact Information

Address	Churerstrasse 42 8808 Pfäffikon
Telephone No	+41 55 416 20 90
E-mail Address	pfaffikon@ceviandcapital.com
Website	www.ceviandcapital.com

Company Information

Key People	Ms. Friederike Helfer Mr. Robert Schuchna
Year of Establishment	2002
Number of Employees	15
Fund Names	Cevian Capital II
Capital Under Management	EUR 14bn
Number of Portfolio Companies	
Examples of Portfolio Companies	

Investment Preferences

Size of Investment	EUR 0.5 to 1.5bn per portfolio company
Investment Stages	
Industrial Sectors	
Geographical Focus	Europe, United Kingdom
Type of Financing	

Short Company Profile

Cevian Capital, founded in 2002, is a long-term, hands-on owner of European listed companies. It is often called a “constructive activist,” whose strategy it is to help its companies become better and more sustainable over the long term, and to earn its return through an increase in the real long-term value of the company. Its work at companies is typically supported by other owners and stakeholders. Cevian manages more than EUR 14 billion for c. 350 pension funds, endowments, foundations, sovereign wealth funds and other investors from North America, Europe and other regions.

Contact Information

Address	Huobstrasse 14 8808 Pfäffikon
Telephone No	+41 55 416 16 40
E-mail Address	info@cgs-management.com
Website	www.cgs-management.com

Company Information

Key People	Dr. Rolf Lanz Mr. Thomas Anderegg Mr. Oliver Walker Mr. Andreas Emödi
Year of Establishment	1995
Number of Employees	10
Fund Names	CGS III (Jersey) L.P., CGS IV (Jersey) L.P.
Capital Under Management	CHF 450m
Number of Portfolio Companies	
Examples of Portfolio Companies	R&S International Holding AG, Top-Werk GmbH, Muller Technology Conthey SA, EOL Packaging Experts GmbH, Photonics Systems Holding GmbH, Hummingbird Converting Solutions GmbH, Advaton FoodTec Group

Investment Preferences

Size of Investment	EUR 10-80m
Investment Stages	Buyout - Buyin, Replacement Capital
Industrial Sectors	Construction - Building Products, Electronics, Industrial Automation, Industrial Products and Services, Manufacturing
Geographical Focus	Austria, Germany, Switzerland, Worldwide
Type of Financing	Majority Equity

Short Company Profile

CGS is an independent, experienced specialist in the development of medium-sized industrial companies from the DACH region into leading international groups. Technical niche expertise alongside international, industrial experience and the necessary financial strength undergird the systematic, long-term expansion of the CGS portfolio companies' market positions. CGS funds have consistently delivered superior, cycle-independent returns since 1999.

Contact Information

Address	Höschgasse 68 8008 Zürich
Telephone No	+41 79 590 80 36
E-mail Address	info@chi-impact.com
Website	www.chi-impact.com

Company Information

Key People	Dr. Christin Ter Braak-Forstinger, LL.M.
Year of Establishment	2017
Number of Employees	3
Fund Names	Nixdorf Kapital Impact Fund S.C.Sc., SICAV-RAIF – Burning Issues Impact Fund (BIIF)
Capital Under Management	EUR 30m
Number of Portfolio Companies	7
Examples of Portfolio Companies	Vytal (Reusable Packages, DE), Neoom (energy transition, AT), Mosa Meat (cultured meat, NL)

Investment Preferences

Size of Investment	EUR 0.5-1.5m
Investment Stages	Mid/Late Venture, Early Growth Stage
Industrial Sectors	Green & Climate Tech, Food Tech, Circular Economy
Geographical Focus	Europe with a focus on DACH region
Type of Financing	Equity Financing

Short Company Profile

Chi Impact Capital is a fully independent and award-winning impact investing advisory boutique based in Zurich advising a Luxembourg based Impact VC Fund (Art. 9 SFDR). This fund is helping to contribute to the most critical and “burning” Sustainable Development Goals to reverse climate change and deliver market-rate returns at the same time.

Contact Information

Address	Schützengasse 30 8001 Zürich
Telephone No	+41 43 543 64 27
E-mail Address	
Website	www.creditmutuel-equity.eu

Company Information

Key People	Ms. Fabienne Mazières Mr. Thomas Bitzi
Year of Establishment	2016
Number of Employees	7
Fund Names	
Capital Under Management	EUR 3bn
Number of Portfolio Companies	
Examples of Portfolio Companies	Reitzel, FM Investissement (Velomania), Auxilium, Aventron, excecet Card Group GmbH, MEGA GOSSAU AG, Boost, Roth Gerüste Gruppe AG, etc.

Investment Preferences

Size of Investment	CHF 5-50m
Investment Stages	Buyout - Buyin, Expansion - Development Capital, Mezzanine - Bridge Finance, Replacement Capital
Industrial Sectors	All
Geographical Focus	Austria, Switzerland, Italy
Type of Financing	Equity Financing, Majority Equity, Minority Equity, Mezzanine

Short Company Profile

CIC Capital (Schweiz) AG is the Swiss subsidiary of Crédit Mutuel Equity, the equity financing arm of the Crédit Mutuel Alliance Fédérale. We are responsible for the group's direct investment activities (through equity or mezzanine capital) in the DACH region with a presence in Zurich and Geneva. We invest in established SMEs who have a solid financial profile, a strong and experienced management team, a leading market position and good growth prospects. The companies we invest in typically generate sales between CHF10 – 250m. We provide tailored financing solutions to support external growth opportunities or to facilitate changes in the shareholder structure (e.g. succession solutions for family-owned businesses or corporate spin-offs through partial sale, OBO, MBI, MBO). CIC Capital (Schweiz) AG is a patient investor and active partner, supporting entrepreneurs and founders without interfering with the day-to-day business. We also have the ability to re-invest as the company progresses and has further investment needs.

**Financing
for financing's
sake
isn't worth
much.**

**Crédit Mutuel
Equity**

**Our expertise
is to bring value
to economically
and socially
sustainable
projects.**

Discover
our ecosystem



CONSTELLATION CAPITAL AG



Contact Information

Address	Kantonsstrasse 77 8807 Freienbach
Telephone No	+41 44 481 5555
E-mail Address	info@constellation.ch
Website	www.constellation.ch

Company Information

Key People	Mr. Rainer W. Fröhlich Mr. Stefan Jochum Mr. Louis Theiler
Year of Establishment	1992
Number of Employees	10
Fund Names	CONSTELLATION V, CONSTELLATION VI
Capital Under Management	200
Number of Portfolio Companies	4
Examples of Portfolio Companies	

Investment Preferences

Size of Investment	
Investment Stages	Buyout - Buyin
Industrial Sectors	
Geographical Focus	Austria, Germany, Switzerland
Type of Financing	Majority Equity

Short Company Profile

CONSTELLATION was founded in 1992 as a privately-owned Swiss investor group located in Freienbach, at Lake Zurich. CONSTELLATION executes a buy & build strategy, which focuses on majority ownerships in small-cap, asset-light companies based in Switzerland, Germany and Austria within the Business Services, Education & Lifestyle and Healthcare sectors. With an extensive circle of renowned and experienced industry partners, CONSTELLATION pursues an active value-creating investment approach at eye level with entrepreneurs.

Contact Information

Address	Schwedenpfad 24 61348 Bad Homburg
Telephone No	+41 44 271 13 58
E-mail Address	creathor@creathor.com
Website	www.creathor.com

Company Information

Key People	Mr. Cédric Köhler
Year of Establishment	2003
Number of Employees	1
Fund Names	Creathor Ventures Fund
Capital Under Management	over CHF 230m
Number of Portfolio Companies	33
Examples of Portfolio Companies	Allthings, Acousia, Blueprint Genetics, R3 Communications, Cevec, bitbar, CryoTherapeutics, Haja Networks, Happycar, Heyjobs, Humanoo, iFunded, Imverse, Klara, Kyto, Ledgy, lengoo, Phenex, Shopgate, Sirion, Tacalyx, vasopharm, vi, Wunderflats, Zadego

Investment Preferences

Size of Investment	CHF 0.1-10m
Investment Stages	Early-Stage, Expansion - Development Capital, Seed Capital, Start-up Capital
Industrial Sectors	Biotechnology, Finance - Insurance - Real Estate, Industrial Automation, Industrial Products and Services, Internet Technology, Medical - Life Sciences - Health Related, Services, Transportation
Geographical Focus	Austria, Germany, Scandinavia, Switzerland
Type of Financing	Equity Financing, Minority Equity

Short Company Profile

Creathor Ventures invests in high-growth tech companies that advance the automation and digitization of industry and economics and whose products are based on technologies and concepts such as AI, Big Data, Data Enhancement, Cloud, IOT or SaaS based. The regional focus is on Germany and Switzerland. From its offices in Bad Homburg and Zurich, the team currently supports over 30 tech and healthcare companies. Over the past 30 years, the management team has financed over 200 companies as lead or co-lead investors. More than 20 companies have been listed on international stock exchanges. Creathor Ventures currently manages a fund volume of over CHF 235 million. The investors of the current fund include funds of funds, family offices and entrepreneurs. As the largest investor in Creathor the management underlines its entrepreneurial orientation.

Contact Information

Address	Uetlibergstrasse 231 8070 Zürich
Telephone No	+41 44 333 10 63
E-mail Address	entrepreneur.capital@credit-suisse.com
Website	www.credit-suisse.com/entrepreneurcapital

Company Information

Key People	Mr. Elios Elsener Mr. Jan Hüsler
Year of Establishment	2010
Number of Employees	5
Fund Names	
Capital Under Management	CHF 200m
Number of Portfolio Companies	~60
Examples of Portfolio Companies	see https://entrepreneurcapital.credit-suisse.com/unsere-investments

Investment Preferences

Size of Investment	
Investment Stages	Buyout - Buyin, Early-Stage, Expansion - Development Capital, Mezzanine - Bridge Finance
Industrial Sectors	All
Geographical Focus	Switzerland
Type of Financing	Equity Financing, Loans

Short Company Profile

Die Credit Suisse Entrepreneur Capital AG wurde im Mai 2010 gegründet und ist eine 100% Tochtergesellschaft der Credit Suisse (Schweiz) AG. Sie bietet kleinen und mittleren Unternehmen (KMU) und jungen Unternehmen Eigen- und Fremdkapital von insgesamt 200 Millionen Franken und verfolgt langfristige Engagements mit einem Investitionshorizont von 4-7 Jahren im Regelfall mit Finanzierungen bis zu CHF 8 Mio. pro Unternehmen. Ziel ist es, das Unternehmertum der Schweiz und die Schweiz als Zentrum für Innovation im Sinne der Bank für Unternehmer zu stärken. Die realisierten Gewinne werden im Sinne einer «Evergreen Structure» reinvestiert.



Contact Information

Address	Dammstrasse 16 6300 Zug
Telephone No	+41 41 725 02 00
E-mail Address	
Website	www.cvvc.com

Company Information

Key People	Mr. Olaf Hannemann Mr. Mathias Ruch
Year of Establishment	2018
Number of Employees	15
Fund Names	Blockchain Technology for Tomorrow AMC (Actively Managed Certificate)
Capital Under Management	ca 20m
Number of Portfolio Companies	30+
Examples of Portfolio Companies	AdHash, Asvin, Blocksport, Flovec, Vereign, Utopia, Scorechain, iVE.One,

Investment Preferences

Size of Investment	
Investment Stages	Early-Stage, Seed Capital, Start-up Capital
Industrial Sectors	
Geographical Focus	All
Type of Financing	Equity Financing

Short Company Profile

We invest in blockchain because it is more than technology. Blockchain is one of the technology megatrends of the future, with independent consultants forecasting that its business value-add will reach a staggering USD 3.1 trillion by 2030. Blockchain technology is driving innovation and change across numerous industries - from finance and supply chain to healthcare and industrial applications - and is being applied by large corporates and startups alike. CV VC focuses exclusively on the best global early stage startups that develop products and services based on blockchain technology. Our startups further benefit from our CV Labs ecosystem business, which provides co-working spaces as well as advisory and events services.

Contact Information

Address	Oberneuhofstrasse 3 6340 Baar
Telephone No	+41 79 527 34 28
E-mail Address	mail@daneopartners.ch
Website	www.daneopartners.ch

Company Information

Key People	Mr. Mario Almer Mr Daniel Franc
Year of Establishment	
Number of Employees	9
Fund Names	Daneo Funds
Capital Under Management	CHF 300m
Number of Portfolio Companies	30
Examples of Portfolio Companies	

Investment Preferences

Size of Investment	CHF 10-30m
Investment Stages	Expansion - Development Capital, Mezzanine - Bridge Finance, Replacement Capital, Turnaround - Restructuring
Industrial Sectors	All
Geographical Focus	Austria, Continental Europe, Germany, Switzerland
Type of Financing	Loans, Mezzanine, Senior Debt

Short Company Profile

Daneo Partners is a joint venture of partners who complement each other in terms of expertise and experience and who jointly focus on private market credit financing opportunities for investors in Switzerland and Germany. Founded in 2017 by long-standing independent partner companies. These partners have the specific expertise and proven experience from a combined 40-strong workforce.

Contact Information

Address	Rue du Rhône 31, 1204 Geneva Claridenstrasse 41, 8002 Zürich
Telephone No	+41 22 989 89 89 / 41 43 888 70 63
E-mail Address	info@decalia.com
Website	www.decalia.com

Company Information

Key People	Mr. Félix Gloor Mr. Cédric Anthonioz
Year of Establishment	
Number of Employees	
Fund Names	
Capital Under Management	
Number of Portfolio Companies	
Examples of Portfolio Companies	ProNet Services, Kugler Bimetal, MediGroup Radiologie, Physio Clinics

Investment Preferences

Size of Investment	CHF 10-30m equity
Investment Stages	Buyout - Buyin, Expansion - Development Capital
Industrial Sectors	All
Geographical Focus	Switzerland
Type of Financing	Equity Financing, Majority Equity

Short Company Profile

Decalia Capital SA is a Private Equity house dedicated to Swiss SMEs. With offices in Zurich and Geneva, Decalia Capital SA assists entrepreneurs in the implementation of development strategies and supports them in their domestic and international expansion projects, in order to accelerate their organic and external growth. Being active investors, Decalia Capital SA wants to play an active role in buyouts (LBO, LMBO, OBO,...) or expansion capital situations. That is why we take majority stakes or minority holdings with significant control rights and systematical Board of Directors' representation. Decalia Capital SA is a subsidiary of Decalia SA, a fast-growing investment management company, managing and advising private and institutional client assets.

Contact Information

Address	Pfingstweidstrasse 11 8005 Zürich
Telephone No	+41 58 279 71 65
E-mail Address	
Website	www.deloitte.ch

Company Information

Key People	Mr. Konstantin von Radowitz Mr. Jan-Dominik Remmen
Year of Establishment	
Number of Employees	
Fund Names	
Capital Under Management	
Number of Portfolio Companies	
Examples of Portfolio Companies	

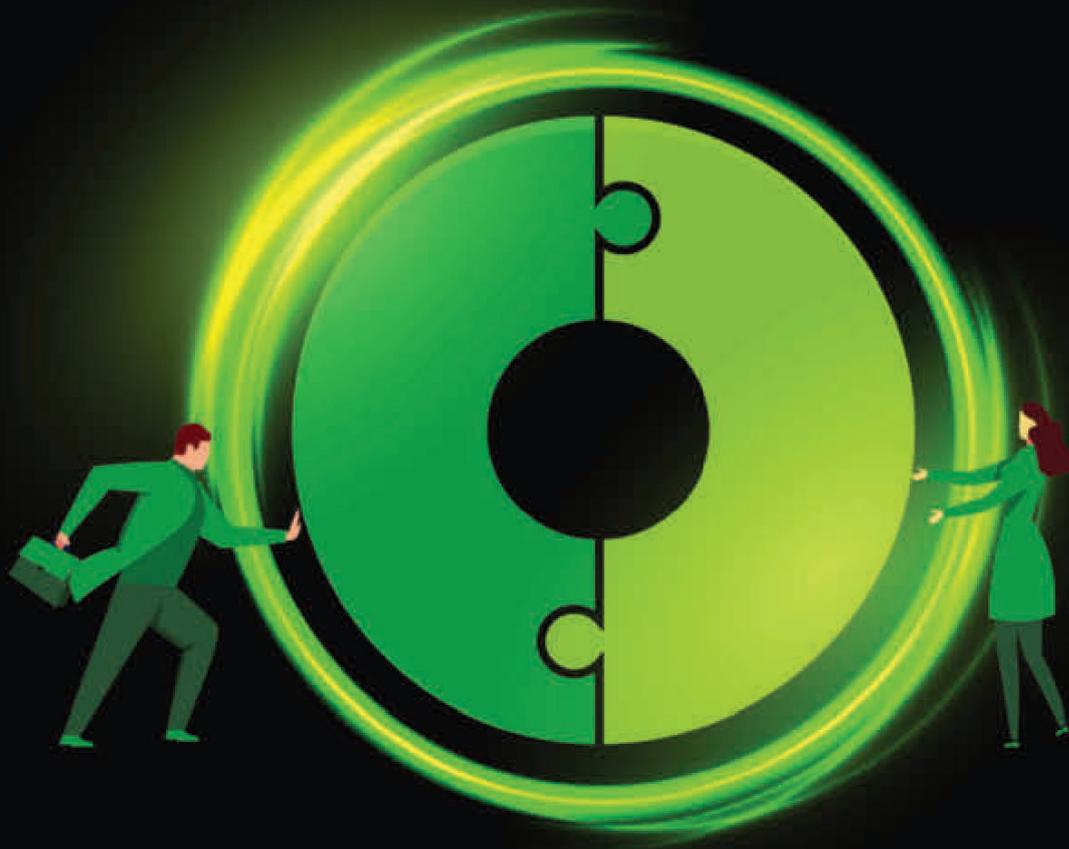
Investment Preferences

Size of Investment
Investment Stages
Industrial Sectors
Geographical Focus
Type of Financing

Short Company Profile

Deloitte is a leading accounting and advisory company in Switzerland, providing integrated services in the areas of Audit & Assurance, Consulting, Financial Advisory, Risk Advisory and Tax & Legal. With approximately 2,500 employees at six locations in Basel, Berne, Geneva, Lausanne, Lugano and Zurich (headquarters), Deloitte serves companies and institutions of all legal forms and sizes in all industry sectors. Deloitte Switzerland is an affiliate of Deloitte North and South Europe, a member firm of the global network of Deloitte Touche Tohmatsu Limited (DTTL) comprising of approximately 310,000 employees in more than 150 countries. Deloitte Switzerland is an audit firm recognised and supervised by the Federal Audit Oversight Authority (FAOA) and the Swiss Financial Market Supervisory Authority (FINMA). Please visit www.deloitte.ch for more information.

Deloitte.



M&A Academy

Deloitte offers an end-to-end M&A deal lifecycle training for M&A professionals. Available at Foundational and Advanced track, the academy provides a platform for M&A executives to learn from our most seasoned subject-matter experts, foster exchange among peers and discuss latest trends in M&A. Connect with us by scanning the QR code, if you are interested to join our M&A community.



Foundational track



Advanced track

Amplify your M&A knowledge!

Drake Star Partners



Contact Information

Address	Rue du Cendrier 15 1201 Geneva
Telephone No	+41 78 711 51 03
E-mail Address	
Website	www.drakestar.com

Company Information

Key People	Mr. Grégoire Michaux
Year of Establishment	2003
Number of Employees	100+ worldwide
Fund Names	
Capital Under Management	
Number of Portfolio Companies	
Examples of Portfolio Companies	

Investment Preferences

Size of Investment	CHF10-250m
Investment Stages	Expansion - Development Capital
Industrial Sectors	Computer Related, Consumer Related, Electronics, Energy, Environment, Finance - Insurance - Real Estate, Industrial Automation, Industrial Products and Services, Internet Technology, Manufacturing, Services, Telecommunications, Communications other, Transportation
Geographical Focus	All
Type of Financing	All

Short Company Profile

Drake Star is a global investment banking firm serving the technology sector. To date, the company has completed 400+ transactions since inception with >\$22B in deal volume. With offices in the United States, United Kingdom, France, Germany, and Switzerland, Drake Star extends its global presence to serve our clients' strategic and financial objectives. We collaborate with an international network of entrepreneurs, rapidly-scaling upstarts, large corporations, and investors ranging from private equity and venture capital firms to private family offices and debt providers. Our global perspective and network help us deliver outstanding results across many transaction types, making us a leading international investment bank. Our culture, driven by diligence, domain expertise, and a collaborative approach to our work with clients has earned our firm dozens of awards throughout the years, including the M&A Atlas Award, and the M&A Advisor Award. We've received international recognition from industry associations such as the Dutch Corporate Finance Association, and publications including The M&A Advisor and Finance Monthly. Our firm leads the way in helping clients discover and unlock value for their stakeholders, and we look forward to a long future of continued innovation, value creation, and excellence on behalf of our clients.

Contact Information

Address	Prime Tower, Hardstrasse 201 8005 Zürich
Telephone No	+41 44 227 37 47
E-mail Address	
Website	www.dws.ch

Company Information

Key People	Mr. Sven Wuerttemberger Ms. Xuewei Xie-Sonderer
Year of Establishment	
Number of Employees	41
Fund Names	RREEF America REIT II, Inc., RREEF Core Plus Industrial Fund, Asia Core Real Estate Fund, Europe Core Real Estate Fund (Europe II), Sustainable Growth Infrastructure Fund, Pan-European Infrastructure Funds
Capital Under Management	CHF 72bn
Number of Portfolio Companies	
Examples of Portfolio Companies	

Investment Preferences

Size of Investment	
Investment Stages	All
Industrial Sectors	All
Geographical Focus	All
Type of Financing	All

Short Company Profile

DWS' alternatives business has been investing in the asset class for more than 50 years and is one of the world's leading fiduciary Alternatives managers with EUR 123 billion in assets under management (as of June 30, 2022). With more than 450 employees across 16 countries worldwide, we offer a diverse range of strategies across the alternatives spectrum including direct real estate and infrastructure, real estate and infrastructure securities and commodities, sustainable investments and private equity. Leveraging our integrated platform and a network of investment specialists around the world, the business is committed to its fiduciary obligation to deliver solutions that meet the individual investment needs of governments, corporations, insurance companies, endowments, retirement plans, and private clients worldwide.

Contact Information

Address	Taunusanlage 18 60325 Frankfurt am Main
Telephone No	+49 69 971020
E-mail Address	info@ecm-pe.de
Website	www.ecm-pe.de

Company Information

Key People	Mr. Axel Eichmeyer Mr. Florian Kähler
Year of Establishment	1995
Number of Employees	14 (Germany), 0 (Switzerland), 1 (USA)
Fund Names	German Equity Partners I-V
Capital Under Management	EUR 555m
Number of Portfolio Companies	12
Examples of Portfolio Companies	Intermate Group, DETAX, ACADEMY Group, YellowFox, SIS, PikeTec, Uroviva, Apostroph Group, Dermatologikum, Albrecht & Dill, Leitner, Bergmann Automotive; for further information please refer to the ECM website

Investment Preferences

Size of Investment	EUR 10-100m
Investment Stages	Buyout - Buyin, Delisting, Expansion - Development Capital, Replacement Capital
Industrial Sectors	All
Geographical Focus	Austria, Germany, Switzerland
Type of Financing	Equity Financing

Short Company Profile

ECM is a trusted growth partner for mid-sized enterprises and entrepreneurs in German-speaking Europe. Since 1995, ECM has raised the private equity funds GEP I-V with aggregate equity commitments of more than €1 billion and currently invests out of the fifth fund GEP V (€325 million). The funds invest primarily in leading mid-market companies with attractive growth potential in the context of ownership successions, partnership transactions and corporate spin-offs.

Contact Information

Address	Route de l'aéroport 1215 Genève
Telephone No	+41 22 710 05 27
E-mail Address	contact@edify-investmentpartner.com
Website	www.edify-investmentpartner.com

Company Information

Key People	Mr. Christian Dujardin Ms. Claire Durand
Year of Establishment	
Number of Employees	14
Fund Names	
Capital Under Management	CHF 750m
Number of Portfolio Companies	7
Examples of Portfolio Companies	

Investment Preferences

Size of Investment	
Investment Stages	Buyout - Buyin, Expansion - Development Capital
Industrial Sectors	All
Geographical Focus	Europe
Type of Financing	Equity Financing, Mezzanine

Short Company Profile

Edify is a family owned company investing in mid-size enterprises. Most of our portfolio companies are former family businesses. We do not have a time limit on our investment and can tailor our approach to the needs of both the portfolio company and the former owners.

Contact Information

Address	Wiesenstrasse 10 8008 Zürich
Telephone No	+41 44 444 22 44
E-mail Address	info@eevolve.partners
Website	www.eevolve.partners

Company Information

Key People	Mr. Philippe Bucher Mr. Eric Trüb
Year of Establishment	2022
Number of Employees	15
Fund Names	eevolve Partnership SCSp
Capital Under Management	
Number of Portfolio Companies	
Examples of Portfolio Companies	Gutblick, RMB

Investment Preferences

Size of Investment	EUR 10-50m
Investment Stages	Buyout - Buyin
Industrial Sectors	Industrial Automation, Industrial Products and Services, Internet Technology, Medical - Life Sciences - Health Related
Geographical Focus	Austria, Germany, Switzerland
Type of Financing	Equity Financing

Short Company Profile

eevolve acts as a growth partner for tech-enabled, asset light SMEs with tailwinds from megatrends. We support institutionalized value creation focusing on repeat initiatives in organizational transformation, digitalization, sustainability, and buy & build.

Contact Information

Address	Baarerstrasse 53 6300 Zug
Telephone No	+41 41 511 31 05
E-mail Address	ch@egeriagroup.com
Website	www.egeriagroup.com

Company Information

Key People	Mr. Maarten van Rossum Mr. Egbert Prenger
Year of Establishment	1997
Number of Employees	~80
Fund Names	e.g. Egeria Private Equity Fund I, II, III, IV, V, Egeria Master S.C.A. SICAV-RAIF
Capital Under Management	~EUR 3.5bn
Number of Portfolio Companies	~20
Examples of Portfolio Companies	Goodlife Foods, DuraVent, Trust International, Clondalkin Group, Dynniq, Tuindeco, Klafs, Maas Aviation Group, APOC, Leads.io , Exits: Vestas Wind Systems, Royal Sanders, Ad van Geloven, Axent, Royal Van Lent

Investment Preferences

Size of Investment	EUR 25-200m
Investment Stages	All
Industrial Sectors	All
Geographical Focus	Austria, Benelux, Germany, North America, Switzerland, Western Europe
Type of Financing	Equity Financing, Majority Equity

Short Company Profile

Egeria Group is an investment firm with over 25 years of investment experience. We are passionate about building healthy businesses and accelerating growth, both organically and through acquisitions. Our interest lies in businesses with growth potential that are active in a market with attractive prospects, entrepreneurial settings, buy & build, and carve-outs. Our PE-Funds typically have an investment horizon of 5-10 years and our Evergreen team works with an extended investment horizon of 10+ years. We also invest in listed companies based on our PE principles, and via our real estate investments we develop great places to live and work. Egeria Group is headquartered in Zug, Switzerland and has offices in Amsterdam, Berlin, Munich and Boston.

Contact Information

Address	Lessingstrasse 3 8002 Zürich
Telephone No	+41 44 519 10 00
E-mail Address	info@ekkiio.ch
Website	www.ekkiio.ch

Company Information

Key People	Mr. Eric Gisiger Mr. Jonas Bumbacher
Year of Establishment	2002
Number of Employees	3
Fund Names	Ekkio Capital I-IV
Capital Under Management	> EUR 400m
Number of Portfolio Companies	> 10
Examples of Portfolio Companies	www.ekkiio.eu

Investment Preferences

Size of Investment	> EUR 5m
Investment Stages	Buyout - Buyin, Delisting, Expansion - Development Capital, Privatisation, Replacement Capital
Industrial Sectors	Agriculture - Forestry - Fishing, Biotechnology, Consumer Related, Environment, Food - Beverages, Industrial Products and Services, Manufacturing, Medical - Life Sciences - Health Related, Services, Communications other, Transportation
Geographical Focus	Austria, Belgium, France, Germany, Luxembourg, Switzerland
Type of Financing	Equity Financing, Majority Equity

Short Company Profile

Ekkio Capital ist eine unabhängige Fondsgesellschaft (GP). Seit 20 Jahren investieren wir in europäische Wachstums-KMUs (von 10 bis 100 Millionen Euro Umsatz), in vier Bereichen: Tourismus & Freizeit, Gesundheit, Sicherheit & Kontrolle, Nachhaltigkeit. Wir investieren in die Internationalisierung, das externes Wachstum und unterstützen Portfoliogesellschaften operativ. Unser industrielles und operatives Fachwissen setzen wir für KMUs ein, um ihr Geschäft zu entwickeln, Werte zu schaffen und sie als Referenz in ihrem Bereich zu positionieren.

Contact Information

Address	Manessestrasse 87 8045 Zürich
Telephone No	+41 41 766 20 90
E-mail Address	info@ellstone.ch
Website	www.ellstone.ch

Company Information

Key People	Ms. Jasmin Hayat
Year of Establishment	2017
Number of Employees	4
Fund Names	
Capital Under Management	
Number of Portfolio Companies	
Examples of Portfolio Companies	

Investment Preferences

Size of Investment	
Investment Stages	Start-up Capital
Industrial Sectors	Biotechnology, Chemical - Materials, Consumer Related, Energy, Environment, Finance - Insurance - Real Estate, Industrial Automation, Industrial Products and Services, Internet Technology, Medical - Life Sciences - Health Related
Geographical Focus	
Type of Financing	Equity Financing

Short Company Profile

Kapitalsuchende Unternehmen finden in Ellstone einen starken, bestens vernetzten, sehr professionell agierenden Partner & Berater bei der Akquisition von sowohl Private Equity als auch Venture Capital. Ellstone bietet während des gesamten Kapitalbeschaffungsprozesses umfassende Beratungsdienstleistungen sowie Unterstützung in vertraglichen und administrativen Belangen an und kann dabei auf ein weit verbreitetes Netzwerk von Spezialisten zurückgreifen. Die enge Zusammenarbeit mit auf Private Equity und Venture Capital spezialisierten Vermittlern gewährt unseren Kunden bestmöglichen Erfolg in der Erreichung ihrer kapitalbezogenen Ziele. Zudem ist Ellstone ein erfahrener Vermittler von Liegenschaften im In- und Ausland und bietet ihre Dienstleistungen auch in diesem Segment in sämtlichen Bereichen des Immobilienkaufs- & verkaufs umfassend an.

Contact Information

Address	Seefeldstrasse 215 8008 Zürich
Telephone No	+41 44 269 61 00
E-mail Address	info@emerald-ventures.com
Website	www.emerald-ventures.com

Company Information

Key People	Mr. Madjiguene Ndiaye Ms. Gina Domanig
Year of Establishment	2000
Number of Employees	31
Fund Names	Technologiefonds des Bundesamts für Umwelt (mandate), Emerald Industrial Innovation Fund LP, Emerald Global Water Impact Fund LP, Emerald Global Energy Transformation Fund LP, Emerald Sustainable Packaging Innovation Fund LP, Nabtesco Technology Ventures
Capital Under Management	EUR 300m (active funds excl. historical funds)
Number of Portfolio Companies	77 (since 2000)
Examples of Portfolio Companies	actnano, Colibri, Future Meat, GeoDigital, HydroPoint, LibreStream, Enspired, P97, Phase Change Solutions, SoFi Filtration, Urgent.ly, Nanograf

Investment Preferences

Size of Investment	EUR 4-8m
Investment Stages	Early-Stage, Expansion - Development Capital, Start-up Capital
Industrial Sectors	Agriculture - Forestry - Fishing, Chemical - Materials, Computer Related, Electronics, Energy, Environment, Food - Beverages, Industrial Automation, Industrial Products and Services, Internet Technology, Manufacturing, Other, Telecommunications, Communications other, Telecommunication
Geographical Focus	Asia, Europe, Middle East, North America
Type of Financing	Equity Financing

Short Company Profile

Emerald is a globally recognized investment firm and strategic innovation partner, with offices in Zurich, Toronto and Singapore. Founded in 2000, it currently manages four venture capital funds, backed emerging industrial technology leaders through over 400 venture investment transactions and managed four third-party investment mandates, including for the government Switzerland, providing loan guarantees for Swiss start-ups. Emerald is a trusted open innovation partner for sustainable impact of numerous multi-national corporations, leveraging deep industry expertise and rich global deal flow in the areas of energy, water, industrial IT, advanced materials, recycling, mobility, robotics and agriculture.

Contact Information

Address	Rue de la Confédération 7 1204 Geneva
Telephone No	+41 22 544 60 00
E-mail Address	sw@endeavourvision.com
Website	www.endeavourvision.com

Company Information

Key People	Mr. Bernard Vogel Ms. Silke Wood
Year of Establishment	2000
Number of Employees	11
Fund Names	Endeavour II LP, Endeavour Medtech Growth LP, Endeavour Medtech Growth II LP
Capital Under Management	870m
Number of Portfolio Companies	22
Examples of Portfolio Companies	Sophia Genetics, Medartis, Intelycare, CeQur, Willow

Investment Preferences

Size of Investment	20-40m
Investment Stages	Expansion - Development Capital
Industrial Sectors	Medical - Life Sciences - Health Related
Geographical Focus	Europe, United States of America
Type of Financing	Equity Financing

Short Company Profile

Endeavour Vision is a private equity firm, focused exclusively on supporting growth-stage healthcare technology companies. The company's mission is to transform the standard of care for millions of patients by investing in groundbreaking medical innovations. Endeavour Vision's team offers unmatched sector and operational expertise, extensive international experience including product launches and accelerating company growth, in addition to a proven track record of successful exits. The firm's recent investments include Sophia Genetics (IPO 2021), Medartis (IPO in 2018), Vertiflex (acquired by Boston Scientific in 2019) and Symetis (acquired by Boston Scientific in 2017). The company headquarters are in Geneva, Switzerland with further presence in North America.

Contact Information

Address	Glärnischstrasse 8 8002 Zurich
Telephone No	+41 44 266 68 00
E-mail Address	
Website	www.eqtgroup.com

Company Information

Key People	Mr. Michael Bauer Mr. Matteo Thun
Year of Establishment	1994
Number of Employees	10-20
Fund Names	28 active funds
Capital Under Management	~ EUR 73.4bn
Number of Portfolio Companies	99, excluding EQT Ventures
Examples of Portfolio Companies	Galderma, SHL Group, SUSE

Investment Preferences

Size of Investment	
Investment Stages	Buyout - Buyin, Delisting, Expansion - Development Capital
Industrial Sectors	All
Geographical Focus	Worldwide
Type of Financing	Equity Financing

Short Company Profile

EQT is a purpose-driven global investment organization focused on active ownership strategies. With a Nordic heritage and a global mindset, EQT has a track record of almost three decades of delivering consistent and attractive returns across multiple geographies, sectors and strategies. EQT has investment strategies covering all phases of a business' development, from start-up to maturity. EQT today has EUR 73.4 billion in assets under management across 28 active funds within two business segments – Private Capital and Real Assets. With its roots in the Wallenberg family's entrepreneurial mindset and philosophy of long-term ownership, EQT is guided by a set of strong values and a distinct corporate culture. EQT manages and advises funds and vehicles that invest across the world with the mission to future-proof companies, generate attractive returns and make a positive impact with everything EQT does. The EQT AB Group comprises EQT AB (publ) and its direct and indirect subsidiaries, which include general partners and fund managers of EQT funds as well as entities advising EQT funds. EQT has offices in 24 countries across Europe, Asia-Pacific and the Americas and approximately 1,200 employees.

Contact Information

Address	Genferstrasse 6 8002 Zürich
Telephone No	+41 44 289 80 90
E-mail Address	esther.brehm@equistone.ch
Website	www.equistone.ch

Company Information

Key People	Mr. David Zahnd
Year of Establishment	1979
Number of Employees	3
Fund Names	Equistone Partners Europe Fund I, II, III, IV, V and VI
Capital Under Management	Equistone Partners Europe Fund I (EUR 1.25bn), Fund II (EUR 1.65bn), Fund III (EUR 2.45bn), Fund IV (EUR 1.5bn), Fund V (EUR 2bn), Fund VI (EUR 2.8bn)
Number of Portfolio Companies	ca. 50
Examples of Portfolio Companies	Sihl, Rena Technologies, KWC, Unlimited Footwear Group, SportGroup, Amadys, GALA Kerzen

Investment Preferences

Size of Investment	EUR 50-500m Unternehmenswert
Investment Stages	Buyout - Buyin
Industrial Sectors	All
Geographical Focus	Austria, Benelux, France, Germany, Switzerland, United Kingdom
Type of Financing	Majority Equity, Minority Equity

Short Company Profile

Der Schwerpunkt von Equistone liegt auf mittelständischen Buy-Outs mit Unternehmenswerten zwischen 50 und 500 Millionen Euro. Die Eigenkapitalbeteiligungen belaufen sich in der Regel auf 30 bis 250 Millionen Euro. Equistone unterstützt seine Portfoliounternehmen nachhaltig in ihrem organischen Wachstum, bei Zukäufen, mit Know-how und einem starken Netzwerk. Das Portfolio umfasst europaweit derzeit über 50 Gesellschaften, darunter rund 20 aktive Beteiligungen in Deutschland, in der Schweiz und in den Niederlanden. Equistone investiert derzeit aus seinem sechsten Fond, der im März 2018 mit 2,8 Mrd. Euro am Hardcap geschlossen wurde.

Ernst & Young AG



Contact Information

Address	Maagplatz 1 8010 Zürich
Telephone No	+41 58 286 31 11
E-mail Address	
Website	www.ey.com/ch

Company Information

Key People	Mr. Raphael Maccagnan Mr. Fabian Denneborg
Year of Establishment	
Number of Employees	
Fund Names	
Capital Under Management	
Number of Portfolio Companies	
Examples of Portfolio Companies	

Investment Preferences

Size of Investment
Investment Stages
Industrial Sectors
Geographical Focus
Type of Financing

Short Company Profile

With its local team of 200 people in Transaction Advisory Services, Transaction Tax and Transaction Legal and a global network of more than 280'000 professionals, EY provides expert and interdisciplinary assistance in corporate transactions and M&A lead advisory. Our people understand the assurance, tax, transaction and advisory needs of businesses across 150 countries worldwide. We are able to offer seamless and consistent quality support in all phases of a transaction including Due Diligence, Valuation & Business Modeling, Mergers and Acquisitions Lead Advisory, Corporate Restructuring, Real Estate as well as corresponding accounting, tax and legal advice.

European Investment Fund



Contact Information

Address	37B, avenue J.F. Kennedy L-2968 Luxembourg
Telephone No	+352 2485-1
E-mail Address	info@eif.org
Website	www.eif.org

Company Information

Key People	Dr. Alessio Conforti
Year of Establishment	
Number of Employees	
Fund Names	
Capital Under Management	EUR 30bn+
Number of Portfolio Companies	
Examples of Portfolio Companies	

Investment Preferences

Size of Investment	
Investment Stages	All
Industrial Sectors	All
Geographical Focus	Europe
Type of Financing	Equity Financing, Minority Equity, Mezzanine, Senior Debt

Short Company Profile

Our mission We are a specialist provider of risk finance to benefit small and medium-sized enterprises (SME) across Europe. We are part of the EIB Group. Our shareholders are the European Investment Bank (EIB), the European Union, represented by the European Commission, and a wide range of public and private banks and financial institutions. We carry out our activities using either our own resources or those provided by the European Investment Bank, the European Commission, by EU Member States or other third parties. By developing and offering targeted financial products to our intermediaries, such as banks, guarantee and leasing companies, micro-credit providers and private equity funds, we enhance SMEs access to finance. Our objectives By taking SME risk, we pursue our two main statutory objectives: fostering EU objectives, notably in the field of entrepreneurship, growth, innovation, research and development, employment and regional development; generating an appropriate return for our shareholders, through a commercial pricing policy and a balance of fee and risk based income. Our impact In 2024, we will be celebrating the EIF's 30 years anniversary: an opportunity to look back at the success of helping over 2 million small businesses with access to finance. During these years, the EIF's role has always been to identify and pro-actively tackle market gaps, and to pursue EU policy priorities. We intend to be an agile facilitator between policy and markets and want to continue acting as an active developer of the European VC and PE ecosystem. We are leveraging our expertise to make Europe competitive and 'future-proof' - our video explains why we #BelieveInSmall.

Contact Information

Address	Talacker 41 8001 Zürich
Telephone No	+41 44 913 19 00
E-mail Address	marketing@ewmglobal.com
Website	www.ewmglobal.com

Company Information

Key People	Dr. Wolfgang Schroter Mr. Riyaz Gadiwalla
Year of Establishment	2001
Number of Employees	>100
Fund Names	
Capital Under Management	
Number of Portfolio Companies	
Examples of Portfolio Companies	

Investment Preferences

Size of Investment	
Investment Stages	All
Industrial Sectors	Computer Related, Finance - Insurance - Real Estate, Internet Technology, Services
Geographical Focus	Worldwide
Type of Financing	None

Short Company Profile

EWM Global is a leading FinTech specialist for Carried Interest, Co-Investment and Waterfall administration. On our cloud-based platform we digitize executive compensation plan administration and serve local and global clients across 80 countries with a focus on the financial services sector. EWM Global takes on administration challenges allowing our clients to focus on their core business and competencies.

Fabrel Lotos AG



Contact Information

Address	Seestrasse 50 6052 Hergiswil
Telephone No	+41 41 632 68 58
E-mail Address	
Website	

Company Information

Key People	Mr. Marc Müller Mr. Damian Mächler
Year of Establishment	1999
Number of Employees	
Fund Names	
Capital Under Management	
Number of Portfolio Companies	4
Examples of Portfolio Companies	on request

Investment Preferences

Size of Investment	CHF 25-100m
Investment Stages	Buyout - Buyin
Industrial Sectors	Manufacturing
Geographical Focus	Switzerland
Type of Financing	Majority Equity, Minority Equity

Short Company Profile

Fabrel Lotos participates on a long-term basis with equity holdings and entrepreneurial know-how in medium sized companies with sound economics and good growth prospects. As a Swiss long-term equity partner, Fabrel Lotos enables these companies to pursue their ambitious goals at the same time as retaining their independence.

Fondation pour l'innovation technologique (FIT)



Contact Information

Address	Av. d'Ouchy 47 1001 Lausanne
Telephone No	+41 21 613 36 38
E-mail Address	info@fondation-fit.ch
Website	www.fondation-fit.ch

Company Information

Key People	Mr. Julien Guex
Year of Establishment	1994
Number of Employees	4
Fund Names	FIT
Capital Under Management	CHF 31.6m
Number of Portfolio Companies	300
Examples of Portfolio Companies	Sophia Genetics, Nextthink, Mindmaze, Kandou

Investment Preferences

Size of Investment	up to 500k per loan
Investment Stages	Early-Stage
Industrial Sectors	All
Geographical Focus	Switzerland
Type of Financing	Loans

Short Company Profile

The Foundation for Technological Innovation provides financial supports to innovative and technological projects at early stages. FIT supports projects in energy & environment, information & digital technologies, life sciences & health, precision industries, and nutrition & agri-food.

Contact Information

Address	Badenerstrasse 60 8004 Zürich
Telephone No	+41 78 825 68 64
E-mail Address	lukas@founderful.com
Website	www.founderful.com

Company Information

Key People	Mr. Lukas Weder Mr. Pascal Mathis Mr. Alex Stöckl
Year of Establishment	2016
Number of Employees	10
Fund Names	I and II
Capital Under Management	CHF 160m
Number of Portfolio Companies	50
Examples of Portfolio Companies	

Investment Preferences

Size of Investment	
Investment Stages	Early-Stage, Seed Capital, Start-up Capital
Industrial Sectors	All
Geographical Focus	Switzerland
Type of Financing	Equity Financing

Short Company Profile

Contact Information

Address	Stockerstrasse 38 8002 Zürich
Telephone No	+41 44 217 81 81
E-mail Address	info@franklintempleton.ch
Website	www.franklintempleton.ch

Company Information

Key People	Mr. Cyril Berchtold Mr. Edin Markovic
Year of Establishment	1947
Number of Employees	11
Fund Names	
Capital Under Management	USD 1.6tn
Number of Portfolio Companies	
Examples of Portfolio Companies	

Investment Preferences

Size of Investment	
Investment Stages	Expansion - Development Capital, Mezzanine - Bridge Finance
Industrial Sectors	All
Geographical Focus	Worldwide
Type of Financing	Equity Financing, Loans, Mezzanine, Senior Debt

Short Company Profile

Franklin Resources, Inc. [NYSE:BEN] is a global investment management organization with subsidiaries operating as Franklin Templeton and serving clients in over 150 countries. Franklin Templeton's mission is to help clients achieve better outcomes through investment management expertise, wealth management and technology solutions. Through its specialist investment managers, the company offers boutique specialization on a global scale, bringing extensive capabilities in equity, fixed income, multi-asset solutions and alternatives. With offices in more than 30 countries and approximately 1,500 investment professionals, the California-based company has 75+ years of investment experience and approximately \$1.6 trillion in assets under management. Franklin Templeton Switzerland Ltd has been distributing investment solutions in Switzerland since the end of 2000 including alternative credit strategies, private real assets, hedge strategies, private equity and venture capital strategies. Each of our specialist investment managers operates autonomously, each according to the guiding principles of its own investment philosophy. Franklin Templeton's alternatives capabilities comprise a broad range of strategies with over \$256 billion in assets under management. The Benefit Street Partners (BSP) / Alcentra platform is one of the world's leading credit-focused investment managers with more than 30 years of experience in private debt, special situations, structured credit, collateralized loan obligations, liquid credit and real estate lending. Lexington Partners is a leading global alternative investment manager of secondary private equity and co-investment funds. Capabilities include buyouts, growth capital, and venture capital. Franklin Real Asset Advisors has been investing in the world's three major investment regions – the Americas, Europe, and Asia Pacific – since 1984. The team provides global expertise in private real estate and listed real estate securities. Among other strategies, it manages an impact investment fund with a focus on social infrastructure investments in Europe. Clarion Partners is a specialist investment manager of Franklin Templeton and a leading U.S. real estate investor since 1982 investing in high quality properties including office, retail, industrial, multifamily residential and hotel. Clarion Partners managers real estate strategies across the risk/return spectrum comprising core, core plus, value-add and opportunistic, offered in open-end funds, closed-end funds as well as separate accounts. (Data as of 31 March 2024)

Know your alternatives?

We do.

With more than \$256 billion in AUM* across real estate, private equity, private credit and more, we offer a comprehensive range of alternatives solutions.

www.franklintempleton.ch/alternatives



FRANKLIN
TEMPLETON

Alternatives by FRANKLIN TEMPLETON.

Real Estate | Private Equity | Private Credit | Hedged Strategies | Venture Capital | Digital Assets



* As of January 2024.

For Professional Clients only – not for distribution to Retail Clients.

All investments involve risk. The value of investments and any income received from them can go down as well as up, and you may get back less than you invested.

Issued by Franklin Templeton Switzerland Ltd, Stockerstrasse 38, CH-8002 Zurich, Tel: +41 44 217 81 81 / Fax: +41 44 217 81 82, info@franklintempleton.ch.

© 2024 Franklin Templeton. All rights reserved.

FS Partners AG - The CFO Company



Contact Information

Address	Kreuzbühlstrasse 20 8008 Zürich
Telephone No	+41 44 510 40 60
E-mail Address	
Website	www.fspartners.ch

Company Information

Key People	Mr. Simon Frei Mr. Christian Nauer
Year of Establishment	2009
Number of Employees	20
Fund Names	
Capital Under Management	
Number of Portfolio Companies	
Examples of Portfolio Companies	

Investment Preferences

Size of Investment	
Investment Stages	Start-up Capital
Industrial Sectors	All
Geographical Focus	Switzerland
Type of Financing	Equity Financing

Short Company Profile

With our senior financial management team we help you to quickly bridge a temporary vacancy or to equip a project with the necessary financial expertise. Financial Interim Management: We will temporarily become part of your team, bridging management gaps for you and eliminating bottlenecks in your financial organisation. Finance & Controlling Consulting: We take over, manage and support you in complex finance projects related to the CFO's range of duties. CFO on Demand: We assist start-up companies with all the financial skills necessary to successfully implement their growth strategies. Digital Finance: We support companies in the manufacturing industry in the digitalization of their financial systems and are the organizer of the FS Digital Executive Forum (www.digitalexecutiveforum.ch).

Contact Information

Address	Hönggerstrasse 39 8037 Zürich
Telephone No	+41 43 960 08 66
E-mail Address	info@gehweg.ch
Website	www.gehweg.ch

Company Information

Key People	Mr. Chris John Glaser Ms. Barbara May Glaser
Year of Establishment	2010
Number of Employees	6
Fund Names	
Capital Under Management	
Number of Portfolio Companies	
Examples of Portfolio Companies	

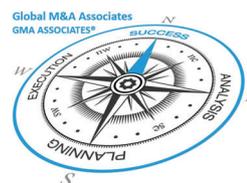
Investment Preferences

Size of Investment	
Investment Stages	Buyout - Buyin, Early-Stage, Expansion - Development Capital, Seed Capital, Start-up Capital
Industrial Sectors	Construction - Building Products, Consumer Related, Environment, Finance - Insurance - Real Estate, Food - Beverages, Internet Technology, Medical - Life Sciences - Health Related
Geographical Focus	Europe, North America, Scandinavia, Switzerland, Western Europe
Type of Financing	Equity Financing

Short Company Profile

Family Office Services including investment advisory with focus on life-science, healthcare, consumer goods and nutrition. Specialized in small cap financing as well as classic M&A transaction and succession plannings.

Global M&A Associates GmbH



Contact Information

Address	Geibelstrasse 35 8037 Zürich
Telephone No	+41 43 810 25 55
E-mail Address	info@gma-associates.com
Website	www.gma-associates.com

Company Information

Key People	Mr. Marc Wallach Dr. Thomas W. Schrepfer
Year of Establishment	2017
Number of Employees	2
Fund Names	
Capital Under Management	
Number of Portfolio Companies	
Examples of Portfolio Companies	

Investment Preferences

Size of Investment	
Investment Stages	Buyout - Buyin, Delisting, Expansion - Development Capital, Privatisation, Replacement Capital, Turnaround - Restructuring
Industrial Sectors	Biotechnology, Computer Related, Construction - Building Products, Consumer Related, Electronics, Energy, Environment, Finance - Insurance - Real Estate, Industrial Automation, Industrial Products and Services, Manufacturing, Medical - Life Sciences - Health Related
Geographical Focus	Asia, Europe, North America, Switzerland
Type of Financing	Equity Financing, Loans, Majority Equity, Minority Equity

Short Company Profile

Global M&A Associates Ltd. is a Zurich-based service boutique specializing in corporate sales, acquisitions and growth strategies.

Contact Information

Address	Badenerstrasse 47 8004 Zürich
Telephone No	+41 44 541 18 01
E-mail Address	beat.fruehauf@goldingcapital.com
Website	www.goldingcapital.com

Company Information

Key People	Mr. Beat Frühauf Mr. Hubertus Theile-Ochel
Year of Establishment	2000
Number of Employees	200+
Fund Names	
Capital Under Management	CHF 14bn
Number of Portfolio Companies	
Examples of Portfolio Companies	

Investment Preferences

Size of Investment	
Investment Stages	Buyout - Buyin
Industrial Sectors	All
Geographical Focus	All
Type of Financing	All

Short Company Profile

Golding Capital Partners GmbH is one of Europe's leading independent asset managers for alternative investments, focusing on the asset classes infrastructure, private debt, private equity and impact. With a team of over 200+ professionals at its offices in Munich, Luxembourg, Zurich, Mailand and Tokyo, Golding Capital Partners helps institutional and professional investors to develop their investment strategy and manages more than €14 billion in assets. Its more than 250 investors include pension funds, insurance companies, foundations, family offices and ecclesiastical institutions, as well as banks, savings banks and cooperative banks. Golding became a signatory of the United Nations Principles for Responsible Investment (UNPRI) in 2013.

Contact Information

Address	Claridenstrasse 35 8027 Zürich
Telephone No	+41 43 960 71 40
E-mail Address	
Website	www.grantthornton.ch

Company Information

Key People	Mr. Fabian Kunz
Year of Establishment	
Number of Employees	220 (Switzerland & Liechtenstein)
Fund Names	
Capital Under Management	
Number of Portfolio Companies	
Examples of Portfolio Companies	

Investment Preferences

Size of Investment	
Investment Stages	All
Industrial Sectors	All
Geographical Focus	All
Type of Financing	All

Short Company Profile

Grant Thornton International Ltd is one of the world's leading networks of independent audit, tax and advisory firms with USD 7.5bn in revenues. Grant Thornton's network currently has around 73,000 employees in more than 150 countries. With branches in Zurich, Schaan, Geneva, and Buchs and around 220 employees, Grant Thornton Switzerland/Liechtenstein is a growing audit, tax, accounting and advisory firm. The company is partner owned and led. Grant Thornton Deal Advisory offers Corporate Finance (M&A Lead Advisory, MBO, MBI and Equity/Debt Financing), Transaction Support (Buy and Sell-side Due Diligence including Vendor Due Diligence), Valuation Services (Valuations, Fairness Opinions and Business Modelling Services) and Post-Merger/Acquisition Support. GT offer also Capital Market Transaction Advisory and related Audit Services. Our Services are provided to corporate clients in various Industries, the Financial Services Sector, the Private Equity Community and to Family Offices.

Contact Information

Address	Seefeldstrasse 281 8008 Zürich
Telephone No	+41 43 222 62 10
E-mail Address	info@gcf.swiss
Website	www.gcf.swiss

Company Information

Key People	Dr. Alexander Gut Mr. Daniel Dolz
Year of Establishment	2007
Number of Employees	7
Fund Names	
Capital Under Management	
Number of Portfolio Companies	
Examples of Portfolio Companies	

Investment Preferences

Size of Investment
Investment Stages
Industrial Sectors
Geographical Focus
Type of Financing

Short Company Profile

Corporate finance advisory covering the following areas: M&A, Finance, Valuations, Restructuring.

Contact Information

Address	Genferstrasse 6 8002 Zürich
Telephone No	+41 79 500 37 21
E-mail Address	
Website	www.hamiltonlane.com

Company Information

Key People	Mr. Rainer Kobler Mr. Ralph Aerni
Year of Establishment	1991
Number of Employees	>680 globally / 7 in Zürich, Switzerland
Fund Names	
Capital Under Management	>USD 900bn Assets under Management & Supervision
Number of Portfolio Companies	
Examples of Portfolio Companies	

Investment Preferences

Size of Investment	
Investment Stages	Buyout - Buyin
Industrial Sectors	All
Geographical Focus	All
Type of Financing	All

Short Company Profile

With over USD 900 billion in assets under management & supervision, Hamilton Lane is a leading global private markets investment firm. The listed company (NASDAQ: HLNE) specializes in innovative investment solutions, offering institutional and private wealth investors around the world access to the private markets. Hamilton Lane was established in 1991 in Philadelphia and today employs more than 680 professionals across 23 locations around the world. Hamilton Lane's core business is building and executing investment programs that provide its global client base with unique and differentiated access to the full spectrum of private markets strategies, sectors and geographies. For more information, please visit www.hamiltonlane.com.

Contact Information

Address	Bundesplatz 1 6300 Zug
Telephone No	+41 43 888 71 71
E-mail Address	info@hbmpartners.com
Website	www.hbmpartners.com

Company Information

Key People	Dr. Andreas Wicki Dr. Matthias Fehr
Year of Establishment	2001
Number of Employees	25
Fund Names	HBM Healthcare Investments, HBM BioCapital I+II, public-equity funds
Capital Under Management	USD 2.4bn
Number of Portfolio Companies	60-100
Examples of Portfolio Companies	Advanced Accelerator Applications (exited), Armo BioSciences (exited), Cathay Industrial Biotech, ConnectRN, Dren Bio, Ellipse Technologies (exited), Harmony BioSciences, Neurelis, Numab Therapeutics, SpringWorks Therapeutics, Upstream Bio

Investment Preferences

Size of Investment	USD 5-40m
Investment Stages	All
Industrial Sectors	Biotechnology, Medical - Life Sciences - Health Related
Geographical Focus	Asia, India, United States of America, Western Europe
Type of Financing	Equity Financing

Short Company Profile

HBM Partners is a globally active and independent healthcare-focused investment advisor with over USD 2.4 billion in assets under management. HBM focuses on development-stage, growth and buy-out financings of private companies as well as investments in public companies. Core target sectors are pharma & biotech, medical devices, diagnostics and related areas. HBM Partners advises HBM Healthcare Investments, HBM BioCapital I & II and further public-equity funds.

Contact Information

Address	Hohlstrasse 614 8048 Zürich
Telephone No	+41 44 743 84 44
E-mail Address	info-hba@helbling.ch
Website	www.helbling.ch

Company Information

Key People	Mr. Malte Jantz Mr. Markus Bienhold
Year of Establishment	1993
Number of Employees	50
Fund Names	
Capital Under Management	
Number of Portfolio Companies	
Examples of Portfolio Companies	

Investment Preferences

Size of Investment	
Investment Stages	None
Industrial Sectors	Biotechnology, Chemical - Materials, Computer Related, Construction - Building Products, Consumer Related, Electronics, Energy, Environment, Food - Beverages, Industrial Automation, Industrial Products and Services, Internet Technology, Manufacturing, Medical - Life Sciences
Geographical Focus	Europe
Type of Financing	None

Short Company Profile

Helbling Business Advisors is part of the Helbling group with over 500 professionals in Switzerland, Germany, USA and China. We provide our clients with professional advisory services in the areas of Mergers & Acquisitions and Corporate Finance. Our offices are located in Zurich, Dusseldorf, Munich and Stuttgart. Helbling Business Advisors is part of Corporate Finance International (www.thecfigroup.com), a leading international group of M&A investment banking boutiques for midmarket transactions.

Contact Information

Address	Zürichstrasse 130 8600 Dübendorf
Telephone No	
E-mail Address	ralf.molitor@helsana.ch
Website	www.helsana.ch/en/healthinvest

Company Information

Key People	Dr. Ralf Molitor Mr Dietrich Aumann
Year of Establishment	2020
Number of Employees	4
Fund Names	
Capital Under Management	CHF 100m
Number of Portfolio Companies	7
Examples of Portfolio Companies	eTherapists (Humanoo), kenbi, Hedera Dx

Investment Preferences

Size of Investment	
Investment Stages	Early-Stage, Expansion - Development Capital, Start-up Capital
Industrial Sectors	Finance - Insurance, Health Related
Geographical Focus	Europe
Type of Financing	Equity Financing, Minority Equity

Short Company Profile

Helsana HealthInvest AG invests in start-ups and venture funds located in Europe. Our investment activity focuses on companies in Digital Health with validated & certified products that are ready to scale out-of or in-to Switzerland. Besides the financial investment, we bring our extensive know-how as well as access to relevant players in the Swiss healthcare system into the partnership. This is our way of contributing to higher quality of care and increasing efficiency in the healthcare system.

Helvetische Bank AG



Contact Information

Address	Seefeldstrasse 215 8008 Zürich
Telephone No	+41 44 204 56 19
E-mail Address	corporatefinance@helvetischebank.ch
Website	www.helvetischebank.ch

Company Information

Key People	Dr. Rolf Weilenmann Mr. Martin Spiess
Year of Establishment	2010
Number of Employees	40
Fund Names	
Capital Under Management	
Number of Portfolio Companies	
Examples of Portfolio Companies	

Investment Preferences

Size of Investment	
Investment Stages	Buyout - Buyin, Expansion - Development Capital, Replacement Capital
Industrial Sectors	All
Geographical Focus	Austria, France, Germany, Italy, Switzerland
Type of Financing	Equity Financing, Loans, Mezzanine, Senior Debt

Short Company Profile

Helvetische Bank AG is an independent bank, offering services in the areas of corporate finance, investment advisory services, asset management and research. In corporate finance, the services of Helvetische Bank focus on medium-sized listed and non-listed companies in Switzerland and neighbouring countries. The competent team covers a broad range of services, including equity, debt, M&A and other corporate finance services such as employee participation plans and is market leader in smaller bond issues listed on SIX Swiss Exchange.

Contact Information

Address	Münzgasse 6 6003 Luzern
Telephone No	-
E-mail Address	mail@hitzpartner.ch
Website	www.hitzpartner.ch

Company Information

Key People	Mr. Cédric Diego Vollmar
Year of Establishment	2003
Number of Employees	<10
Fund Names	
Capital Under Management	
Number of Portfolio Companies	
Examples of Portfolio Companies	

Investment Preferences

Size of Investment	
Investment Stages	All
Industrial Sectors	All
Geographical Focus	Worldwide
Type of Financing	

Short Company Profile

Hitz & Partner Corporate Finance AG (HPCF) is an independent Corporate Finance, M&A and Tax advisory firm, offering comprehensive and competent advice in all phases of a corporate transaction. Focused on your needs, we assist you in your succession planning, in a management buy-out (MBO) or management buy-in (MBI), a merger or a corporate restructuring. Our team consists of experienced consultants who possess an extensive international network as well as a proven transaction and industry know-how.

Contact Information

Address	Lautengartenstrasse 14 4052 Basel
Telephone No	+41 61 485 93 00
E-mail Address	info@hoffmann-partner.com
Website	http://hoffmann-partner.com/

Company Information

Key People	Dr. Urs Breitenstein Ms. Claudia Halasz
Year of Establishment	2011
Number of Employees	19
Fund Names	
Capital Under Management	
Number of Portfolio Companies	
Examples of Portfolio Companies	

Investment Preferences

Size of Investment	
Investment Stages	
Industrial Sectors	All, Biotechnology, Chemical - Materials, Construction - Building Products, Manufacturing, Medical - Life Sciences - Health Related, Transportation
Geographical Focus	All, Austria, Europe, Germany, Switzerland
Type of Financing	

Short Company Profile

Hoffmann & Partner is a leading independent professional services company based in Switzerland, offering a unique, integrated services model in the complex and specialist areas of corporate finance ("M&A", financing, valuation) and CFO-Services.



Contact Information

Address	Klausstrasse 4 8008 Zürich
Telephone No	+41 43 499 43 43
E-mail Address	
Website	www.hl.com

Company Information

Key People	Mr. Alexander Grünwald Mr. Thomas Egli
Year of Establishment	1986
Number of Employees	Switzerland: 35 / Europe: 200 / Global: > 500
Fund Names	
Capital Under Management	
Number of Portfolio Companies	
Examples of Portfolio Companies	

Investment Preferences

Size of Investment	
Investment Stages	All
Industrial Sectors	Industrial Automation, Industrial Products and Services, Internet Technology, Manufacturing, Services, Telecommunications, Communications other, Transportation
Geographical Focus	Asia, Europe, United States of America
Type of Financing	All

Short Company Profile

Houlihan Lokey (NYSE:HLI) is a global investment bank with expertise in mergers and acquisitions, capital markets, financial restructuring, and valuation. The firm serves corporations, institutions, and governments worldwide with offices in the United States, Europe, the Middle East, and the Asia Pacific region. Independent advice and intellectual rigor are hallmarks of the firm's commitment to client success across its advisory services. Houlihan Lokey is the No. 1 investment bank for all global M&A transactions, the No. 1 M&A advisor for the past seven consecutive years in the U.S., the No. 1 global restructuring advisor for the past eight consecutive years, and the No. 1 global M&A fairness opinion advisor over the past 20 years, all based on number of transactions and according to data provided by Refinitiv.

Contact Information

Address	Gessnerallee 28 8001 Zürich
Telephone No	+41 43 443 78 41, +41 43 443 78 43
E-mail Address	InvestorRelationsCH@ifminvestors.com
Website	www.ifminvestors.com

Company Information

Key People	Ms. Anna Demarmels Mr. Damian Hotz
Year of Establishment	1994
Number of Employees	
Fund Names	
Capital Under Management	CHF 124bn
Number of Portfolio Companies	
Examples of Portfolio Companies	

Investment Preferences

Size of Investment	
Investment Stages	
Industrial Sectors	
Geographical Focus	Australia, Europe, North America
Type of Financing	All

Short Company Profile

IFM Investors was established by a group of pension funds 30 years ago to protect, invest and grow the long-term retirement savings of their members. In Europe, we focus on infrastructure investment, both equity and debt. Aligned with the objectives of our founders, we prioritise the interests of our investors by focusing on investments that seek to deliver strong net returns over the long term. To us, investing for the long term means addressing climate change risk, ensuring constructive labour relations, building diverse and inclusive workplaces and meeting the expectations of the communities where we invest. With offices located in London, Zurich, Amsterdam, Berlin, New York, Hong Kong, Seoul, Tokyo, Sydney, Melbourne, Milan and Houston, we invest on behalf of more than 680 like-minded institutions, who entrust us with the retirement savings of more than 110 million working people worldwide. IFM is a responsible investor and has been a signatory to the United Nations supported Principles for Responsible Investment since 2008.

ImVen Holding AG



Contact Information

Address	Dammstrasse 19 6300 Zug
Telephone No	
E-mail Address	info@imven.com
Website	www.imven.com

Company Information

Key People	Mr. Gonpo Tsering Ms. Seraina Jenny-Tsering
Year of Establishment	
Number of Employees	
Fund Names	
Capital Under Management	
Number of Portfolio Companies	
Examples of Portfolio Companies	

Investment Preferences

Size of Investment	
Investment Stages	All
Industrial Sectors	All
Geographical Focus	All
Type of Financing	Equity Financing

Short Company Profile

Contact Information

Address	Grafenaustrasse 7 6300 Zug
Telephone No	+41 41 729 01 01
E-mail Address	info@invision.ch
Website	www.invision.ch

Company Information

Key People	Mr. Frank Becker Mr. Martin Staub
Year of Establishment	1997
Number of Employees	26
Fund Names	Invision I - VII
Capital Under Management	EUR 1bn
Number of Portfolio Companies	18
Examples of Portfolio Companies	Schneider Transport, Parkresort Rheinfelden, Laboratorium Dr. Deppe, NicLen, ABC Design, Ledlenser, KADI, Vista Alpina, Reisenthel, Planet Sports, Cygna Labs, ROOF, Apfelkiste, Plumettaz, LipoClinic, Reichelt Elektronik, Careanesth, NonStop Gym

Investment Preferences

Size of Investment	EUR 20-60m
Investment Stages	Buyout - Buyin, Replacement Capital
Industrial Sectors	All
Geographical Focus	Austria, Europe, Germany, Switzerland
Type of Financing	Equity Financing

Short Company Profile

Invision is a leading Swiss and German investment company focusing on small and medium-sized businesses across Europe, particularly in the DACH region. Since 1997, Invision has invested in more than 60 businesses, helping companies realize their growth potential and positioning them for long-term success. We offer tailor-made financing and succession solutions to companies and entrepreneurs. We strive to further develop these businesses by putting our investment know-how, personal network and operational expertise actively to work.

Contact Information

Address	Rue François-Bellot 2 1206 Geneva
Telephone No	+41 22 716 96 96
E-mail Address	
Website	www.jacquemoudstanislas.ch

Company Information

Key People	Ms. Aurélie Guex-Crosier
Year of Establishment	
Number of Employees	20
Fund Names	
Capital Under Management	
Number of Portfolio Companies	
Examples of Portfolio Companies	

Investment Preferences

Size of Investment
Investment Stages
Industrial Sectors
Geographical Focus
Type of Financing

Short Company Profile

As one of the oldest law firms in Geneva – over 75 years in business – we have a long history of providing legal services. Our philosophy is to focus on providing services where we believe we have an edge because of our experience and knowledge. Our clients appreciate the informal and direct access they have to our partners, which makes the size of our law firm an advantage over larger law firms. We have been able to continue to serve well-established national and international clients for whom these qualities are more important than the size of the firm. The firm is in particular active in the field of banking and finance, corporate, mergers and acquisitions, digital assets, insolvency and restructuring, private equity and venture capital.

Contact Information

Address	Route du Bout du Monde 17 1206 Geneva
Telephone No	+41 79 262 93 41
E-mail Address	
Website	www.katalysen.com

Company Information

Key People	Mr. Heiner Weber
Year of Establishment	2015
Number of Employees	11
Fund Names	
Capital Under Management	
Number of Portfolio Companies	25
Examples of Portfolio Companies	Payer, InvitePeople, Näktergal

Investment Preferences

Size of Investment	0.02-0.2m Euro
Investment Stages	Early-Stage, Seed Capital, Start-up Capital
Industrial Sectors	Finance - Insurance - Real Estate, Medical - Life Sciences - Health Related, Telecommunications
Geographical Focus	Sweden, Switzerland
Type of Financing	Equity Financing, Loans, Majority Equity, Minority Equity

Short Company Profile

As a Swedish-Swiss venture developer, headquartered in Stockholm and with a subsidiary in Geneva, Katalysen has a core mission: To help young ventures solve problems, reach milestones, and ultimately grow stronger. Katalysen relies on its own skills and experience and that amassed within our network to successfully pursue this mission, allowing our clients to focus on that which they do best. The strength of Katalysen's model lies in the combination of being a venture developer while also orchestrating an invaluable network. This network encapsulates the demand, capital, ideas, entrepreneurial energy, experience, and vast know-how of a global tribe of venture builders such as entrepreneurs, investors, and academic institutions including EPFL. It is this network combined with Katalysen's own expertise that forms our tried-and-trusted backbone for assisting clients.

Contact Information

Address	Stadelhoferstrasse 22 8001 Zürich
Telephone No	+41 44 333 62 23
E-mail Address	
Website	www.keplercheuvreux.com

Company Information

Key People	Mr. Stefan Wyler
------------	------------------

Year of Establishment	
-----------------------	--

Number of Employees	600
---------------------	-----

Fund Names	
------------	--

Capital Under Management	
--------------------------	--

Number of Portfolio Companies	
-------------------------------	--

Examples of Portfolio Companies	
---------------------------------	--

Investment Preferences

Size of Investment	
--------------------	--

Investment Stages	All
-------------------	-----

Industrial Sectors	All
--------------------	-----

Geographical Focus	Europe
--------------------	--------

Type of Financing	All
-------------------	-----

Short Company Profile

Kepler Cheuvreux is a leading independent European financial services company that specialises in Research, Execution, Fixed Income and Credit, Structured Solutions, Corporate Finance and Asset Management.

Kinled Holding Ltd.

The logo for Kinled, consisting of the word "kinled" in a lowercase, sans-serif font, enclosed within a thin black rectangular border.

Contact Information

Address	19-27 Wyndham Street, Room 902 Wilson House Central Hong Kong
Telephone No	+41 79 308 56 68
E-mail Address	associate@kinled.com
Website	http://kinled.com/

Company Information

Key People	Mr. Patrick Aisher Mr. Thomas de Camborne Lucy
Year of Establishment	1980
Number of Employees	7
Fund Names	
Capital Under Management	
Number of Portfolio Companies	40
Examples of Portfolio Companies	System 1 Biosciences, Aleva Neurotherapeutics, Evelique Iproteos, Medical Human Factors, Oxford Biotherapeutics, Omicx, Peerbridge Health, Spiral Therapeutics, Sidtribution Finance Capital, Oxygen Finance, Satago Financial Solutions, TruFin, Zopa

Investment Preferences

Size of Investment	CHF 0.25-5m
Investment Stages	Early-Stage
Industrial Sectors	Biotechnology, Internet Technology, Medical - Life Sciences - Health Related
Geographical Focus	Austria, Switzerland, United Kingdom, United States of America
Type of Financing	Equity Financing, Senior Debt

Short Company Profile

Contact Information

Address	Badenerstrasse 172 8036 Zürich
Telephone No	+41 58 249 42 04
E-mail Address	
Website	www.kpmg.ch

Company Information

Key People	Mr. Timo Knak Mr. Tobias Valk
------------	----------------------------------

Year of Establishment
Number of Employees
Fund Names
Capital Under Management
Number of Portfolio Companies
Examples of Portfolio Companies

Investment Preferences

Size of Investment
Investment Stages
Industrial Sectors
Geographical Focus
Type of Financing

Short Company Profile

Corporate Finance & Real Estate (M&A lead advisory, Capital Markets advisory, Financial modelling, Valuations), Transaction Services & Strategy (Financial due diligence, Buyer and vendor due diligence, Strategic and commercial due diligence, Carve-out advisory, PMI), Legal and Tax Advisory (Due diligence, Transaction structuring, Legal documentation), Corporate Restructuring (Operational and financial restructuring), Audit (Audit services, Fund performance audit services)

Contact Information

Address	Limmatquai 1 8001 Zürich
Telephone No	+41 44 515 00 20
E-mail Address	info@l1.digital
Website	www.l1d.com

Company Information

Key People	Mr. Ray Hindi Dr. Philipp Cottier
Year of Establishment	2018
Number of Employees	14
Fund Names	L1D Blockchain Venture SLP, L1D Blockchain Venture II SLP, Layer1 Multi Manager
Capital Under Management	USD 500m
Number of Portfolio Companies	
Examples of Portfolio Companies	Solana, Copper, Molecule

Investment Preferences

Size of Investment	USD 0.5-5m
Investment Stages	All
Industrial Sectors	All
Geographical Focus	All
Type of Financing	Equity Financing

Short Company Profile

L1 Digital is a Zurich-based fund manager focused on digital assets, specifically investment opportunities within the blockchain industry. The investment team sources crypto and blockchain investments globally through funds, co-investments and directs, diversifying across strategies, geographies and managers.

Lakestar Advisors

LAKE
STAR

Contact Information

Address	Bahnhofstrasse 18 8001 Zürich
Telephone No	
E-mail Address	ir@lakestar.com
Website	www.lakestar.com

Company Information

Key People	Dr. Klaus Hommels Ms. Ninja Struye de Swielande
Year of Establishment	2012
Number of Employees	>40
Fund Names	
Capital Under Management	>EUR 1bn
Number of Portfolio Companies	
Examples of Portfolio Companies	Revolut, Blockchain.com, GetYourGuide, sender, Eigen, Public.com, builder.ai, Uncapped, Yapily, Terra Quantum, IsarAerospace, accuRx, Rhino, Zebedee

Investment Preferences

Size of Investment	
Investment Stages	Early-Stage, Expansion - Development Capital, Start-up Capital
Industrial Sectors	Consumer Related, Finance - Insurance - Real Estate, Industrial Automation, Internet Technology, Services, Transportation
Geographical Focus	Europe, United States of America
Type of Financing	Equity Financing

Short Company Profile

Lakestar's mission is to find, fund and grow disruptive businesses that are enabled by technology and founded by exceptional entrepreneurs in Europe and beyond. Founded by Klaus Hommels, the team's early investments include Skype, Spotify, Facebook and Airbnb. Since raising its first fund in 2012, Lakestar manages around €2.0bn across four early stage funds and two growth funds. The team actively advises and supports portfolio companies in marketing, recruitment, technology, product development and regulatory insight, accompanying founders from seed to early stage, growth stage or exit. Lakestar currently has the privilege of holding investments in Revolut, Blockchain.com, GetYourGuide, Isar Aerospace, sender, Public.com, builder.ai, Uncapped, Yapily, Terra Quantum, accuRx, Rhino, ZEBEDEE and Hometogo to name a few. A long-standing champion for Europe's digital sovereignty, Lakestar has a presence in London, Berlin and Zurich with a team of around 45 talented individuals from 15 countries. Visit us on LinkedIn and our website www.lakestar.com.

Contact Information

Address	Baarerstrasse 14, 2nd floor 6300 Zug
Telephone No	
E-mail Address	info@landfair.com
Website	www.landfair.com

Company Information

Key People	Mr. Jonathan Fragodt Ms. Anna Gredenhoff
Year of Establishment	2020
Number of Employees	6
Fund Names	Landfair European Dislocated Opportunities
Capital Under Management	
Number of Portfolio Companies	
Examples of Portfolio Companies	

Investment Preferences

Size of Investment	
Investment Stages	Mezzanine - Bridge Finance, Replacement Capital, Turnaround - Restructuring
Industrial Sectors	Finance - Insurance - Real Estate
Geographical Focus	Western Europe
Type of Financing	Equity Financing, Loans, Majority Equity, Mezzanine, Senior Debt

Short Company Profile

Landfair is an independent investment firm that specializes in providing liquidity solutions in European real estate markets that are underserved by traditional sources of capital. The firm was founded in 2020 by an experienced management team. Landfair specialises in providing capital and liquidity through innovative and structured solutions in complex situations with a focus on multi-faceted transactions and high-quality assets with limited competition due to capital dislocation. Landfair maintains offices in Zug, Switzerland and London, UK.

LFPE S.A.



Contact Information

Address	Rue de Rive 1 1204 Geneve
Telephone No	+41 22 319 79 00
E-mail Address	contact@lfpesa.ch
Website	www.lfpi.com

Company Information

Key People	Mr. Marc Brugger
Year of Establishment	2006
Number of Employees	10
Fund Names	LFPE SCA, SICAR and others
Capital Under Management	over EUR 800m
Number of Portfolio Companies	over 300
Examples of Portfolio Companies	

Investment Preferences

Size of Investment	EUR 5-50m
Investment Stages	Buyout - Buyin, Mezzanine - Bridge Finance
Industrial Sectors	Chemical - Materials, Construction - Building Products, Consumer Related, Electronics, Energy, Environment, Food - Beverages, Industrial Automation, Industrial Products and Services, Manufacturing, Services, Telecommunications, Transportation
Geographical Focus	Austria, Belgium, Benelux, Canada, Continental Europe, Europe, Finland, Germany, Greece, Iceland, Ireland, Italy, Luxembourg, Netherlands, Norway, Poland, Portugal, Scandinavia, Spain, Sweden, Switzerland, United States of America
Type of Financing	Equity Financing, Majority Equity, Minority Equity, Mezzanine, Senior Debt

Short Company Profile

LFPE S.A. is an investment advisory company for dedicated investment vehicles which target small and midsize buy-out funds and direct investments in Europe. LFPE S.A. is part of the French LFPI Group, Paris.

LGT Capital Partners Ltd. LGT CAPITAL PARTNERS

Contact Information

Address	Schützenstrasse 6 8808 Pfäffikon
Telephone No	+41 58 261 80 00
E-mail Address	lgt.cp@lgtcp.com
Website	www.lgtcp.com

Company Information

Key People	Dr. Roberto Paganoni, Mr. Alex Borer, Mr. Maximilian Brönner, Mr. Pius Fritschi, Mr. Sascha Gruber, Mr. Stephan Kind, Mr. John Kossow, Dr. Hans Markvoort Mr. Daniel Rauti, Mr. Ivan Vercoutère, Mr. Werner von Baum, Mr. Ruud Wilders
Year of Establishment	1998
Number of Employees	over 800
Fund Names	Crown series of funds
Capital Under Management	over USD 100bn
Number of Portfolio Companies	
Examples of Portfolio Companies	

Investment Preferences

Size of Investment	USD 5-200m
Investment Stages	All
Industrial Sectors	All
Geographical Focus	All
Type of Financing	Equity financing, credit

Short Company Profile

LGT Capital Partners is leading global specialist in alternative investing with over USD 100 billion in assets under management and more than 700 institutional clients in 44 countries. An international team of over 800 professionals is responsible for managing a wide range of investment programs focusing on private markets, multi-alternatives and diversifying strategies, as well as sustainable and impact strategies. Headquartered in Pfaeffikon (SZ), Switzerland, the firm has offices in San Francisco, New York, Dublin, London, Paris, The Hague, Luxembourg, Frankfurt am Main, Vaduz, Dubai, Beijing, Hong Kong, Tokyo and Sydney.

Contact Information

Address	Dufourstrasse 43 8008 Zürich
Telephone No	+41 44 576 43 00
E-mail Address	objordal@lincolninternational.com
Website	www.lincolninternational.com

Company Information

Key People	Mr. Oyvind Bjordal Mr. Christoph-Sebastian Meier
Year of Establishment	2014
Number of Employees	18 Switzerland / 133 DACH / 342 Europe / 950+ Global
Fund Names	
Capital Under Management	
Number of Portfolio Companies	
Examples of Portfolio Companies	

Investment Preferences

Size of Investment	
Investment Stages	All
Industrial Sectors	All
Geographical Focus	All
Type of Financing	All

Short Company Profile

Lincoln International is a leading independent corporate finance advisory firm for private markets with over 900 employees in more than 20 offices globally. We offer integrated and comprehensive advisory services within Mergers & Acquisitions (M&A), Capital Raises, Private Funds and Valuation & Opinion for corporates, private equity as well as private individual clients. With its global reach and specialized sector groups, Lincoln International consistently ranks in top positions in relevant league tables. The Swiss team of Lincoln International in Zurich currently employs around 20 professionals.

Magnolia Services GmbH



Contact Information

Address	-
Telephone No	-
E-mail Address	-
Website	www.magnolia-services.ch

Company Information

Key People	Dr. Golo Fabricius
Year of Establishment	
Number of Employees	
Fund Names	
Capital Under Management	
Number of Portfolio Companies	
Examples of Portfolio Companies	

Investment Preferences

Size of Investment	
Investment Stages	Expansion - Development Capital, Turnaround - Restructuring
Industrial Sectors	Finance - Insurance - Real Estate, Medical - Life Sciences - Health Related
Geographical Focus	Austria, Germany, Switzerland
Type of Financing	Equity Financing

Short Company Profile

Magnolia Services is a boutique consultancy located in the Zurich area. We focus on M&A Post-Merger Integration, separation (carve-out), transformation or geographical expansion (new product launches in foreign markets).

Contact Information

Address	Herostrasse 12 8048 Zürich
Telephone No	+41 79 108 37 59
E-mail Address	matthias.kiener@mazars.ch
Website	www.mazars.ch

Company Information

Key People	Mr. Matthias Kiener
Year of Establishment	1975
Number of Employees	320+ (Switzerland), 42'000+ (globally)
Fund Names	
Capital Under Management	
Number of Portfolio Companies	
Examples of Portfolio Companies	

Investment Preferences

Size of Investment	
Investment Stages	All
Industrial Sectors	All
Geographical Focus	All
Type of Financing	All

Short Company Profile

Mazars Financial Advisory Services offers Corporate Finance (M&A Lead Advisory, MBO, MBI, Equity and Debt Financing), Transaction Support (buy and sell-side Due Diligence: Financial/Tax/IT/Pension), Post-Merger/Acquisition Support and Valuation Services (Business Valuations, Business Plan Modelling, Purchase Price Allocations and Fairness Opinions) as well as Capital Market Transaction Advisory/Audit. We are providing our services to various industries, including industrial goods and services, distribution & retail, media/IT, the public sector, banking and insurance.

Contact Information

Address	Tessinerplatz 5 8027 Zürich
Telephone No	+41 43 499 49 49
E-mail Address	
Website	www.mercer.com

Company Information

Key People	Mr. Martin Niederer Mr. Benjamin Baumann
Year of Establishment	1996
Number of Employees	30
Fund Names	Customized Institutional Investor Accounts & Dedicated Fund-of-Funds
Capital Under Management	USD 21bn
Number of Portfolio Companies	
Examples of Portfolio Companies	

Investment Preferences

Size of Investment	
Investment Stages	All
Industrial Sectors	All
Geographical Focus	All
Type of Financing	All

Short Company Profile

Mercer Alternatives AG, a global specialist for alternatives investments, offers customized and pooled alternative investment solutions. Mercer's flexibility to service its clients in a way that best fits their requirements is based on a modular service concept that reflects our heritage as a trusted advisor to our clients. With an operating history dating back over 25 years, Mercer Alternatives today oversees programs with an AUM of USD 21 billion, and provides customized solutions and advice on USD 171bn. 180 professionals operate out of 20 offices across Europe, North America and Asia-Pacific and are supported by the full global resources of Mercer Investments. Mercer's global alternatives platform provides efficient access to the most attractive investment opportunities worldwide in private equity, private debt, infrastructure, real estate, sustainable opportunities, and hedge funds. It also ensures state of the art portfolio management across primary investments, secondary transactions, and co-investments. Mercer's clients can rely on a leading, integrated global alternatives platform supported by superior systems, extensive market knowledge, deep and complimentary expertise, strong research capabilities, thorough due diligence processes and a very broad industry network.

Metellus AG



Contact Information

Address	Gartenstrasse 10 8002 Zürich
Telephone No	+41 43 538 71 44
E-mail Address	info@metellus.ch
Website	www.metellus.ch

Company Information

Key People	Mr. Michael Albisser Dr. Boris Battistini
Year of Establishment	2008
Number of Employees	7
Fund Names	
Capital Under Management	
Number of Portfolio Companies	
Examples of Portfolio Companies	

Investment Preferences

Size of Investment	
Investment Stages	
Industrial Sectors	Biotechnology, Chemical - Materials, Internet Technology, Medical - Life Sciences - Health Related, Telecommunications, Communications other
Geographical Focus	North America, Western Europe
Type of Financing	Equity Financing

Short Company Profile

Metellus is a private investment office based in Zurich and London, specialised in direct investments in technology and life sciences. Metellus takes an active ownership role to enhance value creation and is actively involved in the management of a diverse portfolio of investments in private equity and venture capital.

Contact Information

Address	Seidengasse 12 8001 Zürich
Telephone No	+41 44 229 86 44
E-mail Address	
Website	www.migrosbank.ch

Company Information

Key People	Mr. Olivier Häner Mr. Erich Fierz
Year of Establishment	1958
Number of Employees	1'620
Fund Names	
Capital Under Management	
Number of Portfolio Companies	
Examples of Portfolio Companies	

Investment Preferences

Size of Investment	
Investment Stages	Buyout - Buyin, Expansion - Development Capital, Replacement Capital, Turnaround - Restructuring
Industrial Sectors	All
Geographical Focus	Switzerland
Type of Financing	Loans, Senior Debt

Short Company Profile

Migros Bank operates with 70 branches in all cantons in Switzerland. Migros Bank is one of the largest mortgage lenders in Switzerland and is very active in retail and commercial banking.

Mill Reef Capital AG



Contact Information

Address	Dufourstrasse 90 8008 Zürich
Telephone No	+41 44 202 02 30
E-mail Address	info@millreefcap.com
Website	www.millreefcap.com

Company Information

Key People	Dr. Nico Taverna Mr. Gregor Hasler
Year of Establishment	2019
Number of Employees	10
Fund Names	Mill Reef Capital Fund SCS
Capital Under Management	> EUR 200m
Number of Portfolio Companies	
Examples of Portfolio Companies	

Investment Preferences

Size of Investment	
Investment Stages	All
Industrial Sectors	All
Geographical Focus	Western Europe
Type of Financing	Equity Financing

Short Company Profile

Mill Reef Capital is an experienced, highly specialised private equity investor. The firm offers bespoke investment solutions allowing clients to access high quality European private equity managers through primary and secondary investments.

Montana Capital Partners AG



Contact Information

Address	Oberneuhofstrasse 1 6340 Baar
Telephone No	+41 41 511 79 50
E-mail Address	info@mcp.eu
Website	www.mcp.eu

Company Information

Key People	Dr. Marco Wulff Mr. Christian Tanner
Year of Establishment	2011
Number of Employees	30
Fund Names	mcp ASP I, mcp ASP II, mcp OSP III, mcp OSP IV, mcp OSP V
Capital Under Management	EUR 2.7bn
Number of Portfolio Companies	> 1000
Examples of Portfolio Companies	

Investment Preferences

Size of Investment	EUR 1-150m
Investment Stages	All
Industrial Sectors	All
Geographical Focus	All
Type of Financing	All

Short Company Profile

Montana Capital Partners is a Swiss based investment boutique focusing on attractive niches of the secondary market as well as on high-quality asset management solutions. Montana Capital Partners AG, advisor to five of its secondary funds with a total volume of more than EUR 2.7 billion has closed each of the last five funds at the hard cap. The firm's investment strategy focuses on attractive niches of the secondary market with small transactions as well as on complex and innovative solutions. These transactions are often sourced directly from the seller, an approach that enables Montana Capital Partners to take the sellers' requirements into consideration and to customize solutions. mcp also provides high-quality advisory services for primary investments as well as risk management services and structured solutions. mcp has been active in advising its clients on primary fund investments over the last years as well as in providing risk management solutions to multi-billion international investors.

Montis Consulting AG



Contact Information

Address	Maienwies 6 8852 Altendorf
Telephone No	+41 44 786 18 18
E-mail Address	seca@montis.biz
Website	www.montis.ch

Company Information

Key People	Mr. Marco Minuz
Year of Establishment	2000
Number of Employees	1
Fund Names	
Capital Under Management	
Number of Portfolio Companies	
Examples of Portfolio Companies	

Investment Preferences

Size of Investment	
Investment Stages	All
Industrial Sectors	Construction - Building Products, Finance - Insurance - Real Estate, Other, Services
Geographical Focus	Austria, Germany, Switzerland
Type of Financing	All

Short Company Profile

Montis Consulting AG was established in 2000 and provides management consulting, financial consulting and legal advice services predominantly in the area of private equity and real estate in Switzerland, Germany and Austria. Montis liaises closely with its network partners to provide the full range of services as opportunity detection, transaction due diligence, deal structuring and execution as well as investment management to our domestic and international clients.

Contact Information

Address	Schlesische Straße 33/34 10997 Berlin
Telephone No	+49 172 583 22 17
E-mail Address	team@moonfare.com
Website	

Company Information

Key People	Mr. Khaled Agha
Year of Establishment	2016
Number of Employees	2
Fund Names	
Capital Under Management	USD 1.5 billion
Number of Portfolio Companies	
Examples of Portfolio Companies	

Investment Preferences

Size of Investment	
Investment Stages	Buyout - Buyin, Early-Stage
Industrial Sectors	Finance - Insurance - Real Estate, Internet Technology
Geographical Focus	Europe, Far East, Middle East, Switzerland, United Kingdom, United States of America
Type of Financing	

Short Company Profile

Moonfare is an innovative and award-winning digital wealth platform for accessing top-tier private equity funds. Our team of industry insiders helps investors achieve extraordinary results through careful fund curation and a seamless digital experience. Low commitments enable individuals to invest like institutions while an industry-first digital Secondary Market offers more flexibility and a path to liquidity. Signing up for a Moonfare account is easy and can be completed within minutes. Once qualified, investors can browse current and upcoming funds and find the right opportunity to achieve their goals. The process is secure and digital but with first-class personal service. With teams in Berlin, London and Hong Kong, Moonfare is trusted by thousands of investors worldwide and currently has over €1 billion in assets under management.

Mountain Labs AG



Contact Information

Address	Dorfstrasse 28 3778 Schönried
Telephone No	+41 79 308 56 68
E-mail Address	invest@mountainlabs.ch
Website	https://mountainlabs.ch/

Company Information

Key People	Mr. Thomas de Camborne Lucy
Year of Establishment	2021
Number of Employees	3
Fund Names	
Capital Under Management	
Number of Portfolio Companies	11
Examples of Portfolio Companies	Sonect, Native Waves, Bricksave, D2, Lopay OrderPay, Verve Ventures, Rebio, Nanoflex, Fluosphera, Linx4

Investment Preferences

Size of Investment	
Investment Stages	Early-Stage, Expansion - Development Capital, Seed Capital, Start-up Capital
Industrial Sectors	Biotechnology, Electronics, Energy, Environment, Finance - Insurance - Real Estate, Internet Technology, Medical - Life Sciences - Health Related, Services
Geographical Focus	Austria, Switzerland, United Kingdom, Worldwide
Type of Financing	Equity Financing, Loans, Majority Equity, Minority Equity

Short Company Profile

Mountain Labs is an early-stage incubator, direct investor, and corporate finance vehicle, supporting entrepreneurs and investors from day one through to exit.

Contact Information

Address	Rittergasse 35 4051 Basel
Telephone No	+41 61 551 02 50
E-mail Address	info@mtip.ch
Website	www.mtip.ch

Company Information

Key People	Dr. Christoph Kausch
Year of Establishment	2014
Number of Employees	> 10
Fund Names	MTIP Fund I, MTIP Fund II
Capital Under Management	
Number of Portfolio Companies	
Examples of Portfolio Companies	

Investment Preferences

Size of Investment	
Investment Stages	Expansion - Development Capital
Industrial Sectors	Medical - Life Sciences - Health Related
Geographical Focus	Europe, Switzerland, Worldwide
Type of Financing	Equity Financing

Short Company Profile

MTIP is a pan-European healthtech growth capital investor, based in Basel Switzerland. We invest in digital health and connected medical device companies, with offerings that provide clear health-related economic benefits. Our entrepreneurial investment team, which has complementary private equity skills and exceptional deal-making capabilities, actively works with our portfolio companies to boost growth. MTIP efficiently deploys capital to unlock value and generate attractive returns for our investors.

Contact Information

Address	Arnulfstraße 19 80335 München
Telephone No	+49 89 929 277 60
E-mail Address	
Website	www.mutares.de

Company Information

Key People	Mr. Robin Laik Mr. Mark Friedrich
Year of Establishment	2008
Number of Employees	
Fund Names	
Capital Under Management	> 4 Mrd.
Number of Portfolio Companies	29
Examples of Portfolio Companies	Terranor Group, Lapeyre, Donges Group, Amaneos, FerrAI United, Gläserne Molkerei, Efacec, NEM Group

Investment Preferences

Size of Investment	EUR 50-750m
Investment Stages	Turnaround - Restructuring
Industrial Sectors	Construction - Building Products, Consumer Related, Energy, Industrial Products and Services, Manufacturing, Services, Telecommunications, Transportation
Geographical Focus	All
Type of Financing	Equity Financing

Short Company Profile

Mutares erwirbt als börsennotierte Private-Equity-Holding mit Büros in München (HQ), Amsterdam, Frankfurt, Helsinki, London, Madrid, Mailand, Paris, Shanghai, Stockholm, Warschau und Wien mittelständische Unternehmen und Konzernteile in Umbruchsituationen, die ein deutliches operatives Verbesserungspotenzial aufweisen und nach einer Stabilisierung und Neupositionierung wieder veräußert werden. Mutares unterstützt und entwickelt dabei die Portfoliounternehmen aktiv mit eigenen Investment- und Operationsteams sowie durch strategische Add-on-Akquisitionen. Ziel ist es, mit Fokus auf nachhaltigem Wachstum der Portfoliounternehmen eine signifikante Wertsteigerung mit einer Rendite von 7 bis 10 Mal ROIC (Return on Invested Capital) auf die Gesamtinvestitionen zu erreichen. Mutares setzt stark auf eine nachhaltige Dividendenpolitik, die aus einer Basisdividende und einer exit-abhängigen Performance-Dividende besteht. Die Aktien der Mutares SE & Co. KGaA werden an der Frankfurter Wertpapierbörse unter dem Kürzel „MUX“ (ISIN: DE000A2NB650) gehandelt und gehören dem Auswahlindex SDAX an. Ca. 36% der Aktien befinden sich im Besitz von Management und Aufsichtsrat, die somit signifikant in den Wertschöpfungsprozess involviert sind.

Contact Information

Address	Tödistrasse 5 8002 Zürich
Telephone No	+41 44 218 14 14
E-mail Address	distributionswitzerland@muzinich.com
Website	www.muzinich.com

Company Information

Key People	Mr. Hans Valer Mr. Adrian Schmitz
Year of Establishment	
Number of Employees	11
Fund Names	
Capital Under Management	
Number of Portfolio Companies	
Examples of Portfolio Companies	

Investment Preferences

Size of Investment	
Investment Stages	All
Industrial Sectors	All
Geographical Focus	All
Type of Financing	All

Short Company Profile

Muzinich & Co. is a privately-owned, institutionally-focused investment firm specializing in public and private corporate credit. Our established track record stretches back over 30 years, highlighting our ability to deliver what we believe to be superior risk-adjusted returns in a variety of market conditions with no style drift. The Firm was founded in New York in 1988 by George Muzinich. It has 14 offices in the US, Europe and Asia. In Switzerland we have a local presence in Geneva and Zurich. Muzinich offers a broad range of corporate credit solutions across both developed and emerging markets and manages over US\$39.6bn in assets. It has over 225 employees of which 102 are investment professionals. Our dedicated investment teams in the US, Europe and Asia, in both private and public debt, combine a global perspective with local knowledge.

Nachfolgepartner AG



Contact Information

Address	Bahnhofstrasse 63 8001 Zürich
Telephone No	+41 44 552 84 40
E-mail Address	info@nachfolgepartner.ch
Website	www.nachfolgepartner.ch

Company Information

Key People	Mr. Alex Brennwald Mr. Fabian Gerschwiler
Year of Establishment	2020
Number of Employees	5
Fund Names	Deal by Deal
Capital Under Management	CHF 100m
Number of Portfolio Companies	2
Examples of Portfolio Companies	Chrommedia, iPet.ch

Investment Preferences

Size of Investment	CHF 10 - 75m
Investment Stages	Buyout - Buyin, Delisting, Expansion - Development Capital, Privatisation
Industrial Sectors	All
Geographical Focus	Austria, Germany, Switzerland
Type of Financing	Equity Financing

Short Company Profile

Nachfolgepartner AG secures the succession of family businesses and medium sized enterprises together with our fellow entrepreneurs and management. With our unrestricted time horizon we are truly entrepreneurial and we professionally partner with strong companies - for decades. We respect the past, embrace the present and are passionate about the future.

Contact Information

Address	Dreikönigstrasse 7 8002 Zürich
Telephone No	+41 44 219 77 50
E-mail Address	info-switzerland@nb.com
Website	www.nb.com

Company Information

Key People	Mr. Fabio Castrovillari Ms. Michelle De Piante
Year of Establishment	1987 Private Equity / 1939 Neuberger Berman
Number of Employees	310+ Private Equity professionals; 2'826 NB
Fund Names	Private Investment Portfolios, Secondaries, Co-Investments, Private Credit, Consumer Brand Licensing, Italian Direct Investments, Healthcare Credit, Custom Separate Accounts
Capital Under Management	over USD 110bn (since inception through December 2023) for Private Equity; over USD 460bn for Neuberger Berman (as of December 2023)
Number of Portfolio Companies	LP in over 745 active private equity funds, over 460 direct equity and credit investments (as of Sept 2023)
Examples of Portfolio Companies	

Investment Preferences

Size of Investment	
Investment Stages	All
Industrial Sectors	All
Geographical Focus	Worldwide
Type of Financing	All

Short Company Profile

Neuberger Berman Private Equity is a leading global private equity investor with over 35 years of experience and has managed over \$110 billion of commitments since inception through December 2023 across (i) private equity fund investments in the primary and secondary markets, (ii) direct equity co-investments and debt investments in private equity owned companies and (iii) a number of specialty strategies including brand royalties, Italian direct investments and healthcare credit investments. Its dedicated team of over 310 private equity professionals has a global presence with offices in the U.S., Europe and Asia. For more information, please visit our website at www.nb.com.

Neventa Capital SA



Contact Information

Address	Rue Dr Alfred-Vincent 5 1201 Geneva
Telephone No	+41 22 731 00 66
E-mail Address	info@neventa.com
Website	www.neventa.com

Company Information

Key People	Mr. Wissam Mansour Mr. Thomas Baden
Year of Establishment	
Number of Employees	8
Fund Names	
Capital Under Management	
Number of Portfolio Companies	
Examples of Portfolio Companies	

Investment Preferences

Size of Investment	> EUR 1m
Investment Stages	Expansion - Development Capital
Industrial Sectors	Computer Related, Consumer Related, Electronics, Finance - Insurance - Real Estate, Internet Technology, Services, Telecommunications, Communications other
Geographical Focus	Asia, Europe, North America
Type of Financing	Equity Financing

Short Company Profile

Neventa Capital is a specialised Growth Capital firm based in Geneva, Switzerland, investing in high-growth companies leading the digital transformation of their respective industries. We partner with excellent management teams globally, who would like to scale their already established businesses to the next level. Neventa considers investing from Series B financing rounds onwards and usually co-invests alongside other reputable investors. During the holding period, we work on various value creation initiatives with the management teams of our portfolio companies which are leading companies in their respective markets

Contact Information

Address	Bahnhofstrasse 10 8001 Zürich
Telephone No	+41 44 280 05 80
E-mail Address	office@nordstein.ch
Website	www.nordstein.ch

Company Information

Key People	Mr. Thomas Horvat
Year of Establishment	2016
Number of Employees	8
Fund Names	
Capital Under Management	
Number of Portfolio Companies	5
Examples of Portfolio Companies	Securecell AG, Topadur Pharma AG, Cutiss AG, Exploris Health AG, Vinivia AG

Investment Preferences

Size of Investment	
Investment Stages	Early-Stage, Expansion - Development Capital, Seed Capital, Start-up Capital
Industrial Sectors	Biotechnology, Industrial Automation, Internet Technology, Medical - Life Sciences - Health Related
Geographical Focus	Europe
Type of Financing	Equity Financing

Short Company Profile

As a professional private equity investment broker & advisor in corporate finance matters, we're committed to achieving optimal value creation for investors as well as for companies in need of capital since 2017. In an expert and objective fashion, Nordstein AG can clarify all your questions concerning the merits, risks and target orientation of companies seeking capital. Taking into account a particular investor's personal risk propensity and capacity, we broker company shares primarily in attractive mid-stage ventures. Our business activities in the field of private equity investment brokerage and corporate finance consulting require not just professionalism and expertise, but also a high degree of conscientiousness and discretion. These are precisely the high standards we set for each and every one of our employees. We thus provide our financial services with a team of qualified and committed employees who are there for you at all times.

Contact Information

Address	Via Cantonale 1 6900 Lugano
Telephone No	+41 91 924 24 00
E-mail Address	mail@onelife.ch
Website	www.onelife.ch

Company Information

Key People	Dr. Enrico Braglia
Year of Establishment	2007
Number of Employees	5
Fund Names	ONELIFE FUND, ONELIFE AG
Capital Under Management	USD 100m
Number of Portfolio Companies	
Examples of Portfolio Companies	

Investment Preferences

Size of Investment	up to CHF 10m
Investment Stages	Buyout - Buyin, Delisting, Early-Stage, Expansion - Development Capital, Privatisation, Start-up Capital, Turnaround - Restructuring
Industrial Sectors	Biotechnology, Chemical - Materials, Computer Related, Electronics, Energy, Environment, Internet Technology, Medical - Life Sciences - Health Related, Telecommunications, Communications other
Geographical Focus	Europe, Switzerland, United States of America
Type of Financing	Equity Financing, Majority Equity, Minority Equity

Short Company Profile

Onelife pursues a new approach to Life Science and is becoming a recognized thought leader in the field of conjugating profit and sustainable growth for its clients, investors and partners. Onelife wants to make a real contribution to the manifold challenges in the Life Science sector capitalizing on its unique industry insights and expertise in three distinct areas: ONELIFE Fund (UCITS) is an ethical Life Science sector fund focusing on Life Science. The Fund benefits from Onelife unique view and expertise regarding science, demographic changes and in-depth knowledge of the industry. ADVISORY Onelife virtual network and sound experience in the Life Science sector provides clients such as financial institutions, Life Science companies and family offices with advices for improving evaluation and complex handling of pharmaceutical and biotechnology projects, bio-finance data or sophisticated cost controlling and investment decision processes. LICENSES Onelife supports investors and companies in strategic ventures including in/out license of Life Science projects, acquisition of new technologies and M&As.

Contact Information

Address	Zugerstrasse 8a 6340 Baar
Telephone No	+41 43 344 38 00
E-mail Address	info@paprico.ch
Website	www.paprico.ch

Company Information

Key People	Mr. Peter Letter Mr. Marco Fantelli
Year of Establishment	2012
Number of Employees	3
Fund Names	
Capital Under Management	
Number of Portfolio Companies	
Examples of Portfolio Companies	

Investment Preferences

Size of Investment	EUR 1-50m
Investment Stages	Buyout - Buyin, Early-Stage, Expansion - Development Capital, Turnaround - Restructuring
Industrial Sectors	All
Geographical Focus	Austria, Germany, Switzerland
Type of Financing	Equity Financing, Mezzanine

Short Company Profile

paprico ag – partners for private capital & companies ist eine Spezialistin für unternehmerische Direktbeteiligungen im Private Equity und Venture Capital Markt der Schweiz und dem deutschsprachigen Raum mit einem fokussierten Leistungsangebot für Unternehmer sowie für Family Offices, private und institutionelle Investoren. A) Investmentmöglichkeiten in private Unternehmen: Wir erschliessen für Investoren Anlageopportunitäten im attraktiven Segment der unternehmerischen Direktbeteiligungen. Unseren Fokus legen wir auf Wachstumsunternehmen und etablierte Nischenplayer im Segment bis rund CHF 100 Mio. Umsatz in der Schweiz und Deutschland. B) Advisory für Private Equity Direktbeteiligungen: Wir unterstützen Investoren beim Aufbau, der Strukturierung und der Entwicklung neuer oder bestehender Unternehmensbeteiligungen und Private Equity Portfolios. Aktives Management sowie eine systematische Exit-Planung und Umsetzung erachten wir als wesentliche Erfolgsfaktoren. C) Kapital für Wachstum und Unternehmensnachfolge: Wir bieten Unternehmern und Unternehmen massgeschneiderte Lösungen zur Umsetzung und Finanzierung von Wachstumsstrategien und Unternehmensnachfolgen mit Eigenkapital oder eigenkapitalähnlichen Finanzmitteln.

Contact Information

Address	Zugerstrasse 57 6341 Baar-Zug
Telephone No	+41 41 784 60 00
E-mail Address	media@partnersgroup.com
Website	www.partnersgroup.com

Company Information

Key People	Mr. Joris Gröflin Mr. David Layton
Year of Establishment	1996
Number of Employees	> 1900
Fund Names	
Capital Under Management	USD 147bn
Number of Portfolio Companies	> 8'000 (directly and indirectly)
Examples of Portfolio Companies	Techem, Breitling, Ammega, Cloudflight, Confluent Health, Blue River PetCare, Schleich, Parmaco, Resilient Infrastructure Group, Careismatic Brands, Wedgewood Pharmacy, Telepass, PCI Pharma Services, Rovensa, VSB Group, EyeCare Partners

Investment Preferences

Size of Investment	
Investment Stages	All
Industrial Sectors	All
Geographical Focus	All
Type of Financing	All

Short Company Profile

Partners Group is a leading global private markets firm. Since 1996, the firm has invested USD 210 billion in private equity, private real estate, private debt and private infrastructure on behalf of its clients globally. Partners Group seeks to generate superior returns through capitalizing on thematic growth trends and transforming attractive businesses and assets into market leaders. The firm is a committed, responsible investor and aims to create sustainable returns with lasting, positive impact for all its stakeholders. With USD 147 billion in assets under management as of 31 December 2023, Partners Group provides an innovative range of bespoke client solutions to institutional investors, sovereign wealth funds, family offices and private individuals globally. The firm employs more than 1,900 diverse professionals across 20 offices worldwide and has regional headquarters in Baar-Zug, Switzerland; Denver, USA; and Singapore. It has been listed on the SIX Swiss Exchange since 2006 (symbol: PGHN). For more information, please visit www.partnersgroup.com or follow us on LinkedIn.

Contact Information

Address	Zugerstrasse 74 6340 Baar
Telephone No	+41 58 787 00 70
E-mail Address	privateequity@patrimonium.ch
Website	www.patrimonium.ch

Company Information

Key People	Mr. Andreas Ziegler Mr. Ulrich Mogwitz
Year of Establishment	2017 (predecessor advisor 2001)
Number of Employees	10
Fund Names	Patrimonium Private Equity Fund SCSp
Capital Under Management	EUR 200m
Number of Portfolio Companies	6
Examples of Portfolio Companies	TestSolutions (DE), B+G Schweiz (CH), Roth Gruppe (CH), Grouplink Holding (DE)

Investment Preferences

Size of Investment	EUR 5-40m Equity
Investment Stages	Buyout - Buyin, Expansion - Development Capital, Privatisation, Replacement Capital
Industrial Sectors	All
Geographical Focus	Austria, Germany, Switzerland
Type of Financing	Equity Financing, Majority Equity, Minority Equity

Short Company Profile

Patrimonium Private Equity is one of the leading investment firms in the DACH region advising on buyout and growth investments in small and medium-sized companies. We aim to create value by actively partnering with business owners and their management to implement growth, buy & build, internationalization and digital transformation strategies. We seek majority or important minority stakes in companies active in industrial, consumer goods or services sectors and that support and benefit from technological and societal change. Patrimonium provides tailored solutions in the context of succession solutions, MBO/MBI's, corporate spin-offs and expansion financings. The investment team is led by senior professionals with operational experience and supported by a network of industrial advisors. The team has advised on over 40 transactions deploying around CHF 500m in private equity investments in Switzerland, Germany and Austria. Patrimonium Private Equity is a subsidiary of Patrimonium Asset Management AG, an independent Swiss asset management group active in all areas of private markets: real estate, private debt, private equity and infrastructure investments. Patrimonium has around CHF 4.5bn assets under management and employs over 70 professionals in its offices in Crissier near Lausanne, in Zurich and in Baar in Switzerland.

PEAL Capital Group



Contact Information

Address	Weidstrasse 9b 6300 Zug
Telephone No	+41 79 965 73 25
E-mail Address	ir@pealcapital.com
Website	www.pealcapital.com

Company Information

Key People	Ms. Karen O'Mahony Ms. Tara Mandal
Year of Establishment	2022
Number of Employees	8
Fund Names	PEAL Capital Fund
Capital Under Management	USD 120m
Number of Portfolio Companies	4
Examples of Portfolio Companies	Derma Med Ltd - Medical Training

Investment Preferences

Size of Investment	
Investment Stages	Buyout - Buyin, Turnaround - Restructuring
Industrial Sectors	Medical - Life Sciences - Health Related
Geographical Focus	Western Europe, North America
Type of Financing	Majority Equity, Minority Equity

Short Company Profile

PEAL Capital Partners is a female-founded, lower midcap private equity firm specializing in control investments within the rapidly growing sector of Longevity and Hormones (“L&H”). The senior team have worked together since 2006 and built up a strong track record of repositioning companies for growth across multiple economic cycles and regions. Headquartered in Switzerland, we have offices in London and Dublin.

Contact Information

Address	Bahnhofstrasse 64 8001 Zürich
Telephone No	+41 41 552 5300
E-mail Address	info@petiole.com
Website	www.petiole.com

Company Information

Key People	Mr. David Edman Mr. Naji Nehme
Year of Establishment	2019
Number of Employees	25
Fund Names	Capital Growth Program, Capital Yield Program, Thematic Opportunities
Capital Under Management	USD >2bn
Number of Portfolio Companies	
Examples of Portfolio Companies	

Investment Preferences

Size of Investment	USD 10-30m
Investment Stages	Buyout - Buyin, Expansion - Development Capital, Mezzanine - Bridge Finance, Privatisation
Industrial Sectors	All
Geographical Focus	Asia, Australia, Japan, North America, Western Europe
Type of Financing	All

Short Company Profile

Petiole Asset Management is a FINMA-licensed asset management firm with specialized expertise in private equity, real estate and private debt gained over nearly two decades of experience in the industry. The firm's unique and simplified approach to private market investing benefits from privileged access to top-tier sponsors and state-of-the-art digitalized investment process. The firm employs a diverse team of professionals across its Zurich headquarters and investment hubs in New York and Hong Kong.

Pictet Alternative Advisors SA



Contact Information

Address	Route des Acacias 60 1211 Geneva 73
Telephone No	+41 58 323 23 23
E-mail Address	breitano@pictet.com
Website	www.pictet.com

Company Information

Key People	Mr. Maurizio Arrigo Mr. Denis Kocaman
Year of Establishment	1991
Number of Employees	84
Fund Names	
Capital Under Management	USD 29.3bn
Number of Portfolio Companies	
Examples of Portfolio Companies	

Investment Preferences

Size of Investment	
Investment Stages	Buyout - Buyin
Industrial Sectors	All
Geographical Focus	Asia, Europe, North America
Type of Financing	Equity Financing

Short Company Profile

Pictet Alternative Advisors SA (PAA) is the entity within the Pictet Group responsible for investments in Hedge Funds, Private Equity Funds and Real Estate Funds. Established in 1991, it constructs, manages and advises on portfolios of alternative investment solutions for institutional and private clients. PAA has over 63 employees and manages USD 27.3 billion (as at end of September 2018) on behalf of Pictet's clients.

Contact Information

Address	Dammstrasse 23 6300 Zug
Telephone No	+41 44 215 28 38
E-mail Address	pmg@pmg-fonds.ch
Website	www.pmg-fonds.ch

Company Information

Key People	Mr. Bernhard Schneider Mr. Nathanaël Zraggen
Year of Establishment	1992
Number of Employees	50
Fund Names	
Capital Under Management	CHF 3.7 bn
Number of Portfolio Companies	
Examples of Portfolio Companies	

Investment Preferences

Size of Investment	
Investment Stages	All
Industrial Sectors	All
Geographical Focus	All
Type of Financing	All

Short Company Profile

PMG is a bank-independent asset management boutique and Swiss ManCo (FINMA regulated Fund Management & Administration Company). As a management owned company, our focus on customers is driven by entrepreneurial and partnership thinking. In order to meet the individual requirements of our institutional customers and the highest quality and performance standards, we pursue a holistic and solution-oriented approach and provide key relevant services ourselves in Switzerland.

Portfolio Advisors LLC



Contact Information

Address	Brandschenkestrasse 47 8002 Zürich
Telephone No	+41 44 200 35 00
E-mail Address	zurich@portad.com
Website	www.portad.com

Company Information

Key People	Mr. Nicolas von der Schulenburg Mr. Dirk Lienemann
Year of Establishment	1994
Number of Employees	530+
Fund Names	Portfolio Advisors Private Equity Fund (PAPEF), Portfolio Advisors Secondary Fund (PASF), Portfolio Advisors Real Estate Fund (PAREF), Portfolio Advisors Direct Credit Opportunities Fund (PADCOF), Portfolio Advisors Co- Investment Fund (PCIF), Portfolio Advisors, GP-led Secondary Fund (GPS)
Capital Under Management	USD 76bn
Number of Portfolio Companies	
Examples of Portfolio Companies	

Investment Preferences

Size of Investment	
Investment Stages	All
Industrial Sectors	All
Geographical Focus	All
Type of Financing	All

Short Company Profile

Portfolio Advisors is a global private asset manager specializing in the U.S. middle market. We provide tailored private equity, private credit and private real estate investment solutions through a variety of customized programs, including direct, secondary and primary investments, and junior and senior credit. Since our founding in 1994, Portfolio Advisors has served as an active partner to the middle-market community, leading to superior access and value creation for clients and sponsors alike. In 2023, Portfolio Advisors combined with FS Investments, a pioneer in the democratization of alternative assets. Together, we manage over \$75 billion in assets and offer a broad suite of alternative strategies to both institutional and individual investors. The combined company has more than 500 employees across offices in the U.S., Europe and Asia, with headquarters in Philadelphia and Darien, CT.



Contact Information

Address	Gotthardstrasse 28 6302 Zug
Telephone No	+41 41 726 79 80
E-mail Address	info@peh.ch
Website	www.peh.ch

Company Information

Key People	Dr. Hans Baumgartner Ms. Kerstin von Stechow
Year of Establishment	1997
Number of Employees	Portfolio management by Alpha Associates Ltd.
Fund Names	
Capital Under Management	
Number of Portfolio Companies	
Examples of Portfolio Companies	ABRY Senior Equity VI, ABRY Partners VIII, Eagletree Partners VI, Highland Europe IV, Pelion VI, Renaissance Learning, International Design Group (formerly Flos)

Investment Preferences

Size of Investment	
Investment Stages	Buyout - Buyin, Early-Stage, Expansion - Development Capital, Turnaround - Restructuring
Industrial Sectors	
Geographical Focus	Europe, United States of America, Western Europe
Type of Financing	Equity Financing

Short Company Profile

Private Equity Holding Ltd. offers institutional and private investors the opportunity to invest in a broadly diversified private equity portfolio. The objective of Private Equity Holding Ltd. is to generate long-term capital growth for its shareholders through investment in a broadly diversified private equity portfolio and the reinvestment of portfolio proceeds, while also pursuing a distribution policy and therefore providing a regular yield to its shareholders. Private Equity Holding's strategy includes primary private equity fund investments, the acquisition of fund interests on the secondary market and direct co-investments. Private Equity Holding's investment portfolio is managed by Alpha Associates. Alpha Associates is a professional manager of global portfolios specialized on private equity, private debt, and infrastructure investments.

Contact Information

Address	Chamerstrasse 18 6300 Zug
Telephone No	+41 41 552 51 00
E-mail Address	welcome@propertyone.ch
Website	www.propertyone.ch

Company Information

Key People	Mr. Kevin Hinder Mr. Marcel Egger
Year of Establishment	2013
Number of Employees	17
Fund Names	ONE Real Estate Debt Fund, ONE Mortgage Fund
Capital Under Management	CHF >1bn
Number of Portfolio Companies	1
Examples of Portfolio Companies	

Investment Preferences

Size of Investment	
Investment Stages	Mezzanine - Bridge Finance
Industrial Sectors	Finance - Insurance - Real Estate
Geographical Focus	Switzerland
Type of Financing	Loans

Short Company Profile

Property One Investors AG (POI) is an owner-managed public limited company based in Zug. The company was founded in 2013. POI is an asset manager for debt and equity investments in Swiss real estate. Since December 2020, POI has been authorised as a manager of collective assets and is subject to supervision by the Swiss Financial Market Supervisory Authority (FINMA).

Contact Information

Address	Birchstrasse 160 8050 Zürich
Telephone No	+41 58 792 44 00
E-mail Address	
Website	www.pwc.com/ch

Company Information

Key People	Mr. Adrian Keller Dr. Martin Frey
Year of Establishment	
Number of Employees	more than 276'000 in 157 countries
Fund Names	
Capital Under Management	
Number of Portfolio Companies	
Examples of Portfolio Companies	

Investment Preferences

Size of Investment	
Investment Stages	
Industrial Sectors	
Geographical Focus	
Type of Financing	

Short Company Profile

At PwC, our purpose is to build trust in society and solve important problems. We're a network of firms in 157 countries with more than 284,000 people who are committed to delivering quality in assurance, advisory and tax services. Within PwC Switzerland more than 3,000 employees and partners in 14 locations in Switzerland and one in the Principality of Liechtenstein help to create the value organisations and individuals are looking for. Find out more and tell us what matters to you by visiting us at www.pwc.ch.

Contact Information

Address	Splügenstrasse 6 8002 Zürich
Telephone No	+41 79 550 61 11
E-mail Address	info@qashqade.com
Website	www.qashqade.com

Company Information

Key People	Mr. Oliver Freigang Mr. Gregor Kreuzer
Year of Establishment	2018
Number of Employees	
Fund Names	
Capital Under Management	
Number of Portfolio Companies	
Examples of Portfolio Companies	

Investment Preferences

Size of Investment	
Investment Stages	None
Industrial Sectors	Internet Technology
Geographical Focus	All
Type of Financing	None

Short Company Profile

qashqade AG is a FinTech start-up focused on providing a SaaS software solution for all players in Private Markets and its investors (LPs). qashqade provides a latest-technology tool with the flexibility to define, simulate and calculate the most complex calculation be it for the carry/waterfall or any calculation required to model scenario or analyze the cash flow of the fund. The software can also be used by fund-of-funds or investors to validate the fees and thus allowing its users to verify fees paid or carry received. It enables the user to increase the efficiency and stability of the calculations and still having a simple user-friendly, easy-to-use interface. The qashqade software can be used by the fund manager, fund administrator and the investors alike.

Contact Information

Address	20 bis rue de Lausanne 1201 Genève
Telephone No	+41 22 518 83 00
E-mail Address	contact.infra@quaerocapital.com
Website	http://quaerocapital.com

Company Information

Key People	Mr. Sébastien Bourget Mr. Antoine Turrettini
Year of Establishment	2005
Number of Employees	39
Fund Names	Argonaut, Smaller European Companies, Swiss Small&Mid Cap, Quaero European Infrastructure Funds (2 vintage)
Capital Under Management	CHF 2.3bn
Number of Portfolio Companies	25
Examples of Portfolio Companies	Rosace, Frasie, Hospital del Tajo, Losange, Hospital of Brescia, More than 250MW of wind farms, TECVASA

Investment Preferences

Size of Investment	up to EUR 80m
Investment Stages	
Industrial Sectors	Energy, Environment, Telecommunications, Transportation
Geographical Focus	Europe
Type of Financing	Equity Financing

Short Company Profile

Quaero Capital is an independent asset management company with headquarters in Geneva and offices in Paris, Zurich, Luxembourg and London. Quaero Capital manages about EUR 2.3bn of assets on behalf of institutional investors. Quaero Capital is operating with the agreement from both the Swiss FINMA, the French Monetary Authority (AMF) and the British Financial Conduct Authority (FCA). Launched in October 2015 by Quaero Capital, Quaero European Infrastructure Funds invest equity into infrastructure projects in sectors such as transport, social infrastructure, telecom, energy, and utilities in Europe. Quaero Capital manages through two investment funds more than EUR 650m for this infrastructure strategy. Quaero Capital is member of the Swiss Funds & Asset Management Association (SFAMA) as well as France Invest.

Contact Information

Address	Kirchenweg 8 8008 Zürich
Telephone No	+41 44 878 99 99
E-mail Address	
Website	www.qref.ch

Company Information

Key People	Ms. Katharina Reimann Mr. Flurin Müller
Year of Establishment	1980
Number of Employees	10+
Fund Names	
Capital Under Management	CHF 2bn
Number of Portfolio Companies	
Examples of Portfolio Companies	

Investment Preferences

Size of Investment	
Investment Stages	All
Industrial Sectors	Finance - Insurance - Real Estate
Geographical Focus	Germany, Switzerland
Type of Financing	Equity Financing, Loans, Mezzanine, Senior Debt

Short Company Profile

Quantus Real Estate is a highly regulated investment manager. We buy business-critical properties as part of private equity transactions. In doing so we focus on single tenant properties.

Contact Information

Address	Pfingstweidstrasse 60 8005 Zürich
Telephone No	+41 44 271 15 30
E-mail Address	info@redalpine.com
Website	www.redalpine.com

Company Information

Key People	Dr. Michael Sidler Mr. Peter Niederhauser
Year of Establishment	2007
Number of Employees	25
Fund Names	Redalpine Capital I, Redalpine Capital II, Redalpine Capital III, Redalpine Capital IV, Redalpine Capital VI, Redalpine Opportunity Fund
Capital Under Management	ca. CHF 1bn
Number of Portfolio Companies	76
Examples of Portfolio Companies	Taxfix, N26, Lunaphore, ZenJob, Home, Carvolution, Araris, Lengoo, ImmunOs, Donut, Daedalean, Portify Vivere, Versantis, Inkitt, Eracal, Enway, Bnext, Aktiia, Morressier, LemonOne, Tolremo, Memo Therapeutics, Razor, felmo

Investment Preferences

Size of Investment	CHF 1-8m
Investment Stages	Early-Stage, Seed Capital, Start-up Capital
Industrial Sectors	Computer Related, Finance - Insurance - Real Estate, Internet Technology, Medical - Life Sciences - Health Related, Communications other
Geographical Focus	Europe
Type of Financing	Equity Financing

Short Company Profile

Redalpine is one of the leading European Venture Capital investors with a focus on highly scalable start-ups. The firm's mission is to help talented entrepreneurs turn an ambitious vision into reality by providing money, experience, coaching, and a strong network. The firm is focused on seed and early-stage investments in disruptive technologies in tech and health tech. Redalpine launched its first fund (Redalpine Capital I) in 2007, following the founding partners' track record of some excellent trade sales and IPOs as serial entrepreneurs and professional angel investors. In 2021 Redalpine closed its sixth fund (Redalpine Capital VI) and currently has approx. USD 1 Billion in AUM. The highly interdisciplinary Redalpine team supports more than 70 portfolio companies with operational and sector-specific expertise and with a rich international network.

Contact Information

Address	Rütligasse 1 6003 Luzern
Telephone No	+41 41 249 49 49
E-mail Address	
Website	www.reichmuthco-infrastructure.ch

Company Information

Key People	Mr. Marc Moser Dr. Stefan Hasenböhler
Year of Establishment	2001
Number of Employees	27
Fund Names	Reichmuth Infrastruktur Schweiz KmGK, Reichmuth Infrastruktur II KmGK, Reichmuth Sustainable Infrastructure SCSp, Reichmuth Next Gen Mobility SCSp
Capital Under Management	EUR 2bn (infrastructure only)
Number of Portfolio Companies	26 Infrastructure Portfolio Companies
Examples of Portfolio Companies	Freight wagon- and locomotive-platforms, Onshore wind farms, PV-solar parks, Battery Energy Storage Systems, ISO-tank container leasing, airplane engines and helicopter plat- forms

Investment Preferences

Size of Investment	CHF 30 – 100 Mio. Equity
Investment Stages	Buyout - Buyin, Early-Stage, Expansion - Development Capital, Privatisation, Seed Capital, Start-up Capital
Industrial Sectors	Energy, Transportation
Geographical Focus	Europe, Switzerland
Type of Financing	Equity Financing, Mezzanine

Short Company Profile

Reichmuth & Co Investment Management AG is the asset management arm of Reichmuth & Co Privatbankiers with core competencies in infrastructure investments. The dedicated infrastructure team has a investment focus on clean infrastructure investments in Europe in the realm of energy, transportation and circular economy.

Contact Information

Address	Hirzbodenweg 103 4020 Basel
Telephone No	+41 61 319 51 51
E-mail Address	remaco@remaco.com
Website	www.remaco.com

Company Information

Key People	Mr. Pascal Böni Mr. Toms Silins
Year of Establishment	1947
Number of Employees	
Fund Names	
Capital Under Management	
Number of Portfolio Companies	
Examples of Portfolio Companies	

Investment Preferences

Size of Investment
Investment Stages
Industrial Sectors
Geographical Focus
Type of Financing

Short Company Profile

The Corporate Finance experts of Remaco AG advise corporations and professional investors likewise. Their focus lies on matching institutional and qualified financial investors and acquirers in national and international transactions (such as mergers & acquisitions, succession planings & company sales, MBOs & MBIs, growth financings etc.) with extraordinary investment opportunities and management teams. For further information go to www.remaco.com.

Contact Information

Address	Gubelstrasse 24 6300 Zug
Telephone No	+41 43 268 20 30
E-mail Address	
Website	www.riveancapital.com

Company Information

Key People	Mr. Gianluigi Manna Mr. Roman Ornik
Year of Establishment	1982
Number of Employees	9
Fund Names	Gilde Buy Out Fund IV, V, VI, VII & Rivean Special Opportunities Fund I
Capital Under Management	CHF 3bn
Number of Portfolio Companies	23
Examples of Portfolio Companies	Datacidars, Enstall, Eichholtz, MBK Fincom, Muon, ProGamersGroup, Riri, Royal Ten Cate, Spandex, TAS Group, Wilvo

Investment Preferences

Size of Investment	CHF 50-200m
Investment Stages	Buyout - Buyin, Delisting
Industrial Sectors	All
Geographical Focus	Austria, Belgium, Germany, Italy, Luxembourg, Netherlands, Switzerland
Type of Financing	Equity Financing, Majority Equity

Short Company Profile

Rivean Capital is one of Europe's foremost mid-market private equity investors, with assets under management in excess of CHF 3bn, and a tradition of partnership, pragmatism, and performance. As we believe in being truly local, Rivean has offices in Zug, Frankfurt, Milan, Amsterdam and Brussels with a team of 30+ experienced professionals with over 200 years of aggregate private equity experience. Since 1982, Rivean has been on the frontier of European private equity, with a local-for-local approach that combines the deep market knowledge, agility and network of an in-country partner with the sophistication and reach of a global investor. Rivean Capital has invested in over 250 companies across a diverse range of sectors.

Robustus Group Limited



Contact Information

Address	48, 3/F, Eton Tower, 8 Hysan Ave, Causeway Bay
Telephone No	+852 9861 8275
E-mail Address	inquiry@robustusim.com
Website	www.robustusim.com

Company Information

Key People	Dr. Kenneth Cheung
Year of Establishment	2022
Number of Employees	2
Fund Names	
Capital Under Management	USD 1b
Number of Portfolio Companies	
Examples of Portfolio Companies	

Investment Preferences

Size of Investment	USD 50m
Investment Stages	Early-Stage, Expansion - Development Capital, Mezzanine - Bridge Finance, Privatisation, Replacement Capital, Seed Capital, Start-up Capital, Turnaround - Restructuring
Industrial Sectors	All
Geographical Focus	All
Type of Financing	All

Short Company Profile

We are a boutique financial institution with presence in New York, London, Tokyo, Shanghai, Hong Kong, Singapore and Seoul (Oct 2023), and also with representatives in Switzerland.

Contact Information

Address	Muhlebachstrasse, 200 8008 Zürich
Telephone No	+41 79 460 36 46
E-mail Address	
Website	www.rosedgecapital.com

Company Information

Key People	Ms. Laura Rusu
Year of Establishment	2020
Number of Employees	3
Fund Names	
Capital Under Management	
Number of Portfolio Companies	
Examples of Portfolio Companies	

Investment Preferences

Size of Investment	
Investment Stages	Buyout - Buyin, Expansion - Development Capital, Mezzanine - Bridge Finance, Privatisation, Replacement Capital, Turnaround - Restructuring
Industrial Sectors	All
Geographical Focus	Austria, Balkan Countries, Baltic Countries, Belgium, Benelux, Bosnia, Bulgaria, Central and Eastern Europe, Continental Europe, Croatia, Cyprus, Czech Republic, Denmark, Europe, Finland, France, Germany, Greece, Herzegovina, Hungary, Iceland, Ireland, Italy, Latvia, Lithuania, L
Type of Financing	Loans, Mezzanine, Senior Debt

Short Company Profile

Rosedge Capital AG is a Swiss debt advisory boutique. We work very closely with the management teams and owners of European companies looking for debt financing. We support them with acquisition financing, refinancing, dividend recap or add-on financing. Given our previous buy-side experience in debt and equity, we are comfortable running the entire financing process with no disruption to the company's operations.

Contact Information

Address	Zollikerstrasse 181 8034 Zürich
Telephone No	+41 44 384 71 11
E-mail Address	wmswitzerland@ch.rothschildandco.com
Website	

Company Information

Key People	Mr. Aaron Keller Mr. Andreas Feller
Year of Establishment	
Number of Employees	400
Fund Names	
Capital Under Management	
Number of Portfolio Companies	
Examples of Portfolio Companies	

Investment Preferences

Size of Investment	
Investment Stages	All
Industrial Sectors	Biotechnology, Computer Related, Consumer Related, Electronics, Energy, Environment, Finance - Insurance - Real Estate, Internet Technology, Medical - Life Sciences - Health Related
Geographical Focus	All
Type of Financing	None

Short Company Profile

Rothschild & Co Bank AG is a Swiss bank and part of the Rothschild & Co group. Its main activity is the offering of private wealth services including discretionary and investment & portfolio advisory services as well as access to private market, private label, credit lending and wealth consolidation services. Rothschild & Co group draws on 7-generations of Rothschild family involvement and ownership in the multi-generational preservation of wealth.

Sancovia Corporate Finance AG



Contact Information

Address	Wolleraustrasse 41b 8807 Freienbach
Telephone No	+41 44 533 06 50
E-mail Address	
Website	www.sancovia.com

Company Information

Key People	Mr. Michael Rolf
Year of Establishment	2012
Number of Employees	50
Fund Names	
Capital Under Management	
Number of Portfolio Companies	
Examples of Portfolio Companies	

Investment Preferences

Size of Investment	
Investment Stages	All
Industrial Sectors	All
Geographical Focus	Austria, Germany, Netherlands, Spain, Switzerland
Type of Financing	All

Short Company Profile

Sancovia Corporate Finance – exklusive Schweizer M&A Beratung für den Mittelstand. Die Sancovia Corporate Finance AG ist eine eigentümergeführte, expandierende europäische M&A- und Corporate Finance Gruppe mit über 50 Mitarbeitern an insgesamt 4 internationalen Standorten in Deutschland (Düsseldorf, Frankfurt am Main, München und Ravensburg), der Schweiz (Freienbach), den Niederlanden (Amsterdam) und Spanien (Madrid). Spezialisiert auf Unternehmenskäufe und -verkäufe für KMU, begleitet Sancovia Unternehmer, Unternehmen und Investoren in allen Phasen des M&A Prozesses. Ein Schwerpunkt liegt in der Umsetzung von Buy & Build Strategien. Mit fast 130 erfolgreich abgeschlossenen Transaktionen in den letzten 10 Jahren zählt die Sancovia Gruppe zu den erfolgreichsten Corporate Finance Unternehmen in der DACH Region.

Contact Information

Address	Affolternstrasse 56 8050 Zürich
Telephone No	+41 58 445 55 55
E-mail Address	christoph.bachmann@schroders.com
Website	www.schroderscapital.com

Company Information

Key People	Mr. Christoph Bachmann Mr. Richard Damming
Year of Establishment	1997
Number of Employees	over 725
Fund Names	Schroders Capital Private Equity Global, Global Direct, Europe, Europe Direct, US, Global Innovation, Secondaries, Asia, China, India Semi-liquid funds and Wealth Solutions
Capital Under Management	USD 94bn (as of 30 September 2023)
Number of Portfolio Companies	
Examples of Portfolio Companies	

Investment Preferences

Size of Investment	
Investment Stages	All
Industrial Sectors	All
Geographical Focus	Worldwide
Type of Financing	All

Short Company Profile

Schroders Capital is a business built to provide investors with access to a broad range of private market investment opportunities, portfolio building blocks and customised private market strategies. Its team has been operating in private markets for over two decades, focusing on delivering best-in-class, risk-adjusted returns and executing investments through a combination of direct investment capabilities and broader solutions in all private market asset classes, through comingled funds and customised private market mandates. The team aims to achieve sustainable returns through a rigorous approach and in alignment with a culture characterised by performance, collaboration and integrity. With over \$94 billion* assets under management, Schroders Capital offers a diversified range of investment strategies, including real estate, private equity, secondaries, venture capital, infrastructure, securitised products and asset-based finance, private debt, insurance-linked securities and BlueOrchard (Impact Specialists). *Assets under management as of 30 September 2023

Contact Information

Address	Förrlibuckstrasse 190 8005 Zürich
Telephone No	-
E-mail Address	contact@serpentine.vc
Website	www.serpentine.vc

Company Information

Key People	Mrs. Dominique Gruhl Mr. Michael Stucky Mr. Oliver Walzer
Year of Establishment	2019
Number of Employees	6
Fund Names	Serpentine Rookie Fund I SCSp, Serpentine Flagship Fund I SCSp, SICAV-RAIF, SICAV-RAIF, Swiss Diabetes Venture Fund I SCSp, SICAV-RAIF
Capital Under Management	
Number of Portfolio Companies	55
Examples of Portfolio Companies	See www.serpentine.vc/portfolio

Investment Preferences

Size of Investment	CHF 50-1000k
Investment Stages	Early-Stage, Expansion - Development Capital, Seed Capital, Start-up Capital
Industrial Sectors	Computer Related, Internet Technology, Services, Communications other, Deep Tech
Geographical Focus	Europe, Switzerland
Type of Financing	Equity Financing, Loans

Short Company Profile

Serpentine Ventures AG (Serpentine) is the investment arm of the Swiss Ventures Group AG. As a FINMA licensed portfolio manager, Serpentine offers a diversified venture asset management approach with exclusive access to venture capital investments, opening new opportunities in the early-stage venture asset class. Serpentine is led by experienced entrepreneurs and financial services professionals and works with exceptional entrepreneurial talent to build and invest in MedTech- and Deep Tech-driven businesses.

Contact Information

Address	Stockerstrasse 44 8002 Zürich
Telephone No	+41 79 850 69 66
E-mail Address	info@sictic.ch
Website	www.sictic.ch

Company Information

Key People	Mr. Christian Müller-Gorman Dr. Thomas Dübendorfer
Year of Establishment	2014
Number of Employees	
Fund Names	
Capital Under Management	
Number of Portfolio Companies	
Examples of Portfolio Companies	Get Your Guide, Carbon Delta (acquired by MSCI), Contovista (acquired by Aduno Gruppe), Beekeeper, Frontify, 9T Labs, CREAL, Agrinorm, DeepJudge, Get More Brain, Yokoy

Investment Preferences

Size of Investment	CHF 0.2-2m
Investment Stages	Early-Stage, Seed Capital
Industrial Sectors	Computer Related, Electronics, Finance - Insurance - Real Estate, Internet Technology, Telecommunications
Geographical Focus	Switzerland
Type of Financing	Equity Financing

Short Company Profile

SICTIC connects smart money investors to Swiss seed and early-stage tech startups. As the largest and most active angel network in Switzerland with a strong community of over 500 investors, SICTIC organizes the deal flow and matchmaking of startups and investors online and at pitching events. SICTIC is a non-profit association and has offices in Zürich, Lausanne and Ticino. Learn more at www.sictic.ch.

SIX Digital Exchange



Contact Information

Address	Pfingstweidstrasse 110 8005 Zürich
Telephone No	+41 58 508 30 00
E-mail Address	carlo.mondani@sdx.com
Website	www.sdx.com

Company Information

Key People	Mr. Michael Katz Mr. Carlo Mondani
Year of Establishment	2018
Number of Employees	120
Fund Names	
Capital Under Management	
Number of Portfolio Companies	
Examples of Portfolio Companies	

Investment Preferences

Size of Investment	
Investment Stages	All
Industrial Sectors	All
Geographical Focus	Switzerland
Type of Financing	Equity Financing

Short Company Profile

SDX is licensed by Switzerland's financial market regulator, FINMA, to operate an Exchange and a Central Securities Depository (CSD). SDX offers issuance, listing, trading, settlement, servicing, and custody of digital securities. SDX is committed to working with partners, members, and clients to promote and build out a new market structure for digital assets globally.

SME ADVISORS AG



Contact Information

Address	Suurstoffi 41b 6343 Rotkreuz/Risch
Telephone No	+41 44 500 10 99
E-mail Address	info@smeadvisors.ch
Website	www.smeadvisors.ch

Company Information

Key People	Mr. Martin Ziehbrunner Mr. Peter Koller Mr. Andreas Schimanski
Year of Establishment	2017
Number of Employees	5
Fund Names	SME Growth Private Equity Fund, SME Growth Private Debt Fund
Capital Under Management	
Number of Portfolio Companies	
Examples of Portfolio Companies	

Investment Preferences

Size of Investment	CHF 0.5–10m
Investment Stages	Expansion - Development Capital, Mezzanine - Bridge Finance
Industrial Sectors	Computer Related, Electronics, Energy, Environment, Finance - Insurance - Real Estate, Industrial Automation, Industrial Products and Services, Internet Technology, Manufacturing, Medical - Life Sciences - Health Related, Other, Services, Telecommunications, Communication
Geographical Focus	Austria, Germany, Switzerland, Western Europe
Type of Financing	Loans, Majority Equity, Minority Equity

Short Company Profile

SME ADVISORS AG enables and manages investments, equity/private equity and private debt opportunities in SMEs and acts as the advisor for the SME Growth Private Equity and Private Debt Funds. The companies and properties are sourced, selected, verified and actively supported by experienced SME entrepreneurs and industry experts during the investment phase. SME ADVISORS interprets "investment management" as a long-standing, active growth management with an Impact and strives for a continuous, economic optimization of its investments. The companies are, over the duration of the investment, accompanied by specialized investment teams, which consist of proven SME experts and longtime, experienced entrepreneurs.

Contact Information

Address	Dammstrasse 19 6300 Zug
Telephone No	+41 79 488 88 52
E-mail Address	
Website	

Company Information

Key People	Mr. Klaus Kummermehr Dr. Eszter Tanczos Olver
Year of Establishment	2021
Number of Employees	5
Fund Names	eXponential Technology Fund (XTF) I
Capital Under Management	open
Number of Portfolio Companies	
Examples of Portfolio Companies	Cellestia Biotech AG, iQron AG

Investment Preferences

Size of Investment	CHF 0.3 - 2.5m
Investment Stages	Early-Stage, Seed Capital, Start-up Capital
Industrial Sectors	Biotechnology, Energy, Internet Technology, Medical - Life Sciences - Health Related, Other
Geographical Focus	Europe, Switzerland
Type of Financing	Equity Financing

Short Company Profile

Exponential tech focused Venture Capital Fund We invest in mainly European early-stage technology Start-ups with exponential growth potential in the sectors: vitality – longevity and smart mobility enabled by these technologies: AI, Blockchain, Data (IoT; API), 5G, Robotics and others. We work with entrepreneurs through all ups and downs on your journey as one team: experience as founders, early-stage tech investors, board members, advisors, mentors and coaches special engagement model with selected Corporate Venture Units and Consulting Firms with strong market access technology insights and support provided by our XLabs tech dev gurus

Société Générale Private Banking (Switzerland) S.A.



Contact Information

Address	Rue du Rhône 8 1211 Geneva
Telephone No	+41 22 819 04 64
E-mail Address	
Website	www.privatebanking.societegenerale.com

Company Information

Key People	Ms. Aurélie Maillard Mr. Marc Poncioni
Year of Establishment	1897
Number of Employees	
Fund Names	
Capital Under Management	
Number of Portfolio Companies	
Examples of Portfolio Companies	

Investment Preferences

Size of Investment	
Investment Stages	Buyout, Growth Capital, Private Debt
Industrial Sectors	All
Geographical Focus	
Type of Financing	

Short Company Profile

Contact Information

Address	Hardturmstrasse 133 8005 Zürich
Telephone No	+41 44 271 55 50
E-mail Address	info@soleal.ch
Website	www.soleal.ch

Company Information

Key People	Dr. Karl Spielberger Mr. Fabrice Nava
Year of Establishment	2011
Number of Employees	< 10
Fund Names	
Capital Under Management	Only private capital
Number of Portfolio Companies	42278
Examples of Portfolio Companies	ASS Alu-Schaltschränke, Gugler Electronic, Härterei Arbon, Loma Drehteile, olo marzipan, Wärmebehandlung Klingnau, Valimmobilier, W.M.T., Zwick

Investment Preferences

Size of Investment	> CHF 2m EBIT or > CHF 30m revenue for turnarounds
Investment Stages	Buyout - Buyin, Replacement Capital, Turnaround - Restructuring
Industrial Sectors	All
Geographical Focus	Austria, Germany, Italy, Switzerland
Type of Financing	Majority Equity

Short Company Profile

Soleal Unternehmerkapital AG is investing exclusively the founders' private capital.

Contact Information

Address	Ampèrestrasse 3 8037 Zürich
Telephone No	+41 44 735 81 00
E-mail Address	info@solivag.com
Website	

Company Information

Key People	Dr. Walter Meier
Year of Establishment	1990
Number of Employees	5
Fund Names	
Capital Under Management	> CHF 200m
Number of Portfolio Companies	over 20
Examples of Portfolio Companies	US Energy Company, US Biotechnology Company

Investment Preferences

Size of Investment	
Investment Stages	
Industrial Sectors	Biotechnology, Energy, Finance - Insurance - Real Estate, Internet Technology
Geographical Focus	
Type of Financing	

Short Company Profile

Contact Information

Address	Poststrasse 24 6300 Zug
Telephone No	+41 41 552 59 00
E-mail Address	info@stableton.com
Website	www.stableton.com

Company Information

Key People	Mr. Andreas Bezner Mr. Konstantin Heiermann
Year of Establishment	2018
Number of Employees	40
Fund Names	
Capital Under Management	
Number of Portfolio Companies	30+
Examples of Portfolio Companies	Alto Pharmacy, Bellabeat, Bolt, Coverflex, Fulfin, Klarna, OakNorth, Revolut, SnapNurse, TIER Mobility, Upgrade

Investment Preferences

Size of Investment	CHF 2-15m
Investment Stages	Expansion - Development Capital, Replacement Capital
Industrial Sectors	Computer Related, Consumer Related, Finance - Insurance - Real Estate, Food - Beverages, Internet Technology, Services, Communications other, Transportation
Geographical Focus	Europe, United States of America, Worldwide
Type of Financing	Equity Financing, Minority Equity

Short Company Profile

Stableton is an award-winning fintech platform and growth capital investor.

StartAngels Network

StartAngels Network

Contact Information

Address	Zürichbergstrasse 150 8044 Zürich
Telephone No	
E-mail Address	mgmt@startangels.ch
Website	www.startangels.ch

Company Information

Key People	Mr. Peter H. Müller Ms. Elisabeth Schoch
Year of Establishment	1999
Number of Employees	1 employee, over 80 members
Fund Names	
Capital Under Management	members invest directly
Number of Portfolio Companies	
Examples of Portfolio Companies	Career Fairy, Typewise, Swiss Ocean Tech, Snow Cookie, Touchless, Hysterix Medical, Hylomorph, ROOMZ, Actlight, Sensoryx, Peripal, TwingTec, Ava, Domo Safety, BC Platforms, Medyria, Mininavident, Bluetector, Diviac, Newscron, Yourehab, Creoptix, Leman Mic

Investment Preferences

Size of Investment	CHF 0.5–3m per company
Investment Stages	Early-Stage, Start-up Capital
Industrial Sectors	Biotechnology, Chemical - Materials, Computer Related, Electronics, Energy, Environment, Finance - Insurance - Real Estate, Industrial Automation, Industrial Products and Services, Internet Technology, Medical - Life Sciences - Health Related, Services, Telecommunication
Geographical Focus	Switzerland
Type of Financing	Equity Financing

Short Company Profile

The StartAngels Network was founded in 1999 and includes some 85 business angel investors experienced in a variety of industries and positions. Our angel investors invest directly in the start-up companies, coach them, and provide useful contacts. The StartAngels Network is a non-profit association and does not invest by itself.

Contact Information

Address	Klausstrasse 4 8008 Zürich
Telephone No	+41 44 226 52 52
E-mail Address	pdclientservice@stepstonegroup.com
Website	www.stepstonegroup.com

Company Information

Key People	Ms. Tselha Audren Mr. Thomas Häfliger
Year of Establishment	StepStone: 2007 / Swiss Capital Alternative Investments: 1998
Number of Employees	60 (as of 30.06.2023)
Fund Names	
Capital Under Management	USD 138bn (as of 31.03.2023)
Number of Portfolio Companies	
Examples of Portfolio Companies	

Investment Preferences

Size of Investment	
Investment Stages	
Industrial Sectors	All
Geographical Focus	All
Type of Financing	All

Short Company Profile

StepStone Group ("StepStone") is a publicly listed global private markets investment firm focused on providing customized investment solutions, advisory and data services to our clients. The Firm offers comprehensive coverage of the entire private market spectrum: Private Equity, Private Debt, Real Estate, Infrastructure & Real Assets and leverages its strong local presence in all global markets with over 320 global investment specialists. The Firm oversees over US\$621 billion of total capital responsibility, including more than US\$138 billion of assets under management, as of March 31, 2023. In 2022, StepStone allocated more than US\$80 billion across fund investments, secondary investments and co-investments on behalf of some of the world's most influential and sophisticated investors. In 2016, StepStone and Swiss Capital Alternative Investments AG, one of the leading private debt solution providers in Europe entered into a strategic partnership. In connection with this partnership, StepStone launched StepStone Private Debt ("SPD"), which combines StepStone's global capabilities and significant institutional client network with StepStone Private Debt's deep expertise in private debt strategies. Swiss Capital Alternative Investments AG was formed in 1998 by an experienced team of professionals with established reputations across different sectors of the financial industry with a focus on Alternative Investments and Corporate Finance activities.

Contact Information

Address	Gartenstrasse 17 8002 Zürich
Telephone No	+41 41 727 89 89
E-mail Address	office@swiss-5-group.ch
Website	www.swiss-5-group.ch

Company Information

Key People	Mr. Maximilian Rümmelein
Year of Establishment	
Number of Employees	
Fund Names	
Capital Under Management	
Number of Portfolio Companies	
Examples of Portfolio Companies	

Investment Preferences

Size of Investment	
Investment Stages	Buyout - Buyin, Expansion - Development Capital, Mezzanine - Bridge Finance, Replacement Capital
Industrial Sectors	All
Geographical Focus	Austria, Germany, Switzerland
Type of Financing	All

Short Company Profile

Die Swiss 5 Group ist ein Multi Family Office, das umfassende Dienstleistungen für vermögende private und institutionelle Kunden sowie für Investoren und Unternehmer des deutschsprachigen Mittelstands anbietet. Eines der Kerngeschäftsfelder ist die Beratung und Begleitung von Investoren und Unternehmern beim Kauf und Verkauf von Unternehmensbeteiligungen. Dabei eröffnen wir Zugang zu attraktiven Investitionsoportunitäten sowie zu einem breiten Netzwerk an Investoren, die neben starken finanziellen Kapazitäten auch spezifische Branchenkenntnisse mitbringen. Wir verstehen uns als vertrauensvoller Partner, der Unternehmer und Investoren in jeder Phase eines Projekts vom Screening über die gesellschaftsrechtliche Strukturierung, Erarbeitung von Eigen- und Fremdkapitallösungen, Due Diligence bis hin zum Exit und darüber hinaus begleitet. Mittelständische Unternehmer beim nachhaltigen Wachstum und der Realisierung von Projekten zu unterstützen ist das Ziel der Swiss 5 Group.

Contact Information

Address	Zürcherstrasse 12 8400 Winterthur
Telephone No	+41 79 667 47 95
E-mail Address	info@swisspeers.ch
Website	www.swisspeers.ch

Company Information

Key People	Mr. Fabian Lehner Mr. Alwin Meyer
Year of Establishment	
Number of Employees	12
Fund Names	
Capital Under Management	
Number of Portfolio Companies	
Examples of Portfolio Companies	

Investment Preferences

Size of Investment	
Investment Stages	Early-Stage, Expansion - Development Capital, Mezzanine - Bridge Finance, Seed Capital, Start-up Capital
Industrial Sectors	All
Geographical Focus	Switzerland
Type of Financing	All

Short Company Profile

Swisspeers is an innovative credit platform (direct lending platform) that aims to make financing and investments easy, fast and uncomplicated - 100% digital and completely without a bank. Small and medium-sized enterprises (SMEs) can apply for financing securely and easily. The financing of the loan projects is provided by private and institutional investors. For investors, swisspeers offers investment opportunities with an attractive risk/return profile - even in times of negative interest rates. For selected projects also Mezzanine and Private Equity.

Contact Information

Address	Genferstrasse 23 8002 Zürich
Telephone No	+41 44 575 63 63
E-mail Address	contact@tavis-capital.ch
Website	www.tavis-capital.ch

Company Information

Key People	Dr. Bernhard Vögeli Mr. Fredy R. Flury Mr. Najj Boutros
Year of Establishment	2014
Number of Employees	15
Fund Names	Swiss Mortgage Fund I, Schweizer KMU Kredit Fund I, Schweizer Nachranghypotheken Fund I, others
Capital Under Management	CHF 1'400m
Number of Portfolio Companies	
Examples of Portfolio Companies	

Investment Preferences

Size of Investment	CHF 0.5 –70m depending on Fund
Investment Stages	Expansion - Development Capital, Mezzanine - Bridge Finance
Industrial Sectors	All
Geographical Focus	Europe, Switzerland, United States of America
Type of Financing	Equity Financing, Mezzanine, Senior Debt

Short Company Profile

Tavis Capital AG is an independent, FINMA-regulated asset management company authorized to manage the assets of collective investment schemes. The company is based in Zurich, Switzerland, and offers portfolio management services for Private Debt, Private Equity, Digital Assets and Liquid Alternative strategies. Tavis Capital's experienced team have complementary backgrounds and a designated track record in investment management.

The Corporate Finance Group



We make
transactions happen.

Contact Information

Address	Beethovenstrasse 11 8002 Zürich
Telephone No	+41 44 287 22 55
E-mail Address	info@tcfg.ch
Website	www.tcfg.ch

Company Information

Key People	Mr. Beat Unternährer Mr. Frank Rolli
Year of Establishment	2000
Number of Employees	20
Fund Names	
Capital Under Management	
Number of Portfolio Companies	
Examples of Portfolio Companies	

Investment Preferences

Size of Investment
Investment Stages
Industrial Sectors
Geographical Focus
Type of Financing

Short Company Profile

TCFG was founded 20 years ago by ex Partners of Ernst & Young with many years of experience in M&A, Corporate Finance. It is a leading international M&A firm with a strong focus on family succession and Management Buy Out transactions. TCFG has strong international sector teams in health care, chemicals, industrial manufacturing, IT/telecom, consumer goods, transport/logistics, energy and utilities and construction.

Contact Information

Address	Via Peri 9D 6900 Lugano
Telephone No	+41 91 604 55 40
E-mail Address	contact@tiventure.ch
Website	www.tiventure.ch

Company Information

Key People	Dr. Paolo Orsatti Dr. Lorenzo Leoni
Year of Establishment	2011
Number of Employees	2.5
Fund Names	TiVenture
Capital Under Management	CHF 13m
Number of Portfolio Companies	15
Examples of Portfolio Companies	IBI SA, Femtoprint SA, Gain Therapeutics SA

Investment Preferences

Size of Investment	CHF 0.5-2m
Investment Stages	Early-Stage, Start-up Capital
Industrial Sectors	Biotechnology, Computer Related, Electronics, Industrial Automation, Industrial Products and Services, Internet Technology, Manufacturing, Telecommunications
Geographical Focus	Switzerland
Type of Financing	Equity Financing, Minority Equity

Short Company Profile

TiVenture is an independent early-stage investment fund based in southern Switzerland, focused in companies with well defined innovative products or solutions at the initial stage of commercialisation and with high revenue potential.

Contact Information

Address	Dufourstrasse 101 8008 Zürich
Telephone No	+41 44 500 01 20
E-mail Address	info@twelvecapital.com
Website	www.twelvecapital.com

Company Information

Key People	Dr. Urs Ramseier Mr. Nils Ossenbrink
Year of Establishment	
Number of Employees	36
Fund Names	
Capital Under Management	CHF 4bn
Number of Portfolio Companies	
Examples of Portfolio Companies	

Investment Preferences

Size of Investment	
Investment Stages	Replacement Capital
Industrial Sectors	Finance - Insurance - Real Estate
Geographical Focus	Europe, United States of America
Type of Financing	Senior Debt

Short Company Profile

Twelve Capital offers a range of investment strategies that capture insurance investment opportunities across different asset classes. Within Private Debt, Twelve Capital anticipated the growing need for solvency capital among smaller insurance companies, especially in Europe and now manages a growing number of Private Debt portfolios, including several tailor-made mandates. The Firm applies a fundamentally driven bottom-up strategy, finding and providing debt financing to creditworthy companies with strong balance sheets. Twelve has an extensive track-record in executing self-arranged bilateral transactions and in participating in small club deals. The transactions have an attractive illiquidity premium and offer considerable scope for portfolio diversification.

UBS Asset Management



Contact Information

Address	Europaallee 21 8004 Zürich
Telephone No	+41 44 234 11 11
E-mail Address	
Website	www.ubs.com

Company Information

Key People	Mr. Roland Hantke Mr. Markus Benzler
Year of Establishment	1943
Number of Employees	550+
Fund Names	
Capital Under Management	USD 125bn (per 31/12/2021)
Number of Portfolio Companies	
Examples of Portfolio Companies	

Investment Preferences

Size of Investment	
Investment Stages	
Industrial Sectors	All
Geographical Focus	Asia, Europe, North America
Type of Financing	

Short Company Profile

UBS Asset Management's Real Estate & Private Markets business actively manages investments around USD 125 billion globally and regionally within Asia Pacific, Europe and the US, making it one of the largest asset managers in real assets worldwide. Our capabilities reach across the risk, return spectrum, ranging from core to value-add and opportunistic strategies. We offer both direct real estate and infrastructure equity and debt investments or indirect exposure to leading real estate, infrastructure, and private equity managers. Investors can access our diverse product range across open- and closed-ended private funds, investment trusts, listed funds, REITs and bespoke separately managed accounts.

Contact Information

Address	Max-Högger-Strasse 80 8098 Zürich
Telephone No	
E-mail Address	
Website	www.ubs.com/ch/en/swissbank/corporates/corporate-finance.html

Company Information

Key People	Mr. Patrick Forte Mr. Gaël Jacquemettaz
Year of Establishment	
Number of Employees	
Fund Names	
Capital Under Management	
Number of Portfolio Companies	
Examples of Portfolio Companies	

Investment Preferences

Size of Investment	All
Investment Stages	All
Industrial Sectors	All
Geographical Focus	Austria, Germany, Switzerland
Type of Financing	All

Short Company Profile

Complex strategic entrepreneurial decisions are our core business! We are ready to help entrepreneurs achieve their goals by acting as a dedicated "sparring partner." As one of Switzerland's largest corporate finance organizations, we support entrepreneur, investors as well as small and large companies in strategic decisions throughout their life cycle. In order to better serve Private Equity firms and large multinational Corporates, we recently formed a specialized "Private Equity and Mid-Market M&A" team consisting of experienced senior M&A bankers. We are looking forward to engaging with you. We offer a wide range of services from fundraising, special financing solutions (MBI, MBO, LBO) and advice for corporate and real estate transactions.

Una Terra Venture Capital



Contact Information

Address	Weinmangasse 33 8700 Küsnacht
Telephone No	+41 78 723 33 70
E-mail Address	welcome@unaterra.vc
Website	www.unaterra.vc

Company Information

Key People	Dr. Luca Zerbini Dr. Chiara Covone
Year of Establishment	2021
Number of Employees	10
Fund Names	Una Terra Venture Capital
Capital Under Management	EUR 300m
Number of Portfolio Companies	7
Examples of Portfolio Companies	www.greyparrot.ai

Investment Preferences

Size of Investment	10
Investment Stages	Start-up Capital
Industrial Sectors	Environment
Geographical Focus	Europe
Type of Financing	Equity Financing

Short Company Profile

Una Terra is a €300M Series A+ venture capital impact fund accelerating European scale-ups that are fostering solutions to climate change and biodiversity loss, and targeting the removal from the environment of 2 Gt of CO₂e and 1 Mt of plastic waste per year by 2030 resulting in 21-25% IRR and 3.5-4.5X gross MOIC track record investing in sustainable technologies.

Contact Information

Address	8c, Av. de Champel 1211 Genève 12
Telephone No	+41 44 220 16 35
E-mail Address	privateequitycontact@unigestion.com
Website	www.unigestion.com

Company Information

Key People	Mr. Christophe de Dardel
Year of Establishment	1971
Number of Employees	135 of which 50 dedicated PE Specialists (q4 2021)
Fund Names	Ethos Environmental Sustainability, L.P. Unigestion Secondary V, Unigestion Direct II, Unigestion Emerging Manager Choice II, Unigestion Climate Impact
Capital Under Management	19.4bn of which EUR 9.8bn of PE assets (q4 2021)
Number of Portfolio Companies	
Examples of Portfolio Companies	

Investment Preferences

Size of Investment	
Investment Stages	All
Industrial Sectors	All
Geographical Focus	All
Type of Financing	

Short Company Profile

We began investing in Private Equity in 1988. We are a specialist in mid-market Private Equity, across Secondaries, Direct & co-Investments and Primaries on behalf of over 200 clients including public and corporate pension funds, financial institutions, insurance companies, sovereign wealth funds, charity/endowments and family investment offices' clients based around the world. With the acquisition of Akina in 2017, we are positioned as a global mid-market private equity specialist with a team of 50 dedicated professionals close to EUR 10 billion in assets under management. Unigestion has expertise based in Geneva, Zurich, London, Paris, Jersey City and Singapore. We are a four time award winner of the Private Equity Manager of the Year, European Pensions Award ('21/'19/'18/'17). Unigestion is a signatory to the UN Principles for Responsible Investment (UNPRI). www.unigestion.com/expertise/private-equity.

ValleyRoad Capital SA



Contact Information

Address	Le Trési 9B 1028 Prévèrènges
Telephone No	+41 22 906 10 20
E-mail Address	info@valleyroadcapital.com
Website	www.valleyroadcapital.com

Company Information

Key People	Mr. Pierre Kladny Mr. Patrick de Heney
Year of Establishment	2006
Number of Employees	8
Fund Names	CapD Private Equity Partners L.P.
Capital Under Management	CHF 60m
Number of Portfolio Companies	6
Examples of Portfolio Companies	Tyre Recycling Solutions SA

Investment Preferences

Size of Investment	CHF 5m
Investment Stages	Buyout - Buyin, Expansion - Development Capital, Replacement Capital, Turnaround - Restructuring
Industrial Sectors	All
Geographical Focus	Central and Eastern Europe, Continental Europe, Far East, Switzerland
Type of Financing	All

Short Company Profile

Contact Information

Address	Utoquai 55 8008 Zürich
Telephone No	+41 44 269 60 90
E-mail Address	info@verium.ch
Website	www.verium.ch

Company Information

Key People	Mr. Marc Erni Ms. Stephanie Roller Mr. George Merk
Year of Establishment	2011
Number of Employees	23 o/w 10 in direct investments
Fund Names	Verium I SCSp
Capital Under Management	CHF > 300m
Number of Portfolio Companies	8
Examples of Portfolio Companies	Home Instead, Toradex, Mobil in Time, Christ & Heiri, DSwiss, Sequotech, Tavola, Impact Acoustic

Investment Preferences

Size of Investment	CHF 10-100m
Investment Stages	Buyout – Buyin, Growth Capital, Succession Solutions
Industrial Sectors	All
Geographical Focus	Austria, Germany, Switzerland
Type of Financing	Equity Financing, Majority Equity, Minority Equity

Short Company Profile

Verium is a leading Swiss-based family office dedicated to private equity for small and medium-sized businesses in DACH. We offer customized and sustainable financing as well as succession solutions to companies, shareholders and employees. Jointly with the management we strive to systematically develop the businesses by actively contributing our investment know-how, personal network and operational expertise. Verium and the team are keen to support businesses in realizing their full growth potential and thereby securing long-term success.

Contact Information

Address	Bahnhofstrasse 1 8852 Altendorf
Telephone No	+41 41 729 00 00
E-mail Address	
Website	www.vipartners.ch

Company Information

Key People	Mr. Diego Braguglia Mr. Olivier Laplace
Year of Establishment	2001
Number of Employees	9
Fund Names	Venture Incubator AG, VI Partners Swiss Innovation Scsp
Capital Under Management	CHF > 350m
Number of Portfolio Companies	27
Examples of Portfolio Companies	Acodis, Highlife, Oculis, SumUp, Ledgy, Nexthink, Inositec, Araris, Amal, iOnctura

Investment Preferences

Size of Investment	CHF 500k up to CHF 10m
Investment Stages	Early-Stage, Seed Capital
Industrial Sectors	Biotechnology, Computer Related, Industrial Automation, Internet Technology, Medical - Life Sciences - Health Related
Geographical Focus	Switzerland, Western Europe
Type of Financing	Equity Financing

Short Company Profile

VI Partners is a Swiss-based VC firm advising on investments in early-stage and seed-stage Healthcare and Technology ventures based in and around Switzerland. We invest smart money to support promising innovation-based companies led by outstanding entrepreneurs. Our managing partners have a long-standing track record, working together since almost twenty years. The owners of the funds advised by VI Partners include ten blue-chip Swiss companies, institutional and private investors from Switzerland and abroad, as well as McKinsey Switzerland and ETH Zurich.

Vicenda Group AG



Contact Information

Address	Oberneuhofstrasse 3 6340 Baar
Telephone No	+41 41 724 86 60
E-mail Address	contact@vicendagroup.com
Website	www.vicendagroup.com/en

Company Information

Key People	Mr. Dominik Kammermann Ms. Chelsea Lamb-Martel
Year of Establishment	2013
Number of Employees	16
Fund Names	Vicenda Debt Opportunities Fund
Capital Under Management	EUR 300m
Number of Portfolio Companies	15
Examples of Portfolio Companies	

Investment Preferences

Size of Investment	CHF 10-30m
Investment Stages	Buyout - Buyin, Expansion - Development Capital, Mezzanine - Bridge Finance, Privatisation, Turnaround - Restructuring
Industrial Sectors	All
Geographical Focus	Europe with a focus on the DACH region
Type of Financing	Loans, Mezzanine, Senior Debt

Short Company Profile

Vicenda is an international investment boutique focusing on Private Debt, headquartered in Baar. Vicenda's team brings together experts with complementary backgrounds across the areas of finance, law, tax, and structuring. We offer tailor-made credit solutions and attractive investment opportunities. Transactions are sourced, arranged, structured, and placed by Vicenda. Since it was founded in 2013, Vicenda has developed financing solutions for small and medium sized enterprises. This has resulted in an extensive network of borrowers, investors, and advisors in Europe.

VP Fund Solutions (Liechtenstein) AG



Contact Information

Address	Aeulestrasse 6 9490 Vaduz
Telephone No	+423 235 67 67
E-mail Address	fundsetup@vpbank.com
Website	www.vpfundsolutions.com

Company Information

Key People	Mr. Wolfdieter Schnee Mr. Martin Jonasch
Year of Establishment	Liechtenstein: 1999 / Luxembourg: 1998
Number of Employees	30 in Liechtenstein / 30 in Luxembourg
Fund Names	
Capital Under Management	approx. CHF 5bn in Liechtenstein / approx. CHF 6bn in Luxembourg
Number of Portfolio Companies	
Examples of Portfolio Companies	

Investment Preferences

Size of Investment	
Investment Stages	All
Industrial Sectors	All
Geographical Focus	Asia, Europe, United Kingdom
Type of Financing	All

Short Company Profile

VP Fund Solutions is VP Bank Group's centre of excellence for funds, comprising VP Fund Solutions (Liechtenstein) AG in Liechtenstein and VP Fund Solutions (Luxembourg) SA in Luxembourg. From the planning and the creation to the operational management of your own funds, we offer a first-class service that covers all your needs. Our fund management companies ensure that you – as an asset manager, investment advisor, family office, insurance company or pension fund – can invest your client assets in a targeted manner. We take all tax and legal aspects into account, advising you on the optimal fund structure. We offer you the flexibility to issue your fund in a completely individual approach: you can choose the name yourself, plan the costs and tailor the investment policy to meet your precise interests. In addition, we take on the administrative management and any necessary contact with the authorities, enabling you to focus fully on distributing the fund and managing its assets.

Contact Information

Address	Brandschenkestr. 96 8002 Zürich
Telephone No	+41 44 668 54 00
E-mail Address	info@waterland.ch
Website	www.waterland.ch

Company Information

Key People	Mr. Philippe Moser
Year of Establishment	1999
Number of Employees	190 (Europe)
Fund Names	Waterland Private Equity Fund VI-IX
Capital Under Management	EUR 14bn
Number of Portfolio Companies	90
Examples of Portfolio Companies	Farner, Netrics, Seniocare

Investment Preferences

Size of Investment	up to EUR 500m
Investment Stages	Buyout - Buyin
Industrial Sectors	All
Geographical Focus	Austria, Benelux, Central and Eastern Europe, France, Germany, Ireland, Scandinavia, Spain, Switzerland, United Kingdom
Type of Financing	Majority Equity, Minority Equity

Short Company Profile

Waterland is an independent private equity investment group that supports entrepreneurs in realizing their growth ambitions. With substantial financial resources and committed industry expertise, Waterland enables its portfolio companies to achieve accelerated growth both organically and through acquisitions. Waterland is an active investor in the financial, strategic and operational sense. In the current dynamic business environment Waterland is a partner that provides entrepreneurs with a powerful position in the increasingly competitive international arena. In the meantime Waterland has made investments in over 1000 companies. Waterland currently has EUR 14bn of equity. In addition, Waterland has access to extensive leveraged finance funding.

Contact Information

Address	Seestrasse 39 8700 Küsnacht
Telephone No	+41 43 222 38 00
E-mail Address	zuerich@wenger-plattner.ch
Website	www.wenger-plattner.ch

Company Information

Key People	Dr. Oliver Künzler Dr. Marc Nater
Year of Establishment	1993
Number of Employees	125
Fund Names	
Capital Under Management	
Number of Portfolio Companies	
Examples of Portfolio Companies	

Investment Preferences

Size of Investment	
Investment Stages	All
Industrial Sectors	All
Geographical Focus	Switzerland
Type of Financing	All

Short Company Profile

For over 30 years, Wenger Plattner has been advising and representing clients in all aspects of business law. Wenger Plattner has offices in Basel, Zurich and Bern as well as a representative office in Geneva. We identify practical, workable solutions and help clients implement these to achieve the best possible commercial outcomes. We rely on teams of experts, many of whom are involved in decision-making as members of public authorities and other bodies, giving them an in-depth understanding of client needs. As a fully integrated partnership, we place a strong emphasis on teamwork and cooperation. You will have access to dedicated, highly experienced specialists who will help you meet your specific objectives efficiently and effectively, delivering the highest standards of quality. One important practice area of Wenger Plattner is Corporate/M&A, particularly Private M&A including Private Equity. With advising in 10-20 relevant transactions every year, Wenger Plattner plays an active role in the market covered by SECA and wants to further contribute to the development of such market and to the relevant know-how transfer/education.

Contact Information

Address	Dufourstrasse 56 8034 Zürich
Telephone No	+41 58 958 58 58
E-mail Address	mail@wengervieli.ch
Website	www.wengervieli.ch

Company Information

Key People	Dr. Beat D. Speck Dr. Christian Wenger
Year of Establishment	
Number of Employees	120
Fund Names	
Capital Under Management	
Number of Portfolio Companies	
Examples of Portfolio Companies	

Investment Preferences

Size of Investment
Investment Stages
Industrial Sectors
Geographical Focus
Type of Financing

Short Company Profile

Wenger Vieli advises companies and individual clients on matters of domestic and international law and taxation. Our wealth of experience and expertise in all areas of commercial law allow us to deliver precisely what our clients need. We are a member of Meritas, one of the largest international associations of independent law firms, and collaborate with WTS Global, a worldwide network of selected tax consultancy firms. Although our offices in Zurich and Zug are deeply rooted in the heart of Europe, we operate internationally. Whether we are working with companies or individual clients in Switzerland or overseas, our team always speaks the right language.

Contact Information

Address	Löwenstrasse 25 8001 Zürich
Telephone No	+41 44 215 60 90
E-mail Address	info@yielco.com
Website	www.yielco.com

Company Information

Key People	Mr. Claudio Ghisu Mr. Iwan Heiz Dr. Peter Laib
Year of Establishment	
Number of Employees	> 45 (YIELCO Group)
Fund Names	
Capital Under Management	EUR 10.1 Mrd. (per 31.12.2023)
Number of Portfolio Companies	
Examples of Portfolio Companies	

Investment Preferences

Size of Investment	
Investment Stages	All
Industrial Sectors	All
Geographical Focus	All
Type of Financing	All

Short Company Profile

YIELCO is an independent specialist in private markets and focuses on investments infrastructure, private debt and private equity. With offices in Munich (HQ), Zurich and Madrid, YIELCO services capital commitments from a broad range of institutional investors such as pension plans, insurance companies, foundations, family offices, etc. The range of services and products offered is geared to the individual requirements of the clientele and comprises fund of funds, co-investment funds and managed account/advisory solutions. The company is known for its high alignment of interest with investors, client-first mentality, and extensive expertise.



Contact Information

Address	Vorderbergstrasse 26 6318 Walchwil
Telephone No	+41 41 758 28 55
E-mail Address	
Website	www.zugerpartners.com

Company Information

Key People	Dr. Marta Areny Tuset Dr. Jaume Torres Murici
Year of Establishment	2011
Number of Employees	2-15
Fund Names	Quantum Ventures - "The Quantum Revolution Fund", Kryptos Finance, The Embassy of Art, Zuger Partners Opportunities
Capital Under Management	CHF 100m
Number of Portfolio Companies	
Examples of Portfolio Companies	

Investment Preferences

Size of Investment	CHF 100k to 2m
Investment Stages	Early-Stage, Seed Capital, Start-up Capital
Industrial Sectors	Biotechnology, Chemical - Materials, Computer Related, Finance - Insurance - Real Estate, Industrial Products and Services, Internet Technology, Services, Telecommunications, Communications other
Geographical Focus	Asia, Continental Europe, Switzerland, United States of America
Type of Financing	Majority Equity

Short Company Profile

An ecosystem for the 21st century. Many industries are currently being disrupted by digital technologies and the advent of the fourth industrial revolution. This trend will only accelerate in the coming years. At Zuger Partners AG, we have chosen to constantly transform our business in collaboration with the best partners since 2011. This collaboration helps us acquire new digital skills, build new business models and harness the power of ecosystems within specialised technology areas such as quantum physics or DLT development and more classic areas of alternative investments and private markets where good opportunities arise.

Zühlke Ventures AG



Contact Information

Address	Zürcherstrasse 39J 8952 Schlieren
Telephone No	+41 43 216 66 11
E-mail Address	ventures@zuehlke.com
Website	www.zuehlkeventures.com

Company Information

Key People	Dr. Patrick Griss Mr. Stephan Wehrli
Year of Establishment	2011
Number of Employees	3
Fund Names	
Capital Under Management	
Number of Portfolio Companies	
Examples of Portfolio Companies	

Investment Preferences

Size of Investment	CHF 0.2-1m
Investment Stages	Early-Stage
Industrial Sectors	Medical - Life Sciences - Health Related
Geographical Focus	Austria, Germany, Switzerland, United Kingdom, United States of America
Type of Financing	Equity Financing

Short Company Profile

Zühlke Ventures support high-tech start-up in the HealthTech industry from early stage to exit. We finance ideas that hit the nerve of the market. We evaluate carefully before acting, fully aware that there are no guarantees. Our goals are to recognize potential, get involved early, limit threats and accept reasonable risks. The many assets we provide include sound financing, a wealth of management and technology experience, and our strong network.

Contact Information

Address	8010 Zürich
Telephone No	+41 44 292 24 64
E-mail Address	corporate.finance@zkb.ch
Website	www.zkb.ch

Company Information

Key People	Ms. Michelle Tschumi Mr. Andreas Neumann
Year of Establishment	1870
Number of Employees	5200
Fund Names	
Capital Under Management	
Number of Portfolio Companies	
Examples of Portfolio Companies	

Investment Preferences

Size of Investment	CHF 0.2 – 5m.- (plus follow-ons)
Investment Stages	Early-Stage, Start-up Capital
Industrial Sectors	All
Geographical Focus	Switzerland
Type of Financing	Equity Financing, Mezzanine

Short Company Profile

ZKB offers all services of a large universal bank. The range of financial services includes traditional corporate banking, capital markets (incl. IPOs), start- and scale-up financing (sector-agnostic), large structured and syndicated loans, as well as succession consulting for SME. In addition to our start- and scale-up activities we provide with our Swisscanto Private Equity Growth Fund (founded in 2018) growth capital to innovative, tech-driven startups in the late stage venture, growth phase with focus on ICT, high-tech and health-tech primarily in Switzerland and opportunistically in Germany, Nordics and Benelux.

Adalys Capital Sàrl

Contact Information

Address	Rue du Nasot 2a, 1955 Chamoson
Telephone No	+41 77 433 82 04
Website	
Key People	Mr. Warren Zenhäusern
Year of establishment / Employees	- / 1

Short Company Profile

Adalys Capital Sàrl in Valais was founded in 2021 as an independent private equity investor as well as a financial advisor in the field of corporate financing, focusing on venture capital and private equity.

ALTENBURGER LTD legal + tax

Contact Information

Address	Seestrasse 39, 8700 Küsnacht
Telephone No	+41 58 810 22 22
Website	www.altenburger.ch
Key People	Mr. Thierry Thormann, Mr. Manuel Moor
Year of establishment / Employees	1978 / 40

Short Company Profile

ALTENBURGER is a Swiss law firm with offices located in Zurich, Geneva and Lugano. For over 40 years, our firm has continuously built up authority and recognition as an international business law practice. We have the required expertise and experience to provide professional advice in all areas of international business law. As a full service firm, we offer a comprehensive range of services that constitute our practice areas. On the other hand, we have over many years of practice acquired specialist know-how in selected areas of law that now represent our key strengths such as Corporate, M&A, Banking & Financial Services, Tax, Insurance, Real Estate and Dispute Resolution.

Alternative Capital Management AG

Contact Information

Address	Tödistrasse 61, 8002 Zürich
Telephone No	+41 44 787 33 33
Website	www.acmanagement.ch
Key People	Mr. David Guggenheim, Mr. Markus Huber
Year of establishment / Employees	2005 / 5

Short Company Profile

Alternative Capital Management AG in Zürich was founded in 2005 as an independent financial adviser in the field of corporate financing, focusing on venture capital and private equity.

Aon M&A and Transaction Solutions

Contact Information

Address	Vulkanstrasse 106, 8048 Zürich Altstetten
Telephone No	
Website	www.aon.com/m-and-a-transaction
Key People	Ms. Ana Serdarevic, Mr. Hansjörg Pezzei
Year of establishment / Employees	1997 / 380

Short Company Profile

Aon M&A and Transaction Solutions is a global team of diverse M&A experts fiercely focused on driving the greatest return, while minimizing risk for every deal. Our client promise is to secure investments and enhance returns. For this reason, our clients not only rely on our due diligence knowhow, but also benefit from our expertise as Broker of core M&A insurance solutions such as Warranty & Indemnity, Tax Liability, Litigation, Contingent Liability and Prospectus (POSI) Liability insurances. Aon's M&A solutions includes: Risk & Insurance Due Diligence, Risk Mitigation Strategies, ESG, Human Capital Diligence, Cyber & Digital Diligence, Transaction Liability Solutions, Intellectual Property Solutions and Private Equity Portfolio Solutions.

ARALON AG

Contact Information

Address	Forchstrasse 138, 8132 Egg b. Zürich
Telephone No	+41 44 994 70 53
Website	www.aralon.ch
Key People	Dr. Werner Hane
Year of establishment / Employees	2005 / 5

Short Company Profile

ARALON is a management consulting firm with following main fields of expertise: commercial and vendor due diligence, growth strategies and post merger integration.

Asia Green Real Estate

Contact Information

Address	Asylstrasse 77, 8032 Zürich
Telephone No	+41 44 586 93 86
Website	www.asiagreen.com
Key People	Dr Juerg Syz, Mr. Severin Butz
Year of establishment / Employees	2009 / 35

Short Company Profile

Asia Green Real Estate is a fully regulated asset manager specialized in sustainable real estate investments in Asia. With offices in Asia and Europe, the team optimally combines local execution skills with an international perspective, strong investment discipline, and highest governance standards. The local presence and the long-standing partner network allow direct access to first-class investment opportunities in Asia's fast-growing metropolises. Sustainability has been in the company's DNA since its foundation in 2009. We certify our real estate portfolio with GRESB and all properties with globally recognized green building labels. Furthermore, our Asia Green Real Estate Fund (Luxembourg SIF-SICAV) has been accredited according to SFDR Article 9.

BackBone Ventures

Contact Information

Address	Bellerivestr. 2, 8008 Zürich
Telephone No	+41 44 500 23 81
Website	www.backboneventures.ch
Key People	Mr. Philippe Bernet
Year of establishment / Employees	2018 / 5

Short Company Profile

BackBone's focus are early-stage investments, primarily in the area of innovative ICT, FoodTech and disruptive technologies in DACH & Israel. BackBone strives to create positive impact for the next generation by empowering access to proficient venture investments.

Badertscher Rechtsanwälte AG

Contact Information

Address	Mühlebachstrasse 32, 8008 Zürich
Telephone No	+41 44 266 20 66
Website	www.b-legal.ch
Key People	Ms. Piroska Poltera, Mr. Philipp Schaller
Year of establishment / Employees	1995, 2009 / 49

Short Company Profile

As a medium-sized law firm, Badertscher Rechtsanwälte AG concentrates on selected business sectors and core competences in international and commercial law, such as tax-optimised international holding, trading and investment structures, M&A, IPOs, international business transactions, private equity and venture capital, advertising and marketing concepts, business successions and the management of international disputes.

Baker McKenzie Switzerland

Contact Information

Address	Holbeinstrasse 30, 8034 Zürich Esplanade Pont-Rouge 2, Grand-Lancy, Geneva 1212
Telephone No	Zurich: +41 44 384 14 14, Geneva: +41 22 707 98 00
Website	www.bakermckenzie.com/en/locations/emea/switzerland
Key People	Dr. Alexander Fischer (Zurich), Jingjin Guo (Geneva)
Year of establishment / Employees	1958 (Zurich), 1968 (Geneva) / 194*

Short Company Profile

Baker McKenzie Switzerland is one of the largest law firms in Switzerland. Our offices in Geneva and Zurich have been an integral part of the Swiss legal landscape for more than half a century, firmly establishing us as a prominent force for our domestic and foreign clients. Our vast, experienced team of experts, composed of more than 130 lawyers, is providing Swiss and multinational industry players, financial institutions, private equity houses and insurance companies with top-tier legal advice. Globally, Baker McKenzie brings insight and foresight to clients across more than 70 global offices. Our team of 13,000 people, including over 6,500 lawyers and tax professionals, works alongside our clients to drive growth that is both sustainable – and inclusive. *lawyers, paralegal and business services employees at both locations

Baumgartner Mächler Rechtsanwälte AG

Contact Information

Address	Löwenstrasse 2, 8001 Zürich
Telephone No	+41 44 215 44 77
Website	www.bmlaw.ch
Key People	Dr. Dirk Hartmann, Mr. Philipp Mächler
Year of establishment / Employees	1999 / 22

Short Company Profile

Baumgartner Mächler is specialised in legal advice to companies in complex business transactions. The firm provides legal advice to Swiss and international industrial and commercial companies, private equity companies, banks, insurances and other financial service providers as well as private individuals. Our focus is on creating solutions tailored to the requirements of our clients.

BE Bio Energy Group AG

Contact Information

Address	Zollikerstrasse 226, 8008 Zürich
Telephone No	+41 43 430 37 00
Website	www.solorbioenergi.com
Key People	Mr. Martinus Brandal, Mr. Ola Ström
Year of establishment / Employees	2010 / 175

Short Company Profile

BE Bio Energy Group AG is a privately owned partnership located in Switzerland. We focus on buying, operating, and developing high quality, sustainable bioenergy assets. The Group comprises bioenergy companies which are providing essential energy services in Sweden and Norway. The Group produces wood-based bioenergy for the public and private sector including private households, municipalities, industrial customers and local/regional governments. As a leading bioenergy company, the Group is operating in the entire value-chain from procurement, production and distribution to sale of energy in form of district heating, industrial steam, electricity and various biomass products. Our skill set combines industrial knowledge, financial expertise, value-chain management, and sourcing capabilities with a hands-on management approach. This drives operational excellence along the entire value-chain and creates long-term value for all stakeholders.

BianchiSchwald LLC

Contact Information

Address	5, rue Jacques-Balmat, 1211 Geneva
Telephone No	+41 58 220 36 00
Website	www.bianchischwald.ch
Key People	Ms. Hélène Weidmann, Mr. Thomas Schmid
Year of establishment / Employees	- / 100

Short Company Profile

One national firm , Worldwide network , Personally available at any time , BianchiSchwald is a leading full-service business law firm with offices in Geneva, Zurich, Lausanne and Bern and with a strong track record in corporate, M&A and PE/VC. Due to our fully integrated approach on a national level and our powerful international network, we are able to bring together expert teams tailored to the needs of the client while remaining personally available at any time.

Bloomhaus Ventures AG

Contact Information

Address	Dammstrasse 16, 6300 Zug
Telephone No	+41 41 725 02 23
Website	www.bloomhaus.vc
Key People	Mr. Pascal Stuerchler
Year of establishment / Employees	2022 / 3

Short Company Profile

Bloomhaus is a Swiss venture that supports promising technology startups in Central Europe to thrive globally and create a more sustainable future. With their experience as entrepreneurs, technologists and investors, Bloomhaus supports pioneers and connects them with the resources needed for sustainable success. Our focus areas are: Clean Tech, Industry Tech and Digitalization.

Borel & Barbey

Contact Information

Address	rue de Jargonnant 2, 1211 Genève 6
Telephone No	+41 22 707 18 00
Website	www.borel-barbey.ch
Key People	Mr. Nicolas Killen, Mr. Luca Bozzo
Year of establishment / Employees	1907 / 110

Short Company Profile

Borel & Barbey is a leading Swiss law firm with a longstanding expertise in corporate and commercial law, M&A, financing and technology. Borel & Barbey advises private and institutional investors who are active in private equity and venture capital. The firm assists entrepreneurs at all stages of maturity of their company with corporate, tax and intellectual property advice.

Bruppacher Anderes KIG, Attorneys at Law

Contact Information

Address	Dufourstrasse 58, 8702 Zollikon
Telephone No	+41 44 396 31 31
Website	www.barlaw.ch
Key People	Dr. C. Mark Bruppacher, lic. iur. Dominique Anderes
Year of establishment / Employees	2022 / -

Short Company Profile

Company, Financial and Contract law

Bundesverband Beteiligungskapital e.V.

Contact Information

Address	Reinhardtstr. 29b, 10117 Berlin
Telephone No	+49 30 306 98 20
Website	www.bvkap.de
Key People	Ms. Ulrike Hinrichs
Year of establishment / Employees	1989 / -

Short Company Profile

Bundesverband Beteiligungskapital e.V. is the representative of the German private equity industry covering private equity firms, from venture capital through growth capital to buyouts, as well as institutional investors. It is the mission of the BVK to create best possible environmental conditions for the industry in Germany. This requires improving tax and legal environmental conditions for private equity in Germany in dialogue with political and administrative decision-makers, facilitating the access to capital sources, surveying the markets and analysing market trends, and supporting our members in exchanging their experiences. To achieve this, systematic industry communication is fundamental like the BVK pursues it together with its 300 members.

business punks AG

Contact Information

Address	Alfred Escher-Str. 9, 8002 Zürich
Telephone No	+41 41 510 60 49
Website	www.business-punks.ch
Key People	Mr. Alain Rollier, Mr. Kurt Fröhlicher
Year of establishment / Employees	2011 / 2

Short Company Profile

We are passionate entrepreneurs and investors, specialized in the development of innovations and investments and know the challenges from our own years of experience and practice.

Capstan Capital (Switzerland) LLC

Contact Information

Address	Tannenriedstrasse 10, 8810 Horgen/Zurich
Telephone No	+41 43 377 57 59
Website	www.capstan-capital.com
Key People	Mr. Steffen Bassler
Year of establishment / Employees	2009 / 2

Short Company Profile

Capstan Capital is an independent, privately-owned investment banking firm specialising in bespoke corporate finance services, M&A advisory and arranging capital for special situations. Founded in 2009 with a vision to disrupt established process driven investment banking advisory services we thrive on tailored approaches that focus on our clients' desired results.

Carey AG

Contact Information

Address	Alderstrasse 49, 8034 Zürich
Telephone No	+41 43 499 11 44
Website	www.carey.ch
Key People	Mr. Beat Haering
Year of establishment / Employees	2003 / 9

Short Company Profile

CAREY Zurich is your Family Office and trusted fiduciary partner in administering and managing tailor-made Private & Corporate Structures and providing Family Office & Accounting Services. Our customers can count on Swiss quality and standards, efficiency and trust. The Company, established in 2003, has highly experienced staff, providing services to a high-class customer base who require independence and freedom to select from all of the opportunities available in the market. Committed only to our clients, we always choose the best available options without incurring any risk of potential conflicts of interest. As we do not provide legal and tax services we work in close conjunction with our clients' legal and tax advisors. In this win-win situation the client gets the best services available: professional and trusted advice from their own team and professional financial services from us. If our clients do not yet have access to specialised legal and/or tax advisers we can provide a broad network of recommended firms. We are a member of the Self-Regulatory Organization (SRO) for anti-money laundering purposes in Switzerland.

CFP Business Consulting AG

Contact Information

Address	Büchelstrasse 27, 9497 Triesenberg
Telephone No	+423 79 161 49
Website	www.cfp-ag.com
Key People	Mr. Wolfgang Schmid
Year of establishment / Employees	2002 / 6

Short Company Profile

CFP creates transparency through Performance Analytics and provides Corporate Finance Solutions such as «M&A office as a service» including the financing to implement a buy-and-build-strategy for small and mid-sized companies. CFP supports the client in the conception and implementation of the legal consolidation, strategic and operational driver-based integrated planning and forecasting, szenario-analysis and valuation.

CMS von Erlach Partners Ltd

Contact Information

Address	Räffelstrasse 26, 8022 Zürich
Telephone No	+41 44 285 11 11
Website	cms.law
Key People	Mr. Alain Raemy, Mr. Stephan Werlen
Year of establishment / Employees	1936 / 200

Short Company Profile

CMS von Erlach Partners is a leading Swiss law firm with offices in Zurich and Geneva and having a proven track record and a reputation for excellent client service stretching back more than 80 years. The firm has a strong international focus and its expertise covers all areas of commercial law including Banking & Finance, Commercial, Competition & EU, Corporate/M&A, Dispute Resolution, Employment & Pensions, Funds, Insurance, Intellectual Property, Private Clients, Private Equity, Public Procurement, Real Estate & Construction and Tax. According to the European Top League Table rankings, CMS von Erlach Partners ranks among the top firms for Switzerland by deal volume in the past years. Since 2007 CMS publishes its annual CMS European M&A Study which provides insight into the legal provisions of private M&A transactions, compares deal points across Europe and with the US and identifies market trends.

CMS von Erlach Partners Ltd

Contact Information

Address	Rue Bovy-Lysberg 2, 1211 Geneva 11
Telephone No	+41 22 311 00 10
Website	cms.law/en/CHE/Office/Geneva
Key People	Dr. iur. Pascal Favre, Ms. Sarah Busca Bonvin
Year of establishment / Employees	1936 / 200

Short Company Profile

CMS von Erlach Poncet is a leading Swiss law firm with a proven track record and a reputation for excellent client service stretching back more than 80 years. The firm has a strong international focus and its expertise covers all areas of commercial law including Banking & Finance, Commercial, Competition & EU, Corporate/M&A, Dispute Resolution, Employment & Pensions, Funds, Insurance, Intellectual Property, Private Clients, Private Equity, Public Procurement, Real Estate & Construction and Tax. According to the European Top League Table rankings, CMS von Erlach Poncet ranks among the top firms for Switzerland by deal volume in the past years. Since 2007 CMS publishes its annual CMS European M&A Study which provides insight into the legal provisions of private M&A transactions, compares deal points across Europe and with the US and identifies market trends.

Drooms AG

Contact Information

Address	Industriestrasse 13c, 6300 Zug
Telephone No	+41 41 767 44 10
Website	www.drooms.com
Key People	Mr. Jan Hoffmeister, Mr. Fabian Cöllen
Year of establishment / Employees	2001 / 170

Short Company Profile

Drooms is the leading provider of secure Dataroom in Europe. The virtual data room Drooms allows for the transparent, efficient and secure management of confidential business processes such as commercial real estate transactions, mergers and acquisitions, financing rounds and board communications. New to the portfolio of products from Drooms come the Findings Manager, the tool using AI technology which helps professional investors, investment clubs and associations to detect, categorize and manage their documents efficiently, secure, and fast as never before. Drooms' clients include the world's leading real estate companies, consulting and law firms and corporations such as METRO GROUP, Evonik, Santander, JLL, JP Morgan, CBRE, Rewe and UBS.

Ebury Partners Switzerland AG

Contact Information

Address	Gutenbergstrasse 1, 8002 Zürich
Telephone No	+41 44 501 51 44
Website	www.ebury.ch
Key People	Mr. Gilles Niffenegger, Mr. Jean-Daniel Coendoz
Year of establishment / Employees	2016 / 22

Short Company Profile

Ebury Partners is a global foreign exchange and cross-border payments provider. We offer corporations and institutional clients a range of services to help them manage their international transactions and currency risk. These services include currency exchange and risk management, international money transfers, and trade finance solutions. Ebury partners with banks and other financial institutions to provide these services to its clients.

Ebury What borders?

● Introducing Ebury Institutional Solutions

We offer dedicated named local currency accounts in 20+ countries:

 Australia AUD	 Hong Kong CNH, EUR, HKD, USD	 UK 29 currencies*
 Netherlands 29 currencies*	 Luxembourg EUR, GBP, USD	 Canada CAD
 Spain 29 currencies*	 Denmark DKK	 USA USD
 New Zealand NZD	 Norway NOK	 Singapore SGD
 Belgium 29 currencies*	 France 29 currencies*	 Germany EUR
 Ireland EUR, GBP, USD	 Poland EUR, PLN	 Sweden SEK
 Hungary HUF	 Bulgaria BGN	

*Note: 29 currencies list: AED, AUD, BGN, CAD, CHF, CNH, CZK, DKK, EUR, GBP, HKD, HUF, ILS, JOD, JPY, NOK, NZD, OMR, PLN, QAR, RON, RSD, SAR, SEK, SGD, THB, TRY, USD, ZAR

With our comprehensive suite of Global Accounts, FX Risk Management, and International Payments solutions, we help funds operate globally with insight and confidence.

Global accounts

We open local accounts in key fund jurisdictions, including Luxembourg, Singapore, Netherlands, Australia, USA, Hong Kong, Dubai, and more.

Currency risk management

We take a strategic and bespoke approach to currency risk management to help you navigate global capital markets, including exposure to emerging market currencies.

International payments and collection

With our online platform, you can send and receive payments from all over the world, including Africa, Asia, and Latin America.

EquityPitcher Ventures

Contact Information

Address	Räffelstrasse 24, 8045 Zürich
Telephone No	+41 44 273 07 07
Website	www.equitypitcher.com
Key People	Mr. Hermann Koch, Mr. Sascha Horrig, Ms. Andrea Buhofer
Year of establishment / Employees	2016 / 6

Short Company Profile

EquityPitcher Ventures is an Early-Growth Venture Capital firm backing promising startups from the DACH region. Through close cooperation with renowned industry experts, co-investors and exit partners, we pave the way for entrepreneurs to attain the three decisive success factors: capital, know-how and network!

Eversheds Sutherland Ltd.

Contact Information

Address	Stadelhoferstrasse 22, 8001 Zürich
Telephone No	+41 58 255 56 50
Website	www.eversheds-sutherland.ch
Key People	Dr. Michael Mosimann, Mr. Ludovic Duarte
Year of establishment / Employees	2009 / 50

Short Company Profile

Eversheds Sutherland is a global brand with 74 offices across Europe, Asia, Africa, the Middle East and the United States. In Switzerland, Eversheds Sutherland maintains offices in Zurich, Geneva, Berne, and Zug. We provide our clients specialized guidance in the complexities of national and international law and deliver innovative and pragmatic solutions that add value. Legal expertise, a commercial way of thinking and specific sector know-how are the cornerstones of our legal practice. Together with our global reach we are an ideal partner for legal services, wherever a business is located and whatever a business needs may be.

EVERSHEDS
SUTHERLAND

Getting the deal done

in Private Equity
and Venture Capital.
Worldwide.



Your key contacts



Ludovic Duarte



Dr. Michael Mosimann



eversheds-sutherland.ch

Berne | Geneva | Zug | Zurich and 70+ offices around the globe

Flexstone Partners

Contact Information

Address	Chemin de Blandonnet 8, 1214 Vernier
Telephone No	+41 22 761 70 80
Website	www.flexstonepartners.com
Key People	Mr. David Arcauz, Mr. Eric Deram
Year of establishment / Employees	2005 / 9

Short Company Profile

Flexstone Partners (1) is a leading Investment Manager and Advisor specialized in private assets on a global basis. With local presence in Geneva, Paris, New York and Singapore, the Company manages approximately \$ 10.4 billion (2) on behalf of large institutions and high net worth individuals (3). Our range of products and services extends from tailor-made solutions and advisory services to commingled funds, across all private asset classes (Private Equity, Mezzanine, Infrastructure...) through Primary and Secondary investments in funds, as well as direct Co-investments in buyout & growth capital transactions. Flexstone Partners is a signatory of the UN-PRI since 2014. Flexstone Partners is an affiliate of Natixis Investment Managers, one of the world's largest asset managers with \$1.3tr AUM as of 12/31/2023. Further information: www.flexstonepartners.com

(1) Flexstone is the name that collectively identifies Flexstone and its underlying companies. (2) Source: Flexstone Partners at 31/12/2021. Assets under management and advisory made up of commitments for closed-end private placement funds, and sum of Net Asset Value and unfunded commitments otherwise. (3) Under certain conditions related to marketing and prospection regulatory requirements specific to each entity.

Gestassur SA

Contact Information

Address	Scheideggstrasse 45, 8002 Zürich
Telephone No	+41 43 497 28 67
Website	www.gestassur.com
Key People	Mr. Philip Waser, Mr. Simon Vuille
Year of establishment / Employees	1984 / 4

Short Company Profile

Founded in 1984, Gestassur SA is a FINMA-registered insurance broker specializing in the analysis of professional and civil liability risks of financial institutions and in the transfer of these risks to insurers. We work with leading global insurance companies and arrange civil liability policies (D&O, E&O) as well as protection against fraud, crime and cyber-attacks. Our clients include banks, asset & fund managers as well as private equity firms and trustees.

H.I. Executive Consulting

Contact Information

Address	Feldeggstrasse 26, 8008 Zürich
Telephone No	+41 44 256 10 00
Website	www.hiec.com
Key People	Mr. Lucas Schellenberg, Ms. Isabelle Nüssli
Year of establishment / Employees	1990 / 100

Short Company Profile

We help private equity firms and the best investment professionals Private Equity professionals must be equipped with very diverse, interdisciplinary skill sets. We help private equity firms assess top management during their due diligence Human Capital is therefore the key success factor for a fruitful investment. Accordingly, assessing managerial competence and integrity are of paramount importance in the PE environment. Besides the assessment of the management team, organization and remuneration structure, a PE Investor will also overhaul the values, motivation and intentions of the key management and scrutinize their potential for the future journey. Through Industry Specializations, we help private equity firms and the best management for their portfolio companies Once a PE firm has invested in a company, the investment has to be managed. A PE professional takes a place on the board, responsible for controlling the nances, monitoring the strategy and reporting accordingly. Additionally, they are on call for frequent management audits and hiring of top management.

Herculis Partners SA

Contact Information

Address	30, rue du 23 Juin, 2900 Porrentruy
Telephone No	+41 32 552 02 20
Website	www.herculispartners.ch
Key People	Mr. Jean-Paul Periat, Mr. Nikolay Karpenko
Year of establishment / Employees	2009 / 14

Short Company Profile

HERCULIS GROUP is a Wealth & Investment Boutique which was established in 2009 by a group of Russian and Swiss partners for bringing new added value to the Wealth Owners (HNWIs, Family Offices, Charities and Endowments) through responsible business approach in Wealth & Asset Management and Investment Banking industries taking into account principles of ethics, transparency and performance. HERCULIS GROUP consists of three pillars: Herculis Partners SA- Asset Management, Portfolio Management, Alternative Investments | Herculis Fiduciaires AG – Fiduciary & Accounting Services | Herculis Guardians SA – Anonymous safe boxes, vaults.

HFI Global AG

Contact Information

Address	Adligenswilerstrasse 24, 6006 Luzern
Telephone No	+41 41 914 40 21
Website	
Key People	Mr. Urs Altorfer, Mr. Thomas Gehring
Year of establishment / Employees	-

Short Company Profile

HFWM AG

Contact Information

Address	Gubelstrasse 24, 6300 Zug
Telephone No	+41 43 508 41 80
Website	http://moonshot.ch
Key People	Mr. Alexander Hübner, Mr. Fabian Coray, Ms. Leticia Bordoni
Year of establishment / Employees	2016 / 8

Short Company Profile

Moonshot is a globally active private markets investor network enabling individual investors to participate in private equity, venture capital, private credit and private real estate deals starting from as little as CHF 500/10'000.

HLD Group

Contact Information

Address	Schnabelweg 51, 8832 Wilen bei Wollerau
Telephone No	+41 44 784 45 09
Website	www.groupehld.com
Key People	Mr. Hans-Peter Diener
Year of establishment / Employees	2010 / 1

Short Company Profile

HLD Group is an investment group created by entrepreneurs for entrepreneurs. HLD was founded by Jean-Bernard Lafonta, Jean-Philippe Hecketsweiler and Philippe Donnet. This project was born out of their desire to provide European companies in all sectors with long-term support. Since 2010, several top entrepreneurs have joined the project as shareholders. Since then, HLD has been investing in companies as true partners, with the desire to support their growth in- and outside Europe over the long term, to bolster their leading position. HLD is investing up to € 500 Mio. in equity per company, with no restrictions on duration. The capacity to invest without a time horizon is essential for fostering the development of the companies supported by HLD. New shareholders from other European countries have joined the historical investors. Together, they put their experience and know-how at the service of the entrepreneurs being supported by HLD. The Group has five teams in different European cities: Luxembourg, Amsterdam, Milan, Paris and Zurich.

Homburger AG

Contact Information

Address	Prime Tower, Hardstrasse 201, 8005 Zürich
Telephone No	+41 43 222 10 00
Website	www.homburger.ch
Key People	Dr. Dieter Gericke, Ms. Margrit Marti
Year of establishment / Employees	1957 / 150

Short Company Profile

We help businesses and entrepreneurs master their greatest challenges. We combine the know-how, drive and passion of all our specialists to support our clients in reaching their goals. Whether advising clients on transactions, representing them in court proceedings or helping them with regulatory matters, we are dedicated to delivering exceptional solutions, no matter the complexity or time constraints. We are renowned for our pioneering legal work, for uncompromising quality and our outstanding work ethic. We are at our best when we work in a team. Smart, efficient collaboration within our firm, with the involvement of our clients and other parties, is crucial to our performance. We have been part of the team that is developing the SECA templates for VC agreements since the first edition. Established in 1957, Homburger has more than 150 professionals and certified tax experts experienced in m&a, private equity and financial transactions, fund structuring and regulations, banking, commercial projects, as well as dispute resolution. Our teams include Corporate, M&A (incl. private equity and venture capital), Capital Markets (incl. IPOs), Financial Market Regulation, Financing and Investment Products, Insurance, Arbitration, Competition, Regulatory, Compliance, Corporate Governance, Crisis Management, Data Protection, Employment and Executive Compensation, IP, IT, Investigations, Litigation, Private Clients, Real Estate, Restructuring, Insolvency, Tax, Technology and Digital Economy and White Collar Crime.

MOONSHOT INVESTOR NETWORK

Access blue-chip opportunities in private equity, venture capital, private credit, private real estate, or tangible assets with small minimum investments.

Moonshot is a home for accredited investors working towards a future worth being excited about.

Apply now



moonshot.ch

IMCI GROUP INTERNATIONAL GMBH

Contact Information

Address	Hardturmstrasse 161, 8005 Zürich
Telephone No	+41 79 349 25 26
Website	www.imci-group.com
Key People	Mr. Modesto N. Peña y Gorriñ
Year of establishment / Employees	Originally in 2004, then 2016 in the UK, and in Switzerland in Feb. 2021/ 1

Short Company Profile

IMCI+ Group has roots going back to 1998. We are backed by IMCI+ Alliance with a network structure of advisors focusing on corporate finance, restructuring services and expansion support. This business is covered by our divisions IMCI+ Capital, IMCI+ Advisory and IMCI+ Alliance. January 2022, we had ca. 200 members worldwide in over 70 countries. Within our Alliance, we held cooperation with many EPCs and Industrial firms. In the aspect of corporate finance, we offer financial solutions for project funding acting as an underwriter and fiduciary for Swiss and US Investors and a group of over 70 banks. IMCI+ works with private companies, stock-listed firms, and governments (PPP), providing financing solutions from 5 million USD, up to 50 billion USD. IMCI+ is also specialized in M&A operations. Further, we do offer investment opportunities to potential investment partners (HNVI, family offices, asset managers) in our structure. IMCI+ Group was awarded by the reputed London-based editorial, CFI Capital finance International, as Global Best Alternative Project Finance Solutions Provider – 2022. Further shortlisted by the same editorial in 2016 and 2018 as Global Best M&A Advisor.

invest.austria

Contact Information

Address	Stiftgasse 21/Top 28, 1070 Vienna
Telephone No	
Website	www.invest-austria.com
Key People	Mr. Arnaud Béasse, Ms. Daniela Haunstein
Year of establishment / Employees	2023 / 7

Short Company Profile

invest.austria - Austrian Association for Private Capital: invest.austria is Austria's leading network for investors of the pre-IPO capital market. The non-profit association has set itself the goal of supporting innovation throughout Austria - by promoting and professionalizing business angels, as well as venture capital and private equity companies. With now more than 350 members, the organization has become one of the most important cornerstones of the domestic financing ecosystem.

IRF

Contact Information

Address	Rämistrasse 4, 8024 Zürich
Telephone No	+41 43 244 81 44
Website	www.irf-reputation.ch
Key People	Ms. Miriam Dippe-Nistor
Year of establishment / Employees	2002 / 17

Short Company Profile

IRF is a leading financial PR consultancy based in Zurich with an established international network. IRF offers customized communications solutions. Its team of specialists provides clients with professional expertise and contacts as well as support with public and investor relations. IRF analyzes situations and requirements and communicates its results openly and transparently. The team of IRF has a broad experience in financial communications as well as in capital market transactions such as IPOs, M&A or private equity investments.

Keller Schneider Patent- und Markenanwälte AG

Contact Information

Address	Beethovenstrasse 49, 8002 Zürich
Telephone No	+41 43 430 32 32
Website	www.kellerschneider.com
Key People	Dr. Martin Schneider, Mr. Mirko Schade
Year of establishment / Employees	1960 / 46

Short Company Profile

Keller Schneider Patent- und Markenanwälte AG - Patent and Trademark Attorneys is an established firm of patent attorneys (physicists, engineers and scientists), trademark attorneys (lawyers) and attorneys-at-law specialised in the protection, defence and exploitation of intellectual property rights (IPR's), namely patents, trademarks, designs, copyrights and domains. Keller Schneider Patent- und Markenanwälte AG is experienced in advising of start-up companies, in IPR transactions, including due diligence issues, the assessment and evaluation of patent or trademark portfolios and the elaboration of freedom to operate solutions (FTO). In addition, Keller Schneider Patent- und Markenanwälte AG's attorneys represent clients before all Swiss, German and European courts in IPR enforcement or infringement cases.

Kellerhals Carrard

Contact Information

Address	Effingerstrasse 1, 3001 Bern
Telephone No	+41 58 200 35 00
Website	www.kellerhals-carrard.ch
Key People	Dr. Beat Brechbühl, Dr. Karim Maizar
Year of establishment / Employees	1885 / 550

Short Company Profile

Kellerhals Carrard is a full-service law firm with more than 300 legal experts and offices in Basel, Berne, Geneva, Lausanne/Sion, Lugano and Zurich as well as representative offices in Shanghai and Tokyo. The firm offers a full range of legal services for national and international clients in all areas of corporate and commercial law, with particular emphasis on M&A, financial and tax services including capital markets, litigation and arbitration.

KESSLER & CO Inc.

Contact Information

Address	Forchstrasse 95, 8032 Zürich
Telephone No	+41 44 387 87 11
Website	www.kessler.ch
Key People	Mr. Timo Salvisberg
Year of establishment / Employees	1915 / 300

Short Company Profile

Kessler offers a comprehensive range of services covering all aspects of insurance, such as corporate and personal insurance and pension funds. Particularly with regard to the M&A process, these range from preparing the transaction (providing information and vendor insurance due diligence) and assessing the target company (insurance due diligence) to transferring sale and purchase contract risks (M&A transaction insurance, known as Warranty & Indemnity Insurance or Reps & Warranties Insurance) and overseeing integration or resale. With its Network Partner Marsh, the Private Equity and M&A Practice of Kessler draws on more than 200 specialists all over the world, able to deal with all kinds of cross-border transactions.

Kloepfel Consulting GmbH

Contact Information

Address	Werftstrasse 4, 6005 Luzern
Telephone No	+41 41 248 08 88
Website	www.kloepfel-consulting.com
Key People	Dr. Stephan Hofstetter, Theodor Uljanov
Year of establishment / Employees	2008 / -

Short Company Profile

Supply Chain & Purchasing Consulting Company

Lenz & Staehelin

Contact Information

Address	Route de Chêne 30, 1211 Geneva 6
Telephone No	+41 58 450 70 00
Website	www.lenzstaehelin.com
Key People	Mr. Andreas Rötheli, Mr. Sevan Antreasyan
Year of establishment / Employees	-

Short Company Profile

Lenz & Staehelin is Switzerland's largest law firm with more than 200 lawyers in 3 offices. It provides a full service to its clients on all legal, regulatory and tax aspects of the private equity industry, from fundraising and structuring of private equity houses to private equity investments and buyout transactions.

Lenz & Staehelin

Contact Information

Address	Brandschenkestrasse 24, 8027 Zürich
Telephone No	+41 58 450 80 00
Website	www.lenzstaehelin.com
Key People	Mr. Beat Kühni, Dr. Patrick Schleiffer
Year of establishment / Employees	-

Short Company Profile

Lenz & Staehelin is Switzerland's largest law firm with more than 200 lawyers in 3 offices. It provides a full service to its clients on all legal, regulatory and tax aspects of the private equity industry, from fundraising and structuring of private equity houses to private equity investments and buyout transactions.

LEVERAGE EXPERTS AG

Contact Information

Address	Neue Winterthurerstrasse 99, 8304 Zürich-Wallisellen
Telephone No	+41 79 211 73 19
Website	www.leverage-experts.com
Key People	Mr. Kolja A. Rafferty, Mr. Heinz Brägger, Ms. Sandra Happel
Year of establishment / Employees	2012 / 25

Short Company Profile

Leverage Experts - The Management Advisory for critical and complex challenges in corporate transformation - Since 2012 Leverage Experts engages with decision makers in situations of growth and transformation. The team is an experienced partner for strategy, change management and M&A challenges. Leverage Experts synchronises value creation and corporate culture and guides executives and employees through complex and critical change processes. The interdisciplinary team of experts provides successful transformation and restructuring management, building on many years of experience as consultants and entrepreneurs. Leverage Experts acts with focus and confidence in challenging situations. To secure our clients' successful future, we provide highly efficient and effective consulting practices to master Situations of Rapid Change. Leverage Experts comprises an experienced and international team with qualifications from the top global Business Schools. The team is result driven, passionate to transform, grow, and revitalise businesses. The team is based in Frankfurt, Zurich and Dubai. We come on board when it really matters. At short notice. With high impact. CHANGE & WIN - Leverage Experts provisions a successful future

LINDEMANN LAW

Contact Information

Address	Mühlegasse 11, 8001 Zürich
Telephone No	+41 44 570 73 50
Website	www.lindemannlaw.ch
Key People	Dr. Alexander Lindemann, Mr. Raphael Züger
Year of establishment / Employees	2011 / 17

Short Company Profile

LAW, TAX & INTELLIGENCE for ENTREPRENEURS. We are a law firm with focus on asset management, wealth management and entrepreneurs. We help with the structuring and implementation of international investment fund solutions. Our world-leading lawyers have particular expertise with Luxemburg, Malta, Liechtenstein, and the Cayman Islands. Our firm counts among its clients many of Swiss and global key players in industry and finance as well as most successful UHNWI entrepreneurs. We help entrepreneurs with all aspects in their professional and private life. We cover the entire spectrum of regulatory and business law, tax and consultancy service, from escrow to relocation, residence permits, real estate, M&A, holding structures, trusts, foundations and mutual funds. We successfully support clients in obtaining their regulatory licenses, stock exchange listings, issuance of bonds, structured products and tokens on the blockchain.

Loyens & Loeff Switzerland

Contact Information

Address	Alfred Escher Strasse 50, 8002 Zürich
Telephone No	+41 43 434 67 00
Website	www.loyensloeff.com
Key People	Mr. Nicolas Wehri, Mr. Marco Toni
Year of establishment / Employees	- / 50

Short Company Profile

As a leading firm, Loyens & Loeff is the logical choice for a legal and tax partner if you do business in or from Switzerland, the Netherlands, Belgium and Luxembourg, our home markets. You can count on personal advice from any of our 900 advisers based in one of our offices in Switzerland and the Benelux or in key financial centers around the world. Thanks to our full-service practice, specific sector experience and thorough understanding of the market, our advisers comprehend exactly what you need.

LPX AG

Contact Information

Address	Florastrasse 17, 8008 Zürich
Telephone No	+41 44 382 90 22
Website	www.lpx-group.com
Key People	Mr. Michel Degosciu
Year of establishment / Employees	2004 / 8

Short Company Profile

LPX AG is a leading research house in the field of Listed Alternatives and offers investment professionals a wide range of services, covering global listed private capital. Having been at the vanguard of alternative asset democratization since 2004, LPX AG offers representative benchmarks for the asset classes Private Equity, Infrastructure and Private Credit. It also offers research data based on in-depth research, to a broad array of financial institutions seeking liquid exposure to alternative asset classes. The indexes and research are also used as a basis for a variety of innovative index-linked financial products. Today, LPX AG is also a recognized research house and investment advisor with total assets of several billion Swiss Francs.

Migros-Genossenschafts-Bund

Contact Information

Address	Limmatstrasse 152, 8031 Zürich
Telephone No	+41 58 570 27 72
Website	www.migros.ch
Key People	Mr. Beat Arbenz
Year of establishment / Employees	-

Short Company Profile

MLL Meyerlustenberger Lachenal Froriep AG

Contact Information

Address	Schiffbaustrasse 2, 8005 Zürich
Telephone No	+41 58 552 08 00
Website	www.mll-legal.com
Key People	Dr. Alexander Vogel, Ms. Andrea Sieber
Year of establishment / Employees	- / 250

Short Company Profile

MLL is a technology and innovation focused Swiss law firm with around 150 lawyers in offices in Zug, Zurich, Geneva, Lausanne, London and Madrid. The firm's experienced and dynamic lawyers form a strong team of specialists that stand for innovative and solution-focused services. Given the increasing demand for innovative digital technology solutions around the world, we provide clients with tailored advice to help them develop, strengthen and protect their digital infrastructure, deliver new products and services, and enhance their operations and compliance systems. The firm has a China Desk, a Latin America Desk, an Italy Desk and a Turkey Desk that serve as a gateway to and from these regions. Swiss and international clients as diverse as corporations, banks private equity firms and family offices appreciate the accessibility and involvement of partners at MLL in representing their interests. The firm's experience in serving clients from across the sectors has given its lawyers a practical understanding of business that ensures delivery of legal advice that works in a commercial context.

Morgan Stanley Investment Management

Contact Information

Address	Beethovenstrasse 33, 8002 Zürich
Telephone No	+41 44 588 10 20
Website	www.morganstanley.com/im
Key People	Mr. Daniel Ghirardi, Mr. Pierre-François Bratu
Year of establishment / Employees	- / 4

Short Company Profile

Morgan Stanley Investment Management (MSIM) is a client-centric organization dedicated to providing investment and risk-management solutions to a wide range of investors and institutions including corporations, pension plans, large intermediaries, sovereign wealth funds, central banks, endowments and foundations, governments and consultant partners worldwide.

Multiplicity Partners

Contact Information

Address	Bodmerstrasse 5, 8002 Zürich
Telephone No	+41 44 500 45 50
Website	www.mpag.com
Key People	Mr. Andres Hefti, Mr. Thomas Ritter
Year of establishment / Employees	2010 / 7

Short Company Profile

Multiplicity Partners is an investment firm specialised in providing liquidity to holders of private market funds and distressed assets. The firm also offers a range of advisory and governance services across alternative assets. The firm has been an active participant in the secondary market for fund interests and distressed assets since 2010.

Niederer Kraft Frey AG

Contact Information

Address	Bahnhofstrasse 53, 8001 Zürich
Telephone No	+41 58 800 80 00
Website	www.nkf.ch
Key People	Dr. Ulysses von Salis, Dr. Patrik R. Peyer
Year of establishment / Employees	1936 / 100

Short Company Profile

Niederer Kraft & Frey is one of the largest law firms in Switzerland. Our dedicated professionals have specialized knowledge and extensive experience in particular in the fields of financing, private equity and venture capital, mergers and acquisitions, corporate and employment law, stock exchange law (initial public offerings), tax as well as capital market and financial services regulation. Our wide range of national and international clients includes investment funds, banks, large and medium sized corporations, start-ups and management teams. Several of our professionals also serve on the board of directors of companies active various fields, including private equity.

Oaklins Switzerland AG

Contact Information

Address	Zeughausgasse 20, 3001 Bern
Telephone No	+41 31 326 18 18
Website	www.oaklins.com
Key People	Dr. Roberto Tracia, Dr. Jürg Stucker
Year of establishment / Employees	1995 / 15

Short Company Profile

Oaklins is the world's most experienced mid-market M&A advisor, with over 800 professionals globally and dedicated industry teams in 40 countries. We have closed 1,900 transactions in the past five years.

OBERSON ABELS Ltd.

Contact Information

Address	20, r. De-Candolle, 1211 Geneva 12
Telephone No	+41 58 258 88 88
Website	www.obersonabels.com
Key People	Prof. tit. Dr. Sébastien Bettschart, Dr. Stefan Eberhard
Year of establishment / Employees	2016 / 100

Short Company Profile

OBERSON ABELS is a Swiss boutique focusing on tax, corporate, M&A and banking & financial services law. The tax team offers bespoke advice to individuals (including estate planning, structuring of compensation packages or advice to expatriates) and corporations (including in particular in relation to transactions and complex cross-border set-ups). The tax team also assists clients in their steps before courts and the administration. Several partners teach tax or commercial law at Swiss universities. The firm's banking & finance team comprehensively advises on the ever growing field of financial regulation. The corporate, M&A team provides sophisticated advice in the fields of corporate and contract law (including in areas such as private equity, venture capital or regulated industries).

ONE CREATION Coopérative

Contact Information

Address	Quai Perdonnet 5, 1800 Vevey
Telephone No	+41 21 925 00 33
Website	www.onecreation.org
Key People	Mr. Olivier Ferrari, Ms. Elisa Benito
Year of establishment / Employees	2010 / 7

Short Company Profile

One Creation Cooperative is a Swiss investment open-end vehicle. We invest in unlisted companies active in the environmental technology sector. We look for responsible and long term investments offering sustainable growth. In our portfolio we have companies from different sizes, countries and development stages.

Paguasca Holding AG

Contact Information

Address	Untermüli 6, 6300 Zug
Telephone No	+41 41 766 05 35
Website	
Key People	Mr. Daniel Guggenheim
Year of establishment / Employees	1996 / 6

Short Company Profile

Holding and administration of participations with related coordination, financing and management tasks for the group.

Pestalozzi Attorneys at Law

Contact Information

Address	Feldeggstrasse 4, 8008 Zürich
Telephone No	+41 44 217 91 11
Website	www.pestalozzilaw.com
Key People	Mr. Franz Schubiger, Mr. Beat Schwarz
Year of establishment / Employees	1911 / 130

Short Company Profile

Pestalozzi has about 90 specialized lawyers and tax experts in Zurich and Geneva. Pestalozzi advises founders, investors and target companies on all legal, regulatory and tax aspects of venture capital (VC), private equity (PE) and corporate finance, including incorporation, fundraising, structuring of VC and PE investments, refinancing and all exit scenarios.

Platinum Partners AG

Contact Information

Address	Talacker 35, 8001 Zürich
Telephone No	+41 79 402 80 43
Website	www.platinum-partners.swiss
E-mail Address	info@platinum-partners.swiss
Key People	Mr. Alessandro Parenti
Year of establishment / Employees	2001 / -

Short Company Profile

Platinum Partners AG is an independent firm in Zurich specializing in domestic and cross-border M&A, Corporate Finance and investment advisory services. We serve Swiss as well as international Professional Clients: entrepreneur- and family-owned small and medium-sized companies, MNCs, innovative growth companies, family offices, financial investors. Our core market is in Europe, and in particular the DACH countries and Italy. As Business Associates of Crowe Global (www.crowe.com/global) and members of its Global Corporate Advisory team we are able to transact in over 130 countries in the world with local presence. Please visit our webpage www.platinum-partners.swiss for further information.

Prager Dreifuss AG

Contact Information

Address	Mühlebachstrasse 6, 8008 Zürich
Telephone No	+41 44 254 55 55
Website	www.prager-dreifuss.com
Key People	Prof. Dr. Urs Bertschinger, Mr. Guy Deillon
Year of establishment / Employees	- / 60

Short Company Profile

PRAGER DREIFUSS is one of Switzerland's leading law firms for business law. As an integrated partnership, we are efficiently organized and managed. We offer advice in the areas in which we can provide outstanding quality. We thus strive to find integrated, innovative solutions for our clients that are adapted to legal and economic realities. Our attention is equally focused on legal issues as on controlling business risks. We recognize our clients' needs and provide services in accordance with the requirements of the mandate. With years of experience and in-depth expertise, PRAGER DREIFUSS is ideally positioned to advise and support international and domestic clients in a wide field of legal matters. For each project, we at PRAGER DREIFUSS form the best qualified team under the leadership of a partner. About 35 lawyers are admitted as attorneys at law or tax experts. Our teams consist of a partner and lawyers of varying seniority, tailored to the project. We thus offer an attractive cost structure. This key account system guarantees the best possible efficiency, short response times and solutions that are best suited to clients' needs. We provide interdisciplinary comprehensive answers in all areas of business law. All our attorneys have acquired additional qualifications in their practice areas and completed studies abroad or work assignments in industry. Ongoing continuing education, either undertaken personally or in the context of our interdisciplinary practice groups, ensures the highest degree of competence even in highly dynamic times.

Privilège Ventures SA

Contact Information

Address	Via C. Maderno 6, 6900 Lugano
Telephone No	+41 91 923 61 31
Website	www.privilege-ventures.com
Key People	Ms. Jacqueline Ruedin Rüschi, Mr. Lucian Wagner
Year of establishment / Employees	2021 / 6

Short Company Profile

Privilège Ventures SA is a Swiss venture capital firm incorporated in 2021 but operating as the venture capital arm of Privilège Management since 2014. Privilège invests in seed and early stage companies, based mainly in Switzerland, with a particular focus on MedTech, DeepTech and ICT. The founding team has a long experience investing in venture capital and has been working together for the past 6 years. The company has already two existing funds, started in 2016 and 2019 respectively, which are now closed and fully invested. Fund III has been launched in April 2021 and has already made 12 investments. The Fund is still open to new investors. Overall, Privilège has invested in 36 companies and has 3 exits so far.

Ramus & Company AG

Contact Information

Address	Dufourstrasse 101, 8008 Zürich
Telephone No	+41 44 344 11 22
Website	www.ramuscompany.com
Key People	Mr. Andrés F. Zweig, Mr. Joerg Eichenberger
Year of establishment / Employees	2016 / 10

Short Company Profile

Active in M&A Advisory, Strategic Partnership, Equity & Debt Financing and Management Consulting

Remora Capital SA

Contact Information

Address	Rue du Petit-Chêne 12, 1003 Lausanne
Telephone No	+41 21 213 03 12
Website	www.remora-partners.ch
Key People	Mr. Jean-Marc Le Doussal
Year of establishment / Employees	2009 / 5

Short Company Profile

Remora Capital SA is an independent Biotech Venture Company based in Lausanne with core focus on immunotherapy. As immunologists and serial entrepreneurs, we contributed to the biopharmaceutical revolution, driven by immunology, that brought vaccines against pandemics, monoclonal antibodies as the most successful class of drug, immune treatments as breakthrough cures of cancer and autoimmune diseases, and new hopes to fight degenerative diseases. We created Remora Capital to leverage our expertise in these fields and, thanks to our supporting shareholders, nurture and develop more life-changing advanced bio-therapeutics. With our growing team and network of business-oriented scientists, patent experts, drug developers and finance professionals, we create, finance, and manage a portfolio of companies from discovery to clinical proof-of-concept. We aim at maximizing their odds of success and their strategic value for pharma partners while keeping capital efficient. We offer frequent investment opportunities in our holding Remora Capital and in our participations to Investors keen to gain exposure to these high growth sector under the leadership of seasoned entrepreneurs.

Ihre Hypotheken- Strategie kann mehr.

Daneo Swiss Residential Property Debt Strategie

+
Nachrangige Finanzierungen von
Schweizer Renditeliegenschaften
(Fokus Wohnen)

+
Attraktive Brutto-Zielrendite von
6% p.a. bei jährlicher Liquidität

+
Keine Entwicklungsrisiken,
limitierte Belehnungswerte



DANEO PARTNERS

Daneo Partners ist ein Joint Venture aus
erfahrenen Partnern, welche gemeinsam
seit über 5 Jahren das Thema Private Debt
für Professionelle Investoren erschliessen.

Mehr auf daneopartners.ch

Rentsch Partner AG

Contact Information

Address	Kirchenweg 8, 8034 Zürich
Telephone No	+41 44 225 70 70
Website	https://rentschpartner.ch/
Key People	Ms. Maria Iskic
Year of establishment / Employees	2003 / 62

Short Company Profile

The team of our patent attorney and law firm comprises a specialized team of attorneys at law and patent attorneys, and a number of administrative assistants. Already at the foundation of our firm one of our goals was to override the traditional, in Switzerland widely-used, separation between on the one hand the fields of the registration and administration of industrial property rights and on the other hand the judicial enforcement of such industrial property rights: Patent attorneys and technology experts work together in a team with attorneys at law and trademark attorneys. The unique close factual and local collaboration of lawyers and engineers, whose expertise especially covers areas such as mechanical engineering, computer science, chemistry, biotechnology, materials science and electrical engineering, is unique for Switzerland and allow for the providing of comprehensive advice to our clients and for the giving of interdisciplinary advice on complex legal and technical issues. Apart from representing clients in court, registering industrial property rights (especially trademarks, patents, designs) as well as giving general legal advice (distribution, publishing and software agreements, franchising, licensing etc.) we counsel on application strategies, furnish legal opinions or prepare legal and technical analysis for our clients. In more than 120 countries worldwide we closely collaborate with other law firms also specialized in the areas of the legal protection of intellectual property, industrial property and copyright. We are therefore fully capable to represent the interests of our clients abroad. Thus interdisciplinary exchange and integral judgement of factual issues regarding intellectual property may be placed ideally into the service of the client.

Reyl & Cie SA

Contact Information

Address	Rue du Rhône 4, 1204 Geneva
Telephone No	+41 22 816 80 00
Website	www.reyl.com
Key People	Mr. Christian Fringhian, Mr. Xavier Ledru
Year of establishment / Employees	1973 / 200

Short Company Profile

The REYL Group is an independent banking group providing financial advisory services and investment solutions to private and institutional clients. The REYL Group's distinctive approach is based on a constant quest for innovation and highly personalised services.

Rock Lake Advisors GmbH

Contact Information

Address	Bahnhofstrasse 30, 6300 Zug
Telephone No	+41 79 418 30 67
Website	www.rock-lake.com
Key People	Mr. John Cook, Mr. Javier Rivas
Year of establishment / Employees	1995 / 12

Short Company Profile

Rock Lake Advisors is a premier independent private placement, capital advisory and business development firm whose professionals have a combined 200+ years of experience in alternative assets. The firm focuses on identifying, structuring, and placing premium alternative investment opportunities with professional investors with medium to long term investment strategies. Such opportunities may include direct and co-mingled products, private equity, venture capital, startups, private debt, real estate, new technologies and infrastructure. Rock Lake Advisors is highly selective in its requirements, focusing on clients with a clearly defined investment strategy, time horizon, market niche, favorable track record, positive impact, and a compelling story. The firm is particularly interested in themes addressing ESG, SDG and the global agenda. Our network of professionals spans the globe in the Americas, Europe, Africa, the Middle East and Asia, with backgrounds in asset management, wealth management, finance, banking, insurance, real estate, infrastructure, technology, government and entrepreneurship. Rock Lake Advisors' capital raising services may include strategy review, documentation and process, capital formation, market positioning, due diligence, communications and investor relations. On the business development side, Rock Lake Advisors helps management teams grow internationally, identify new business partners, enter new markets, evaluate market opportunities, understand risks and challenges and create value across multiple geographies, sectors and cultures. The firm's investor network includes private and institutional investors, sovereign wealth funds, family offices, as well as public entities, endowments, and fund management platforms.

www.rock-lake.com

John C. Cook

Swiss: +41-79-418-3067

john.cook@rock-lake.com

Javier Rivas

Swiss: +41-76-813-4737

javier.rivas@rock-lake.com



Rock Lake Advisors assists clients with capital raising, private placements, business development, strategy formulation, joint ventures, M&A advisory and board level services. Our sector focus ranges from real estate, insurance, healthcare, energy, technology, startups, and growth equity to managers of PE/VC funds and other alternative assets. Working with a global network of professionals across Europe, India, Asia, EMEA, LATAM, the U.S., we craft bespoke solutions appropriate to the client's objectives, resources, and timeframe. Our investors include private and institutional investors, family offices, wealth managers, public sector entities and asset management platforms.

Global Relationships



Rock Lake Advisors is proud to support SECA, Swedish Chamber, Indian Chamber, American Chamber, Thunderbird School of Global Management, Horasis Global Visions Community and InvestEurope.

ROSHAN MARTIN - Atelier Haute Joaillerie Sarl

Contact Information

Address	Route de l'Arney 12, 1753 Matran
Telephone No	+41 79 307 78 50
Website	www.roshanmartin.ch
Key People	Mr. Roshan Martin
Year of establishment / Employees	2023 / 1

Short Company Profile

Watch company looking seed capital to develop a grand complication specifically for the Arab world (world premiere). A solid and established international watch brand in Geneva is ready to market the finish product for our company as sales vehicule. Entire project to be manufactured in Switzerland. With best regards, Roshan Martin

Schellenberg Wittmer AG, Rechtsanwälte

Contact Information

Address	Löwenstrasse 19, 8001 Zürich
Telephone No	+41 44 215 52 52
Website	www.swlegal.ch
Key People	Dr. Oliver Triebold, Mr. Tarek Houdrouge
Year of establishment / Employees	- / 280

Short Company Profile

Schellenberg Wittmer is one of the leading business law firms in Switzerland. Over 150 lawyers in Zurich, Geneva and Singapore advise domestic and international clients on all aspects of business law. Schellenberg Wittmer's Mergers & Acquisitions, Private Equity and Venture Capital Group is one of the largest and most specialised practice groups in its field in Switzerland. The Team is seconded and actively supported by experienced lawyers from other practice groups of the firm, such as tax, IP/IT, real estate, competition/merger control, employment law/human resources, capital markets, banking and finance, and is complemented by the firm's litigation and arbitration practice group with extensive expertise in corporate and M&A matters.

schochauer ag, Attorneys-at-Law

Contact Information

Address	Marktplatz 4, 9004 St. Gallen
Telephone No	+41 71 227 84 84
Website	www.schochauer.ch
Key People	Mr. Nicolas Keller, Mr. Markus Diggelmann
Year of establishment / Employees	1970 / 32

Short Company Profile

schochauer is one of the largest law firms in St. Gallen, Switzerland, a university town located in the eastern part of Switzerland and bordered by Germany, Austria and Liechtenstein. Founded in 1970, schochauer comprises of a team of skilled and experienced lawyers, ready to advise local, national as well as international clients in all legal matters, particularly those concerning business law. Issues in the areas of corporate and commercial, M&A, private equity and tax law are of particular importance for our practice. Our attorneys-at-law structure all sorts of business transactions and draft respective agreements, always aiming at clearly identifying and reflecting the parties' intentions and needs with the goal of avoiding future conflicts. As public notaries, we notarize public deeds in company, marital and inheritance law matters and certify copies and signatures. While most of our lawyers' work consists in advising their clients on a private and individual mandate basis, we are frequently requested to accept duties of directorship. Each partner acts as a member and / or secretary to the board of directors of companies and / or to the board of foundations with whom schochauer maintains close ties.

SEFID Revision AG

Contact Information

Address	Alte Steinhauserstrasse 1, 6330 Cham
Telephone No	+41 41 748 62 30
Website	www.sefid.ch
Key People	Mr. Arthur Exer
Year of establishment / Employees	1983 / 18

Short Company Profile

Wir sind ein auf Wirtschaftsprüfung und -beratung spezialisiertes Unternehmen. Unsere Kunden sind nationale und internationale Handels-, Produktions- und Dienstleistungsunternehmen. Im M&A Bereich haben wir grosse Erfahrung in der Durchführung von Due Diligence Prüfungen, bei der Erstellung von Business- und Finanzplänen sowie Bewertungen von KMU Unternehmen. International sind wir Mitglied von Nexia International.

SIX

Contact Information

Address	Pfingstweidstrasse 110, 8021 Zurich
Telephone No	+41 58 399 2245
Website	www.six-group.com
Key People	Ms. Valeria Ceccarelli, Mr. Patrick Förg
Year of establishment / Employees	SIX: 2008 - Swiss stock exchange: 1993 / 4160

Short Company Profile

SIX Swiss Exchange operated by SIX, is one of the leading European exchanges, offering Swiss and international clients a comprehensive range of exchange services - listing, trading and post-trade solutions - from a single source. It is the third largest incumbent exchange in Europe in terms of free float market capitalization and the leading exchange for companies from the Life Sciences sector. With Sparks - the equity segment for small and medium-sized companies - the Swiss stock exchange is also the ideal place to list when it comes to growing your SME.

SMC Corporate Finance GmbH

Contact Information

Address	Florastrasse 49, 8008 Zürich
Telephone No	+41 43 819 32 31
Website	www.smc-cf.ch
Key People	Mr. Robin Richiger, Mr. Marcel Goetsch, Mr. Thierry de Sépibus
Year of establishment / Employees	2014 / 6

Short Company Profile

SMC Corporate Finance is a partner-owned advisory firm focusing on small & mid cap companies, being a sparring partner to owners and management in the divestiture, merger and acquisition of companies, in financing transactions, in special situations and in other strategic projects. The clients we advise are active in a broad range of business sectors and pursue domestic and cross-border transactions.

Spicehaus Partners AG

Contact Information

Address	Feldpark 9, 6300 Zug
Telephone No	+41 41 508 14 08
Website	www.spicehaus.com
Key People	Dr. Teddy Amberg, Mr. Daniel Andres
Year of establishment / Employees	2018 / 4

Short Company Profile

Spicehaus Partners AG is an independent Swiss venture capital investor, fully owned by its partners. The partners built-up their own companies as founders and entrepreneurs and have a long-lasting experience in the private equity and investment banking industry. As investors, they were part in some of the largest exits in the Swiss venture history, including Movu (acquired by Baloise) and Bexio (acquired by Mobiliar). Spicehaus Partners focuses on Swiss technology startups in the area of digital transformation.

Storskogen Schweiz AG

Contact Information

Address	Alfred-Escher-Strasse 50-60, 8002 Zürich
Telephone No	+41 43 344 99 67
Website	www.storskogen.com
Key People	Mr. Sandro Wiesendanger
Year of establishment / Employees	2012 / 15

Short Company Profile

Unternehmensgruppe aus Schweden mit der Ambition, der beste Eigentümer für kleine und mittlere Unternehmen zu sein. Aktuell umfasst unsere Unternehmensgruppe 132 Unternehmen mit rund EUR 3 Mia. Umsatz.

Suva

Contact Information

Address	Rösslimattstrasse 39, 6005 Luzern
Telephone No	+41 41 419 51 11
Website	www.suva.ch
Key People	Mr. Francesco Kälin
Year of establishment / Employees	1918 / 8

Short Company Profile

Suva (Swiss National Accident Insurance Institution) is Switzerland's largest provider of accident insurance. Suva insures secondary business sector employees, unemployed persons and employees of the Swiss armed forces against occupational and non-occupational accidents and occupational diseases. Suva is a financially independent, non-profit company under Swiss public law with headquarters in Lucerne and 19 agencies throughout Switzerland.

Swisscom Ventures

Contact Information

Address	Alte Tiefenaustrasse 6, 3050 Bern-Worblaufen
Telephone No	+41 58 223 27 36
Website	ventures.swisscom.com
Key People	Mr. Dominique Mégret, Mr Alexander Schlaepfer
Year of establishment / Employees	2007 / 14

Short Company Profile

Swisscom Ventures is the VC arm of the Swisscom Group, Switzerland's leading telecom and IT provider. Swisscom Ventures is also the advisor to the Digital Transformation Fund financed by institutional investors. Swisscom Ventures invests 50% in Switzerland and 50% in international startups (USA, EU, Israel) focusing on digital technologies.

Ufenau Capital Partners AG

Contact Information

Address	Huobstrasse 3, 8808 Pfäffikon
Telephone No	+41 44 482 66 66
Website	www.ucp.ch
Key People	Mr. Marinus Schmitt
Year of establishment / Employees	2010 / 20

Short Company Profile

Ufenau Capital Partners is a privately owned investment company headquartered in Switzerland that advises private investors, family offices and institutional investors with their investments in private equity. Ufenau is focused exclusively on investments in service companies in German-speaking Europe and invests in the sectors of Education & Lifestyle, Business Services, Healthcare and Financial Services. Through a renowned group of experienced Industry Partners (Owners, CEOs, CFOs) Ufenau pursues an active value-adding investment approach on eye-level with the entrepreneurs and managers.

Verve Capital Partners AG

Contact Information

Address	Gubelstrasse 12, 6300 Zug
Telephone No	+41 44 380 29 35
Website	www.verve.vc
Key People	Mr. Steffen Wagner, Mr. Chris Gay-Crosier
Year of establishment / Employees	2010 / 25

Short Company Profile

Verve Capital Partners AG offers accredited private and institutional investors direct and professional access to start-up investments and is opening up the asset class venture capital to a wider audience. To date, Verve Capital Partners AG has successfully closed over 100 financing rounds and invested more than CHF 100 million in a diverse portfolio of startups from across different sectors. Together with its minority shareholder Zürcher Kantonalbank, Verve Capital Partners AG is one of the leading startup investors in Switzerland and is one of the most internationally renowned Swiss fintech companies.

VISCHER AG

Contact Information

Address	Schützengasse 1, 8021 Zürich
Telephone No	+41 58 211 34 00
Website	www.vischer.com
Key People	Mr. Gian-Andrea Caprez
Year of establishment / Employees	2000 / 200

Short Company Profile

VISCHER is a leading Swiss business law firm with offices in Zurich, Basel and Geneva. Our areas of expertise include legal services in the context of M&A, private equity and venture capital transactions. We assist companies and their investors during the various development stages from early stage financing to growth financing and exit transactions (including management buyouts, leveraged buyouts, trade sales and IPOs).

Walder Wyss Ltd.

Contact Information

Address	Seefeldstrasse 123, 8034 Zürich
Telephone No	+41 58 658 58 58
Website	www.walderwyss.com
Key People	Mr. Luc Defferrard
Year of establishment / Employees	1972 / 350

Short Company Profile

Walder Wyss is a law firm specializing in corporate and commercial law, corporate finance and M&A, banking law, intellectual property and competition law, dispute resolution and tax law.

Wineus AG

Contact Information

Address	Gubelstrasse 11, 6300 Zug
Telephone No	+41 58 274 77 00
Website	www.wineus.ch
Key People	Dr. Yves Cheridito, Mr. Xavier Alonso
Year of establishment / Employees	2008 / 20

Short Company Profile

Private equity company investing in selected industries (see homepage) and offering financial services such as M&A advice, financing solutions and general investment advice also to external clients.

Individual Members

(without academic titles)

Surname	Forename	Company	Town
Ba	Tafsir	Evahomes SA	Geneva
Baldauf	Jörg	Secuens AG	Pfäffikon
Beker	Julien		Geneva
Bergstroem	Christer	Capital Rewards Partners GmbH	Zug
Bernegger	Marc P.	Bernegger Ventures	Zürich
Bloch	Olivier	Bloch Avocat	Yverdon-les-Bains
Blumberger	Olivier		Veyrier-du-Lac
Bonnard	Yves		Lausanne
Boog	Dino		Hünenberg See
Bouille	Grégoire	A-Nova LLC	Lausanne
Boujaoude	Elie		Genève
Burger	Max		Hong Kong
Cavigilli	Anja	CH Advisors	Zollikon
Cesari	Mario	TBG AG	Zürich
Chenau	Jean-Luc	Kellerhals Carrard	Lausanne
Chenyao Liu	Khloé	Sutton Capital	New York
Collart	Sébastien		Geneva
de Vallière	Philippe		Niederlenz
Doutreleau	Ludovic		Genève
Eiglmeier	Thorsten	ONE group solutions S.A.	Howald
Endres	Daniel		Piazzogna
Engel-Tomsa	Elena		Wien
Enzler	Alex	MME	Zürich
Espiard Cignaco	Thomas	CAPAGRO	Paris
Etter	Jürg		Winterthur
Faber	Dominic		Zug
Ferrato	Marco		Kilchberg
Frei	Patrik	Venture Valuation AG	Zürich
Fritschi	Richard	Fritschi Management GmbH	Zug
Garret	Ludovic Robert		Zürich
Gensior	Sebastian		Meilen
Gerceker	Metin	AK2 Executive Consulting	Staad SG
Gnaegi	Thomas	Marcuard Family Office Ltd.	Zürich
Goette	Benedict	Compass Capital AG	Baar
Guye	Patrick		Zürich
Haemmig	Martin	CeTIM / Stanford University	Ennetbaden

Surname	Forename	Company	Town
Hainard	Lois	Bonnard Lawson	Lausanne
Helbling	Dominique	Coppertrail AG	Zug
Hess	Matthias		Erlenbach
Hostettler	Marcel	Allegra Law	Zürich
Jaccard	Michel	id est avocats sàrl	Lausanne
Jeger	Rolf	Jeger Consult	Wollerau
Joergensen	Mads	Georg Fischer AG	Schaffhausen
Korth	Sophia	Evoco AG	Zürich
Kuhn	Peter	MME	Zürich
Lorz	Michael		St. Gallen
Lucchin	Marco	Flower&Klein	Lugano
Maccarone	Fulvio		Chavannes des Bois
Mazzi	Ferdinando	RIVERFIELD®	Zollikon
Meylan-Boissier	Lorine	Junod, Muhlstein, Lévy & Puder	Geneva
Middel	Andrea	Asturia Capital Partners GmbH	Zürich
mit K	Kristina	Kristina mit K	Zürich
Moser	Martin	Bratschi AG	Bern
Moulin	Benoît	DOMOS FS	London
Mutz	Cédric		Zürich
Oelgarth	Arndt		Riehen
Orgland	Magne	Norga Capital AG	Teufen AR
Oudeh	Rasha	CEDEM AG	Zürich
Pecoraro	Sergio	ATB Merchant Limited	London
Peter	Uwe		Dresden
Prinz	Patrick		Thalwil
Ramseier	Urs	CS CorpSana AG	Pratteln
Reichmuth	Tobias	Reichmuth Global AG	Zug
Rey	Daniel	Knecht Management	Windisch
Rudolph	Kai		Zürich
Rueppel	Rainer A.		Rapperswil
Schilling	Robert		Zürich
Schmidt	Kay		Berlin
Schönmann	Beat	Beluga Capital Inc.	Zürich
Schwarz	Johannes	Zugimpex International GmbH	Cham
Schwarz	Tobias		Pfäffikon
Stahl	Reto	Agitaris GmbH	Zug
Stanat	Thomas		Gland
Stohler	Sandra	Elisir Capital LLC	Zürich
Studerus	Phyllis A.		Herrliberg

Surname	Forename	Company	Town
Sturzenegger	Jens	Lonko Management Consulting	Wollerau
Sykes	Hugo	MGMT SA	La Croix-sur-Lutry
Tanghe	Anicet	UR Capital	Geneva
Toretta	Jonathan	TAE Global GmbH	Luzern
Tschopp	Felix	Tschopp Group AG	Zug
Tschütscher	Peter	KGAL Investment Management	Grünwald
Udry	Daniel		Genève
Villiger	Patrick		Zug
Vollstedt	Markus	biasedbiz GmbH	Affoltern am Albis
von Rohr	Peter		Winznau
Wagner	Lucian	EuroUS Ventures	Zürich
Walker	Gregory	Walker Risk Solution AG	Zug
Weber	Martin K.	Roesle Frick & Partners	Zürich
Weibel	Matthias P.	FAES Finanz AG	Wollerau
Wein	Nikolaus	Nikolaus Wein Management Consulting	Forch
Wendt	Karen	Eccos Impact	Cham
Werder	Matthias S.		Zumikon
Wiesli	Martin	Wiesli Rechtsanwälte	Zürich
Zahner	Martin	Apliqo Investment Solution AG	Zürich
Zein	Solaiman		Geneve
Zubler	Roger		Küsnacht ZH
Zuppiger	Michael	AWI Anlagestiftung	Winterthur

Honorary Members

(without academic titles)

Surname	Forename	Company	Town
Geilinger	Ulrich W.	HBM Partners AG	Zug
Lattmann	Massimo S.	Venture Partners	Zürich
Wyss	Hugo		Chiasso

Young SECA Members

(without academic titles)

Surname	Forename	Company	Town
Ackermann	Jack		Luzern
Ahmed	Sheraz		Montreux
Allinger	Michael	Ernst & Young AG	Zürich
Amram	Marc		Genève / Verbier
Ånerud	Erik	BE Bio Energy Group AG	Zurich
Ayubi	Zammim		Zürich
Baier	Michael	Wenger Vieli AG	Zug
Bargholz	Chris		Stäfa
Barra	Cédric	Occident Group AG	Zug
Bärtsch	Stephan		Zürich
Baumberger	Marc	MLL Meyerlustenberger Lachenal Froriep AG	Zürich
Bernet	Sandro	VISCHER AG	Zürich
Bianchetti	Fabio	Grant Thornton AG	Zürich
Bianchini	Dylan		Zürich
Biggoer	Thierry	CGS Management AG	Pfäffikon
Bond	Samuel		Volketswil
Borner	Thierry	Emerald Technology Ventures AG	Zürich
Brawand	Christophe	Swissport	Zürich
Breitenstein	Bruno	eevolve AG	Zürich
Brenner	Jonas	Spicehaus Partners AG	Zug
Brodzinski	Karol	Green Eight Capital AG	Pfäffikon SZ
Brotschi	Marco	Deloitte AG	Wiesendangen
Brügger	Adrian	PwC	Zürich
Bucher	Patrick		Zürich
Bumann	Luca		Luzern
Bumann	Jimmy	UBS Switzerland AG	Zürich
Buschta	Stephanie	Lenz & Staehelin	Zürich
Caspar	Gustav	CONSTELLATION CAPITAL AG	Freienbach
Caviezel	Curdin	Credit Suisse (Schweiz) AG	Zürich
Çeku	Drin	Çeku Alcen	St. Gallen
Christen	Alexander	FiveT Fintech AG	Zürich
Clark	Louisa	headbits	Zürich
Cvetkovic	Milan	ISPartners Investment Solutions AG	Zürich
de Camborne Lucy	Thomas		Rougemont
Demirtop	Eray	UBS Switzerland AG	Zürich
Di Tommaso	Giuseppe		Zürich

Surname	Forename	Company	Town
Dimitrov	Radoslav		Zürich
Dippe	Miriam	IRF	Zürich
Dravidan	Sunny	BNL Clean Energy	Cham
Du	Patrick Xin		Baar-Zug
Duss	Christoph	Wineus AG	Zug
Eckel	Daniel	Ernst & Young Ltd	Zürich
Egger	Raphael	EDB (Egger Dommer Bär KIG)	Basel
Eisenbart	Reto	Soleal Unternehmerkapital AG	Zürich
Eitle	Michael	Scope Law AG	Zürich
Endrizzi	Stefano		Wien
Erben	Michael	Schellenberg Wittmer AG	Zürich
Eschmann	Alexander		Zürich
Etter	Lukas		Wilten b. Wollerau
Fahr	Rafael	Credit Suisse AG	Zürich
Fehr	Oliver		Zumikon
Ferro-Luzzi	Milena	Bär & Karrer AG	Genève
Finke	Fabian	Bluwat AG	Zug
Fischer	Severin		Hünenberg
Forattini	Carlo		Zürich
Friedemann	Laeticia		Zürich
Friedrich	Alain	Lex Futura AG	Root
Fritz	Daniel	Houlihan Lokey	Zürich
Fuochi	Dan	Impulsius	Genève
Gahrens	Stefan		Glattpark
Gansen	Chris Frank	Private Investment Partners (VP Bank AG)	Vaduz
Gasparini	Davide	Credit Suisse AG	Zürich
Gerber	Selina		Zürich
Gerber	Samuel		Wil
Graham-Brown	Charlie	Seedstars	Carouge
Grassi	Gianluca	B.U.Y. Investments Sagl	Lugano
Groen	Leor		Zürich
Gutzwiller	Christian		Zürich
Hasler	Timo Alessandro	Homburger AG	Zürich
Haueter	Tobias	Cameus GmbH	Altendorf
Held	Christina	Ernst & Young Ltd	Zürich
Held	Lukas	Lenz & Staehelin	Zürich
Hengartner	Gianni		Thalwil
Hesseling	Alexander	LFPE S.A.	Geneva
Hodel	Adrian		Hochdorf

Surname	Forename	Company	Town
Hostettler	Fabio	v.FISCHER Office AG	Bern
Hubacher	Kevin Michael	MLL Meyerlustenberger Lachenal Froriep AG	Zürich
Jakob	Marcel	Schellenberg Wittmer AG	Zürich
Jermann	Patrick	Schweizer Nachfolge Experten AG	Zürich
Junak	Maxime	Alpha Leonis Partners AG	Zürich
Kakarakis	Alexandros	Wineus AG	Zürich
Kakrida	Anna		Luxembourg
Kalbermatten	Pascal	Mervin Scientific AG	Zug
Kobluk	Dario	v.FISCHER Office AG	Bern
Kohler	Edmond	Schellenberg Wittmer Ltd	Geneva
Kordeuter	Thomas	Barclays Bank (Suisse) SA	Zürich
Korotkovs	Andrejs	Credit Suisse AG	Zurich
Korotkovs	Vitalijs	UBS AG	Zürich
Kothari	Vinamra	Partners Group	Baar
Kräuliger	Lukas	Wineus AG	Zürich
Kuhn	Fabian		Aarau
Kunz	Fabian	Grant Thornton AG	Zürich
Kutschker	Valentin	KPMG AG	Zürich
Lamonaca	Gianluca	Portfolio Advisors LLC	Zürich
Lanfranchi	Alessandro	Lakestar Advisors	Zürich
Lehner	Fabian P.		Winterthur
Levy	Joe	PwC	Zürich
Li	Lingwei	Microsoft Schweiz	Zürich
Lodha	Meha		Meilen
Luchs	Pascal		Baar
Lupicini	Roberto	Ernst & Young	Zürich
Maibach	Joël	UBS AG	Lausanne
Manke	Arne		St. Gallen
Maquelin	David		Lausanne
Martiniello	Michele		Lyon
Maurer	Yves	Alpinum Accounting AG	Ennetbürgen
Mauriand	Christian	Roivant Sciences GmbH	Basel
Meier	Jeremy		Winterthur
Meile	Rebecca	Amtcor	Zürich
Menghini	Fabiano	Lenz & Staehelin	Zürich
Miklos	Melinda		Lugano
Mosca	Nicolas	UBS Switzerland AG	Lausanne
Möschle	Matthias		Zürich
Motovilova	Olga		Zürich

Surname	Forename	Company	Town
Müller	Sigrid		Zürich
Mustafazade	Nigar	VISCHER Geneva LLC	Geneva 3
Nallet	Julien	Advance Capital - AC Advisory	Genève
Nisevic	Gordana	VISCHER AG	Zürich
Nuber	Nicolai	Kellerhals Carrard Zürich	Zürich
Nussbaum	Ines		Zürich
Oberzaucher	Lisa	eevolve AG	Zürich
Ongaro	Greta	Ernst & Young AG	Zürich
Otsmani	Ismael	CAPCO, The Capital Markets Company	Zürich
Ott	Rainer	Portfolio Advisors LLC	Zürich
Pierascenzi	Fabio	Zürcher Kantonalbank	Zürich
Pitschen	Gilles	Loyens & Loeff Switzerland LLC	Zürich
Pizzatti	Emanuele	EPIC (Ad) ventures	Aarau
Planchon	Paul	Tipping Point Advisors Sàrl	Geneva
Portner	Rasmus		Luzern
Prieto	Julia	Alpha Leonis Partners AG	Zürich
Protti	Gulnara	UBS AG	Zürich
Ramöller	Johannes	Ernst & Young Ltd	Zurich
Ramstein	William	SICTIC	Zürich
Riefert	Alan		Wollerau
Robbiani	Stefano	eevolve AG	Zürich
Roeck	Martin	Working Capital Fund	Washington D.C.
Rohr	Michael	KPMG AG	Zürich
Rokitta	David	R&P Capital AG	Zug
Rolli	Frank	The Corporate Finance Group AG	Zürich
Röllin	Rahel		Zürich
Salcedas	Jana	PwC	Geneva
Salzmann	Livia	Storskogen Schweiz AG	Zürich
Saner	Stefan	saner consulting	Oltén
Sbetta	Gianmaria	Venturelab	Schlieren
Schaffner	Tom		Aarau
Schenk	Norbert		Zürich
Scherrer	Christa	eevolve AG	Zürich
Schläfli	Jeanne	Ernst & Young AG	Zürich
Schleiffer	Patrick	Rianta Capital Zurich AG	Zürich
Schmid	Ralph	Artisa Developer AG	Zurich
Schmidli	Chantal-Claire		Carouge
Schmucki	Fabio		Wollerau
Schmuckli	Andreas	PwC	Zürich

Surname	Forename	Company	Town
Schnyder	Florian	Pestalozzi Attorneys at Law	Zürich
Schürch	Philipp	NSF Rechtsanwälte AG	Zürich
Schwyn	Andreas		Binningen
Siklosi	Katalin	Niederer Kraft Frey AG	Zürich
Silberschmidt	Dario	Kellerhals Carrard	Zürich
Simoniello	Daniele	Schellenberg Wittmer AG	Zürich
Soriano	Massimo		Zürich
Speiser	Fabian		Baar
Stahel	Patrick	Ernst & Young AG	Zürich
Stäheli	Sandro		Adetswil
Stämpfli	Luana	Bär & Karrer AG	Zürich
Stark	Anatoli		Zollikerg
Stauber	Christian	Credit Suisse (Schweiz) AG	Dietikon
Steiner	Stefan	Venturelab	Schlieren
Stephenson	Mona	MLL Meyerlustenberger Lachenal Foriep AG	Genève 3
Stich	Sandro		Lenzburg
Stöckl	Alex	Wingman AG	Zürich
Stricker	Sandro	Konsento AG	Zürich
Stucki	Marc	eevolve AG	Zürich
Studer	Casper		Zürich
Sulser	Carlo	Homburger AG	Zürich
Suter	Melina	Schellenberg Wittmer AG	Zürich
Tadi	Paolo	UBS AG	Zürich
Tedone	Salvatore	Dentons Canada LLP	Montreal
Tokovic	Vladimir	Grant Thornton AG	Zürich
Tribolet	Grégoire	Schellenberg Wittmer AG	Geneva
Trnjanin	Admir		Zürich
Tschuor	Yannick		Adligenswil
Tunik	Gabriel	Ekkio Capital AG	Zürich
Turrettini	Pierre	Borel & Barbey	Genève
Urech	Florian	Galenica	Bern
Uster	Raphael	Invision AG	Zug
Uzun	Yasin	PwC	Zürich
v. Hohenhau	Thomas		Triesen
Valle	Lorenzo		Lugano
Vetterli	Benjam		Wilten bei Wollerau
Vibert	Timothy	Venture Kick	Küsnacht
Vogel	Jolanda	UBS Switzerland AG	Zürich
Vollmar	Cédric		Luzern

Surname	Forename	Company	Town
von Burg	Cyrill	Zugerberg Finanz AG	Zug
Vontobel	Yves		Hinteregg
Weber	Noah	CONSTELLATION CAPITAL AG	Freienbach
West	Melissa	Partners Group	Baar-Zug
Wiesendanger	Sandro	Storskogen Schweiz AG	Zürich
Willi	Brian		Zürich
Wollschlaeger	Benedict		Zürich
Wyss	Gian		Rotkreuz
Zellweger	Christoph	MME Legal AG	Zürich
Zemp	Marcel	Credit Suisse (Schweiz) AG	Zug
Zeqiri	Dardan	Ernst & Young AG	Zürich
Ziegler	Sven	Invision AG	Zug
Zingg	Sandro	CGS Management AG	Pfäffikon
Zosso	Fabrice	Petiole Asset Management	Zürich

Honorary Members - Young SECA

(without academic titles)

Surname	Forename	Company	Town
Bernegger	Marc P.	Bernegger Ventures	Zurich
Frei	Alan	Astille GmbH	Zurich
von Hohenhau	Thomas		Zurich
Steiner	Stefan	Venturelab	Zurich



Rivean
Capital

Uniquely Local, Powerfully Global

A pioneer in European mid-market private equity, Rivean Capital has been partnering with aspiring management teams to cultivate differentiated opportunities for 40 years. With €3 billion under management, Rivean has executed over 250 transactions, guiding the transformation of compelling businesses with complex opportunity sets and helping to execute creative growth solutions for aspiring business leaders.

Switzerland

Gubelstrasse 24
6300 Zug
+41 432 68 2030

Belgium **BRUSSELS**

Germany **FRANKFURT**

Italy **MILAN**

Netherlands **AMSTERDAM**

PLEASE VISIT FOR INFORMATION **RIVEANCAPITAL.COM**



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



Partner Associations

Contact Information

Address	Stiftgasse 21/Top 28, 1070 Vienna
Telephone No	
Website	www.invest-austria.com
Key People	Mr. Arnaud Béasse
Year of establishment, Employees	2023 / 7

Short Company Profile

invest.austria - Austrian Association for Private Capital: invest.austria is Austria's leading network for investors of the pre-IPO capital market. The non-profit association has set itself the goal of supporting innovation throughout Austria - by promoting and professionalizing business angels, as well as venture capital and private equity companies. With now more than 350 members, the organization has become one of the most important cornerstones of the domestic financing ecosystem.

Bundesverband Beteiligungskapital e.V.**Contact Information**

Address	Reinhardtstraße 29b, 10117 Berlin
Telephone No	+49 30 306 98 20
Website	www.bvkap.de
Key People	Ms. Ulrike Hinrichs
Year of establishment, Employees	1989 / -

Short Company Profile

Bundesverband Beteiligungskapital e.V. is the representative of the German private equity industry covering private equity firms, from venture capital through growth capital to buyouts, as well as institutional investors. It is the mission of the BVK to create best possible environmental conditions for the industry in Germany. This requires improving tax and legal environmental conditions for private equity in Germany in dialogue with political and administrative decision-makers, facilitating the access to capital sources, surveying the markets and analysing market trends, and supporting our members in exchanging their experiences. To achieve this, systematic industry communication is fundamental like the BVK pursues it together with its 300 members.

LPEA – Luxembourg Private Equity & Venture Capital Association



Contact Information

Address	12, Rue Erasme, 1468 Luxembourg
Telephone No	+352 28 68 19 602
Website	www.lpea.lu
Key People	Mr. Stephane Pesch Mr. Luis Galveias
Year of establishment, Employees	2010 / 5

Short Company Profile

The Luxembourg Private Equity and Venture Capital Association (LPEA) is the representative body of private equity and venture capital professionals in Luxembourg. With over 340 members, LPEA plays a leading role in the discussion and development of the investment framework and actively promotes the industry beyond the country's borders. Luxembourg disposes of a stable tax regime and is today at the forefront of international PE regulation providing a flexible, secure, predictable and multi-lingual jurisdiction to operate in. LPEA provides a dynamic and interactive platform for its members to discuss and exchange information and organises working meetings and networking opportunities on a regular basis.

Europe's Private Equity and Venture Capital Association Landscape



1) **APCRI – Associação Portuguesa de Capital de Risco**

Lisbon

www.apcri.pt, geral@apcri.pt

2) **SPAINCAP**

Madrid

www.spaincap.org, info@spaincap.org

3) **IVCA – Irish Venture Capital Association**

Dublin

www.ivca.ie, sjlarkin@ivca.ie

4) **BVCA – British Private Equity & Venture Capital Association**

London

www.bvca.co.uk, bvca@bvca.co.uk

5) **France Invest**

Paris

www.franceinvest.eu,
accueil@franceinvest.eu

6) **BVA – Belgian Venture Capital & Private Equity Association**

Brussels

www.bva.be, info@bva.be

- 7) **Invest Europe**
Brussels
www.investeurope.eu,
info@investeurope.eu
- 8) **SECA – Swiss Private Equity and Corporate Finance Association**
Rotkreuz ZG
www.seca.ch, info@seca.ch
- 9) **AIFI – Italian Private Equity, Venture Capital and Private Debt Association**
Milan
www.aifi.it, info@aifi.it
- 10) **invest.austria**
Vienna
www.invest-austria.com,
office@invest-austria.com
- 11) **CVCA – Croatian Private Equity and Venture Capital Association**
Zagreb
www.cvca.hr,
mirna.marovic@cvca.hr
- 12) **HVCA – Hellenic Venture Capital Association**
Athens
www.hvca.gr, info@hvca.gr
- 13) **BVCA – Bulgarian Private Equity and Venture Capital Association**
Sofia
www.bvca.bg, office@bvca.bg
- 14) **AAF – Asociația Administratorilor de Fonduri din România**
București
www.aaf.ro, office@aaf.ro
- 15) **SPEA – Serbian Private Equity Association**
Belgrade
www.spea.rs, office@spea.rs
- 16) **HVCA – Hungarian Private Equity and Venture Capital Association**
Budapest
www.hvca.hu, hvca@hvca.hu
- 17) **SLOVCA – Slovak Venture Capital & Private Equity Association**
Bratislava
www.slovca.sk, slovca@slovca.sk
- 18) **CVCA – Czech Private Equity & Venture Capital Association**
Praha
www.cvca.cz, pickova@cvca.cz
- 19) **BVK – Bundesverband Beteiligungskapital e.V.**
Berlin
www.bvkap.de, bvkap@bvkap.de
- 20) **Aktive Ejere**
København
www.aktiveejere.dk,
aktiveejere@aktiveejere.dk
- 21) **SVCA – Swedish Private Equity and Venture Capital Association**
Stockholm
www.svca.se, info@svca.se
- 22) **RVCA – Russian Venture Capital Association**
Saint Petersburg
www.rvca.ru, rvca@rvca.ru
- 23) **PSIK – Polish Private Equity and Venture Capital Association**
Warsaw
www.psik.org.pl, psik@psik.org.pl
- 24) **UVCA – Ukrainian Venture Capital & Private Equity Association**
Kiev
www.uvca.eu, office@uvca.eu



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



Articles of Association & Model Documentations

Articles of Association & Model Documentations

The Articles of Association of SECA and SECA Model Documentations can be found and downloaded free of charge on the SECA website: www.seca.ch/templates.aspx

SECA Model Documentation: Swiss Limited Partnership

SECA promoted and accompanied the introduction of the limited partnership in Swiss legislation very actively from the start. In a joint effort with the Swiss Funds & Asset Management Association SFAMA, SECA (under the lead of Hannes Glaus) has drawn up a model prospectus and a company agreement for the limited partnership for collective investments which was acknowledged and accepted by FINMA as the basis for applications of authorizations. The documentation helps structuring the limited partnership and aims at smoothening the application procedure with FINMA.

SECA Model Documentation: Venture Capital

Together with outside experts, SECA has drawn up a model documentation for venture capital transactions in the range of CHF 0.5 – 5 Mio. (“Model Documentation light”) and CHF 5 – 20 Mio. (“Model Documentation large”). The documentation comprising a term sheet, an investment agreement, a shareholders agreement, a cap-table, articles of association and board regulations can be downloaded free of charge.

The documentation makes venture investments in Switzerland more efficient and has increasingly become a standard for venture investments in Switzerland. The Legal & Tax Chapter encourages everyone to let it know of any shortcomings in order to constantly improve the documentation.

SECA Model Documentation: Convertible Loans for Swiss Startups

Building on SECA’s longstanding efforts and ambition to contribute to the efficiency of transactions in the Swiss venture capital market, SECA has launched a Model Documentation for convertible loan investments into Swiss startups.

The CLA Model Documentation consists of short-form as well as long-form versions of a term sheet as well as a convertible loan agreement, in both cases including annotations that aim at providing further drafting guidance.

SECA would like to thank its Legal & Tax Chapter for its initiative and the following participants for their contributions and the many hours which went into the documentations.

- **Ion Eglin**, Bratschi AG
- **Martin Frey**, Baker & McKenzie
- **Dieter Gericke**, Homburger AG
- **Hannes Glaus**, BWB Services AG
- **Michel Jaccard**, id est avocats
- **Beat Kühni**, Lenz & Staehelin
- **Karim Maizar**, Kellerhals Carrard
- **Beat Speck**, Wenger & Vieli AG
- **Michael Trippel**, Bär & Karrer AG
- **Oliver Triebold**, Schellenberg Wittmer
- **Ulysses von Salis**, Niederer Kraft & Frey
- **Christian Wenger**, Wenger & Vieli AG



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



SECA Membership Benefits

Who is SECA?

The Swiss Private Equity & Corporate Finance Association (SECA) is the representative body for Switzerland's private equity, venture capital and corporate finance industries. SECA has the objective to promote private equity and corporate finance activities in Switzerland. Meanwhile, SECA has a strong basis of more than 400 members, which is composed of several equity investment companies, banks, corporate finance advisors, auditing companies, management consultants, lawyers and private investors.

The association is a non-profit organization and has the following purposes:

- to promote corporate finance and private equity activities in the public and the relevant target groups;
- to promote the exchange of ideas and the cooperation between members;
- to contribute to the professional education and development of the members and their clients;
- to represent the members views and interests in discussion with government and other bodies;
- to establish and maintain ethical and professional standards.

In addition to promoting private equity & corporate finance aspects in the public, SECA provides a platform to its members to exchange information and experiences. The main activities of SECA are:

- More than 10 seminars, events and trend luncheons per year about relevant topics
- Publication of statistics about private equity investment and management buyout activities in Switzerland
- Regularly publication of the SECA eNewsletter (archive: for members only)
- Working groups (e.g. working on a Code of Conduct of PE investments)
- Contacts of other associations and state bodies (lobbying)

For further information please visit our homepage www.seca.ch.

Why become a SECA member?

The members of SECA are usually involved in one or more Private Equity Investments and/or Corporate Finance activities. By becoming a member of SECA, you are supporting the expansion of equity financing and corporate finance consulting in Switzerland as well as being part of our professional association. In addition to that, becoming a SECA member yields several valuable advantages:

- be part of the professional community
- receive information on Private Equity and Corporate Finance
- participate in Events
- benefit from SECA's efforts to improve the business environment in Switzerland

SECA distinguishes between four different types of memberships: Full Membership, Associate Membership, Individual Membership and Young SECA Membership. Each of these affiliations holds special kind of benefits. On the following pages, all memberships and their respective benefits are described in detail.

How to become a SECA member?

If you are interested in becoming a SECA member, please visit our homepage www.seca.ch and fill in the membership application.

If you have any questions, please contact us. We can be reached at the number +41 41 757 67 77 or by e-mail on info@seca.ch.

Your notes

Recent SECA and SECA related Publications



For further publications, information and the possibility to order, please see: www.seca.ch / Publications & Media

SECA eNewsletter

Since the first SECA eNewsletter was released in September 2002 we published more than 540 SECA eNewsletters. They are released frequently and contains news about the SECA, Venture Capital, Private Equity, Impact Investing, Corporate Finance, and Mergers & Acquisitions industry. For registration, please visit our website or send us an e-mail.



SECA

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

Swiss Private Equity &
Corporate Finance Association
Suurstoffi 1
CH-6343 Rotkreuz

+41 41 757 67 77
info@seca.ch
www.seca.ch