

# SECA Yearbook 2022



**SECA**

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 2022

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# SECA Yearbook 2022

## Wirtschaft

Institut für Finanzdienstleistungen Zug  
IFZ

FH Zentralschweiz

# Weiterbildung am IFZ

Als Institut der Hochschule Luzern – Wirtschaft sind wir in der Schweiz das führende Fachhochschulinstitut im Finanzbereich. Seit 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 Accounting
- DAS Bank Management
- DAS Compliance 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 Controlling
- CAS Corporate Finance
- CAS Crypto Finance & Cryptocurrencies
- 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 Group Reporting and Analysis
- 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)<sup>®</sup>
- CAS Turnaround Management
- CAS Verwaltungsrat

## Fachkurse

Controlling, Digital CFO, Finanzen, Negotiation, Rechnungswesen, Risk Management, Sustainable Finance, Treasury

## Seminare und Konferenzen

Umfangreiches Angebot an Konferenzen und Seminaren zu finanzrelevanten Themen.

## Mehr Informationen

[www.hslu.ch/ifz-weiterbildung](http://www.hslu.ch/ifz-weiterbildung)

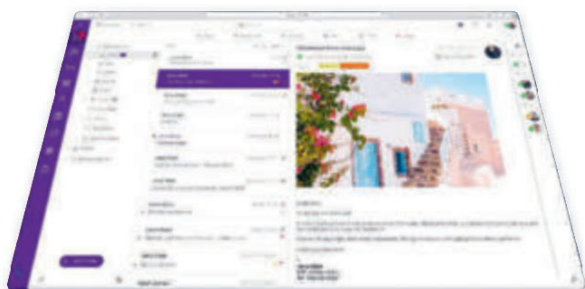
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# The only office rule is: there is no office.

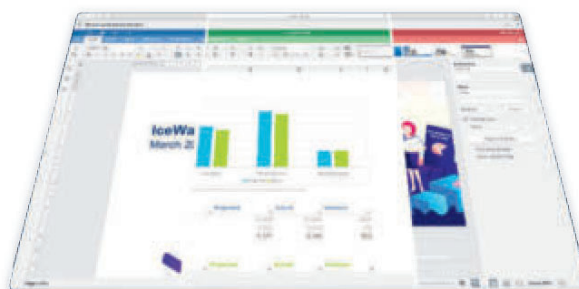
Collaborate online without handing over control of your data to big tech giants?

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



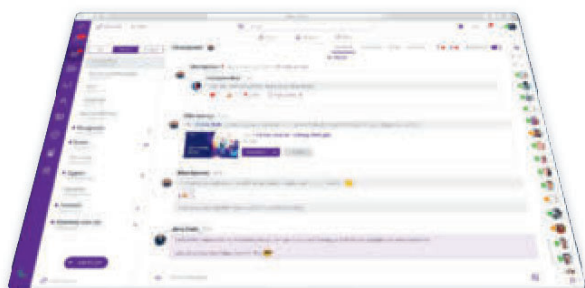
## Groupware Server Replacement

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



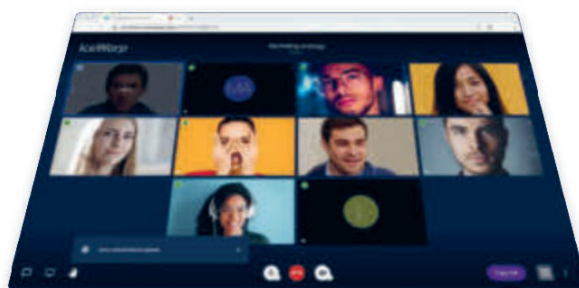
## Document Cloud and Collaboration

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



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Hosting and Colocation  
Web Consulting



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# Report from the Chairman

## Report from the Chairman

### Dear Members and Readers,

Looking back to 2021 it was a record-breaking year for Swiss private equity as the country's recovery from the COVID crisis gained steam. Our industry also made great strides in its commitment to issues like ESG and climate change, figure 1 shows that last year European deal activity of more than EUR 754 billion was well over trend growth. However, our government policies absolutely failed to support a solid European security framework and reliable energy policy. These policy blunders may well lead to a global food and energy crisis and unprecedented commodity price inflation. An environment which will have important implication on our industry in 2022 and beyond.

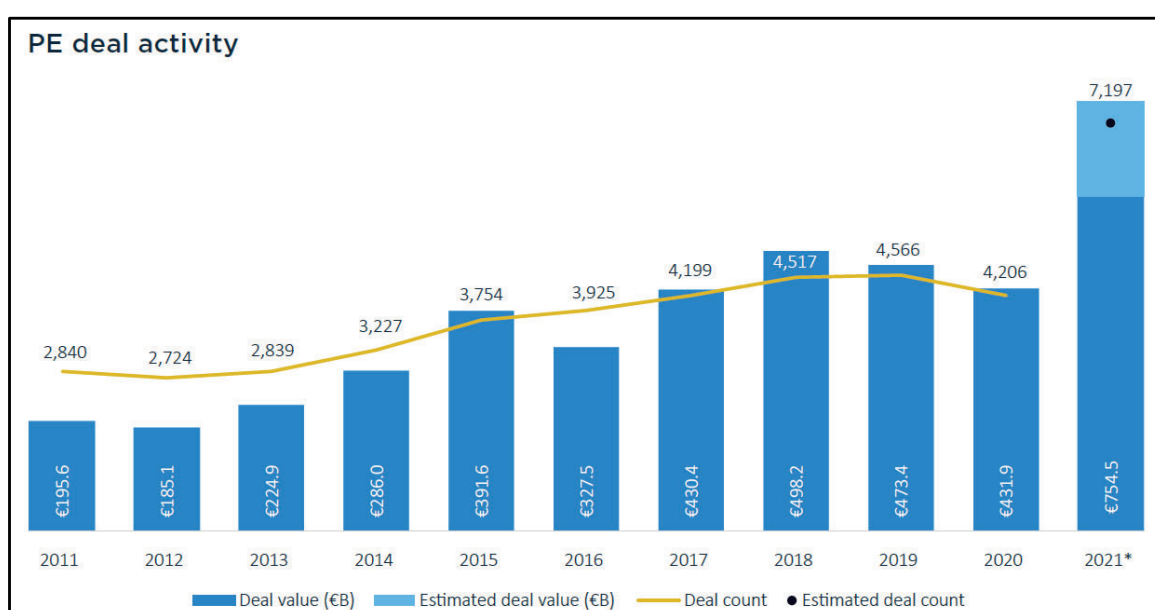


Figure 1: European deal activity 2021

Source: Pitchbook - European PE Breakdown 2021, p. 3

The boom in venture capital investment lifted the invested capital in Switzerland to over CHF 3 billion in 355 financing rounds. The investments were broadly diversified over several growth sectors. Deal activity in the buyout and M&A area was at record levels as well. The IPO activity on SIX was at a 20 year high especially driven by the healthcare sector. However, the valuation level came under pressure due to changes in the macroeconomic picture lately.

The transaction pricing environment reached a peak in the third quarter of 2021 with EV/EBITDA multiples around 12x (!). The correction in the capital market starting in the fourth quarter accelerated due to higher inflation expectation and geo-political tension. Especially, the credit and growth segments of the markets are seeing intense volatility and lower valuations.

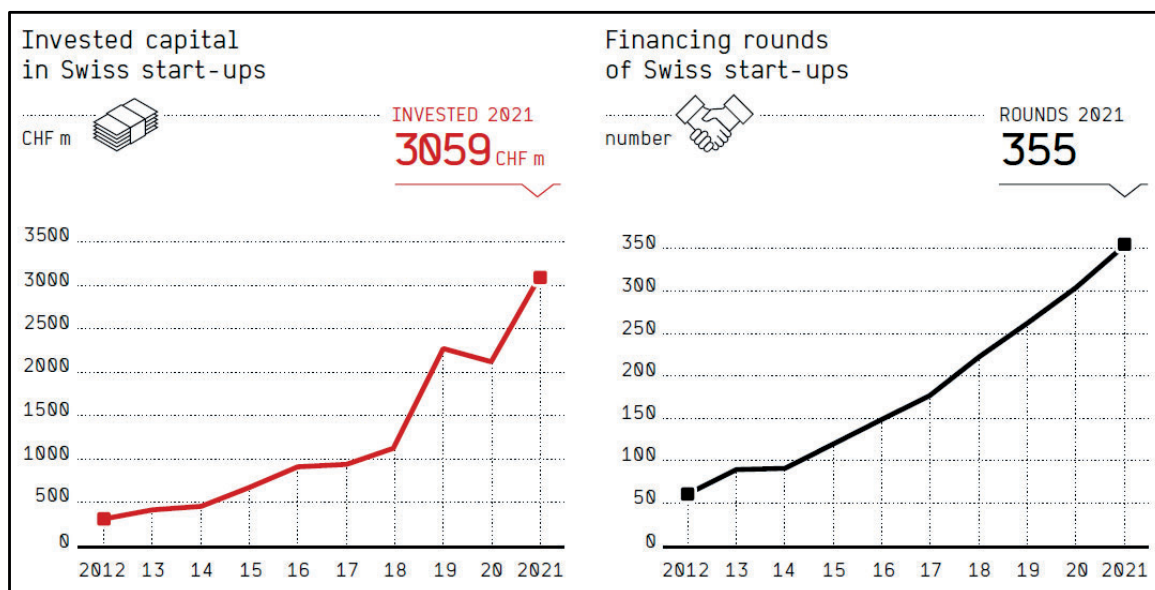


Figure 2: Swiss Venture Capital Activity 2022  
Source: Swiss Venture Capital Report 2022, p.7

The momentum from last year is still considerable in the Swiss private markets. However, looks like we are heading into a correction year for net asset values in growth space. With USD 3.4 trillion of uncalled capital the global private equity industry is well positioned to weather the storm, take advantage of the volatility and support existing portfolio companies (see figure 3).

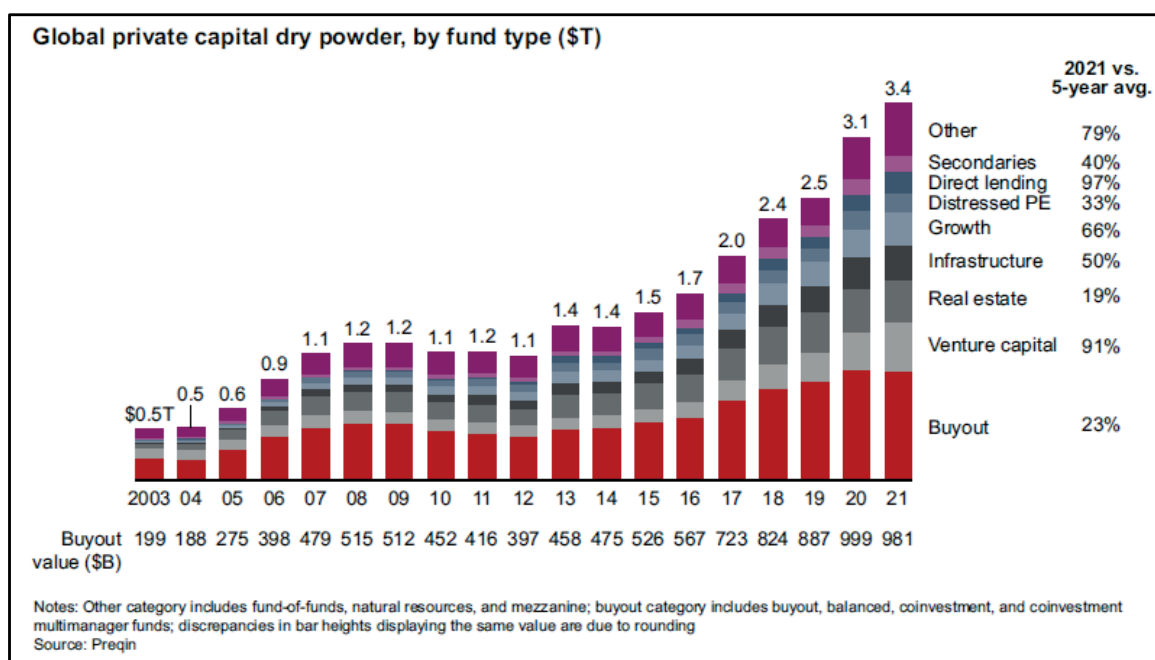


Figure 3: Global Dry Powder  
Source: Bain Capital – Private Equity 2021, p.13

In Switzerland long-term capital is being recognized as important to economic growth through investment, innovation and job creation. Political advocacy, including the work of SECA, is succeeding in educating policy makers about the critical role of private equity in the economy and society, resulting in positive developments for Swiss regulation. In Europe we cooperate closely with Invest Europe in our persistent lobbying, data-driven research projects and via intelligent communications.

### SECA - Our key action points

SECA adapted quickly to the evolving requirement of the pandemic. We created online platforms and events for our members through challenging times. More than ever, we will be putting members' needs at the heart of our action. We are happy to report that our membership base increased again to 568 members ranking SECA as one of the largest Private Equity and Venture Capital Associations in the world. Our average 12 year compounded annual membership growth rate is now 4.7%.

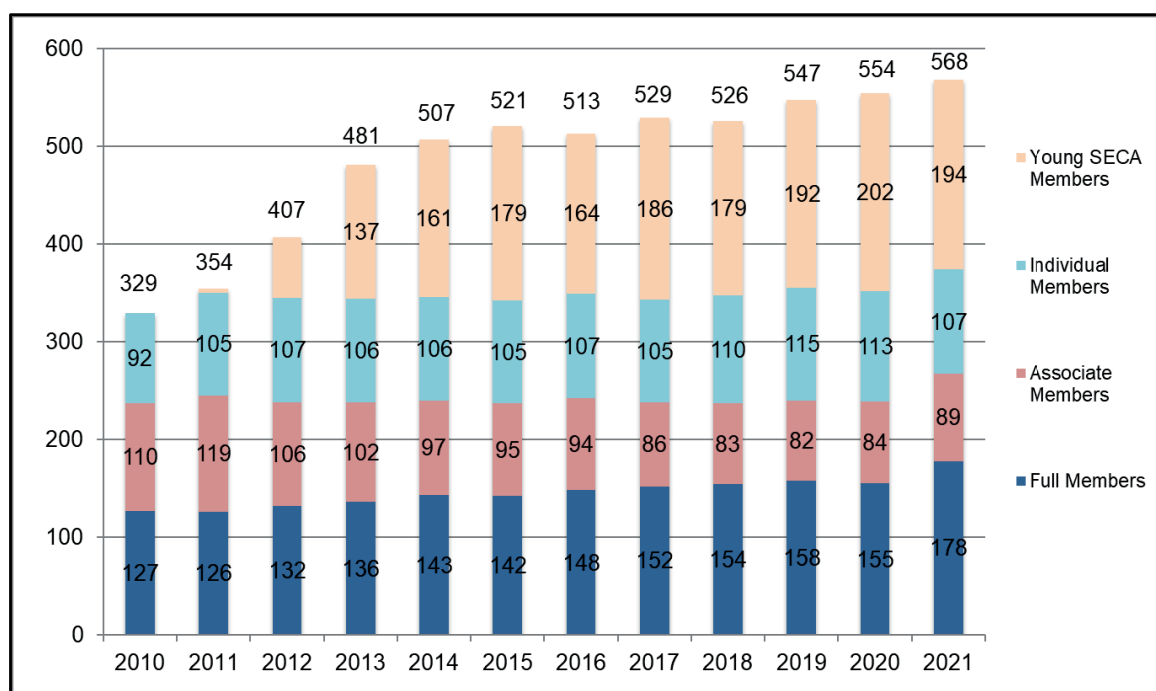


Figure 4: Growth in “Quality and Quantity” SECA Membership growth over the last 12 years.

In 2021 we followed on our established strategy with clear objectives and focussed on implementing measures to increase our influence and create an association that better serves our members. The team has worked hard to improve the delivery of high-quality services. We strengthened our team from within to build capabilities across public affairs, research and communications as well as our portfolio of education programmes.

SECA industry lobbying is active in essential dialogue between private equity players and the venture capital community, and Swiss policymakers and regulators. Our goal is to support a positive shift in the public opinion on our industry. We play a constructive role in developing the regulatory framework of Swiss supervisory authorities and the reasonable treatment of private equity firms. To achieve this goal we will focus on five key objectives in the coming year:

1. **Representation and Lobbying:** Maintain dialogue with key stakeholders to effect changes to policy, tax and regulatory environment.
2. **Networking:** Create an interesting set of event formats and geographical distribution throughout Switzerland. Provide opportunities to increase cooperation and deal flow between SECA members. Use digital technology to this end.
3. **Research and Data Analysis:** Conduct and publish research on issues important to the venture capital, M&A and private equity industry, including cooperation with institutions like Invest Europe.
4. **Professional Standards and Legal Documentation:** SECA is the guardian of the Swiss private equity industry's professional standards. We encourage our members to work at the cutting edge of best practices in ESG, fund transparency and compliance.
5. **Education and Training:** Offer training to improve the professional skills and expertise of practitioners or relevant people like pension fund managers.

International activities included the successful **revision of the AIFMD** that is not problematic for the private equity industry, secured an important alleviation of the conditions governing the use of the voluntary fund label **ELTIF**, allowing fund managers to market cross-border to retail clients.

### Industry Representation and Lobbying

For month, our focus as a team was to push for the right Swiss emergency response and support for businesses impacted by the pandemic. We engaged policymakers on a wide range of topics from the scope of state aid measures to valuation principals. SECA members were provided with relevant and detailed information on the various COVID measures that were introduced. To accomplish this, we organized events, dedicated policy calls and produced comprehensive briefings for our members.

### SECA Legal Documentation

The high quality legal documentation remains a centre piece of our membership services. Together with outside experts, SECA has drawn up three VC model documentations. This year we added the **"Convertible Loan Documentation"**.

Each model documentation comprising clean and annotated/commented versions of a term sheet, an investment agreement, a shareholders agreement, articles of association and board regulations can be downloaded for free.

## SECA Communication Platform

Under the leadership of Martin Meier-Pfister, our head of communications, SECA developed and activated a fresh, positive narrative that works for all our members, based on performance and economic contribution of our industry, as well as research projects and events. We expanded our member communications, delivering essentials and timely information to members including our newsletter and webinars.

This year Miriam Dippe-Nistor will take over from Martin's job as his designated successor and head our communications activities. Central to our new strategy will be the relaunch of our website and to expand our content to give us a better platform from which to increase SECA's visibility and strengthen our voice on relevant topics in Switzerland. Thank you Martin for your valuable contribution over last couple of years.

We continue to raise awareness of the long-term benefits of private equity and venture capital investment through our thought leadership programme of blogs and opinion articles – while also building up our social media presence on LinkedIn and Youtube, taking our messages and videos out to an ever-wider audience. Our website is at the centre of our digital strategy that focuses on better engagement with members. In addition to an improved experience for users, the website has been designed to maximise member-only content and publicly available material.

## Research and Data Analysis

In 2021, SECA's aim was to expand on our industry data and research to provide even more evidence of private equity's contribution to the Swiss economy. Thanks to our extensive projects with Invest Europe's research team we continued to improve the level of services to our members while producing high quality data to support our communications and public affairs efforts. In January 24<sup>th</sup> 2022 we conducted a webinar on the Swiss M&A and ECM market outlook and on January 27 we published the Swiss venture capital report 2022 together with startup.ticker. Our SECA Private Markets Guide 2021/22 gives a comprehensive overview of Swiss private market players and their investment strategies.

SECA is a member of the **European Data Cooperative (EDC)** a joint initiative developed by Invest Europe and its national association partners which released new performance benchmark reports demonstrating European private equity returns outperformance relative to public markets.

## Professional Standards and Education

SECA is the Swiss guardian of the industry's professional standards, demanding accountability, good governance and transparency from our members.

During the pandemic we increased access to training through online courses and launch new e-learning formats. We reached a wider audience and more members through online formats. We expanded our training offering to add new topics like "*SECA Webinar: Impact & ESG deep dive*" and areas of expertise as well as to adress new target groups like pension fund managers, for example, the "*SECA Seminar: Private Markets*" programme.

In our efforts we strive to develop initiatives that are forward-looking, adequate and suited to the needs and capabilities of our diverse stakeholders as well as reflecting the high degree of professionalism we aspire to and you expect from us.

### Organizational Development – Our Platforms

Of course we are fully committed to represent the interest of each group of our diverse membership base. In order to achieve this goal we organise the association around various operating platforms. Each platform led by a chapter leader, who is in charge of achieving a set of objectives, which we renew on a regular basis. These chapter leaders get support from the SECA Secretariat. The chapter leaders form the executive committee.

#### SECA Board Members

- **Bernd Pfister**, Paros Capital AG (SECA Chairman)
- **Philippe Bucher**, eevolve AG (Chapter Private Equity)
- **Martin Meier-Pfister**, IRF Communications AG (Communication)
- **Andreas Neumann**, Zürcher Kantonalbank (Chapter Corporate Finance)
- **Maurice Pedernana**, Zugerberg Finanz AG (SECA General Secretary)
- **Michael Sidler**, Redalpine Venture Partners AG (Chapter Venture Capital)
- **Benjam Vetterli**, Willhaus & Associates (Comité Romand)
- **Cédric Diego Vollmar**, Hitz & Partner Corporate Finance AG (Chapter Young SECA)
- **Dieter Wirth**, PricewaterhouseCoopers AG (Chapter Legal & Tax)

#### SECA Representatives

##### Chapter Seed Money & Venture Capital

- **Teddy Amberg**, Spicehaus Partners
- **Thomas Dübendorfer**, SICTIC
- **Thomas Heimann**, HBM Partners
- **Cédric Köhler**, Creathor Ventures
- **Peter Letter**, Paprico AG
- **Beat Speck**, Wenger & Vieli AG
- **Christian Winkler**, asc impact GmbH

##### Chapter Private Equity

- **Benjamin Alt**, Schroders Capital
- **Lars Niggemann**, LGT Capital Partners AG
- **Yves Schneller**, Partners Group AG

##### Chapter Corporate Finance

- **Gaël Jacquemettaz**, UBS Switzerland AG
- **Daniel Rey**, Knecht Holding
- **Roberto Tracia**, Oaklins Switzerland

##### Chapter Legal & Tax

- **Claudio Bazzi**, Bratschi Ltd.
- **Tobias Giesser**, Partners Group
- **Beat Kühni**, Lenz & Staehlin
- **Karim Maizar**, Kellerhals Carrard Zürich

Comité Romand

- **Sébastien Dewarrat**, Evoco PE
- **Alexandre Gallopin**, Borel & Barbey
- **Alexander Hesseling**, Groupe LFPI
- **Sophie Huber**, UBS Switzerland AG
- **Christian Mauriand**, Roivant Sciences

Young SECA

- **Fabian Kuhn**, Dentalpoint AG
- **Olga Motovilova**, ABB
- **Stefan Steiner**, Venturelab AG
- **Admir Trnjanin**, BlueOrchard
- **Thomas von Hohenhau**, VP Bank (Schweiz) AG

A special thanks to Dieter Wirth who will hand over the lead of the legal and tax chapter this year. Dieter contributed to many initiatives and served for years as head of the legal and tax chapter. SECA owes you a lot, thank you.

### Organizational Development

Actions speak for themselves. SECA is not only 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. I would like to thank all members of the SECA board, working groups and committees, who have given their time to the association. It has been a great pleasure to work with them in 2021. On behalf of SECA, I would like to thank the whole team especially Prof. Dr. Maurice Pedergrana, our secretary general, and Thomas Heimann, our deputy general secretary, for their inspiring contributions.

On Tuesday, 10<sup>th</sup> of May 2022 we will have our Annual General Meeting. Please book the date!

### How will the private equity markets evolve in 2022?

2021 continued the sharp upward trend of the last five years in the proportion of private equity and venture capital activity represented by M&A transactions. Private equity backed a record volume of deals in Switzerland.

Debt markets remain highly borrower-favorable throughout the end of 2021 and act as an important driver of private market activity. And while the Federal Reserve has signaled that multiple rate increases may be on the horizon, the Swiss National Bank (SNB) is bound by the strong Swiss franc and the European Central Bank policy. Thus far in 2022, markets continue to be a source of strength for borrowers, with floating rate leveraged loans going strong and high-yield bond spreads remaining tight. However, with inflation stubbornly high we enter into a period of elevated volatility and pressure on asset valuations. Control your risks.

One ongoing trend is the rise of “direct lenders”, who become an increasingly important presence in deal financings. Many private equity funds have sought to deepen their ties with direct lenders, cultivating ongoing relationships with these sources of capital much as they have long had with traditional banks.

ESG continued to gain momentum in the private equity space as investors and asset managers increasingly recognize ESG as a lever for value creation and seek to integrate ESG considerations within fund processes. A number of private market firms have launched impact funds dedicated to ESG-oriented investments and investors are willing to allocate increased capital to sustainable investments, particularly investments that support the transition to a low-carbon economy.

The fund raising activity could enter a tough patch due to a very high level of competing funds and investors spooked by inflation and geo-political risks. The structural shift to more private market exposure will remain in low yield environment. Overall 2022 does not feel like another record-breaking year. It is not the time to go all in. Good luck in navigating these tricky waters.



**Dr. Bernd Pfister**

Chairman

SECA  
Suurstoffi 1  
6343 Rotkreuz

Managing Director

Paros Capital AG  
Zugerstrasse 8a  
6340 Baar





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# Chapters & Working Groups

## Venture Capital Chapter

The Swiss venture capital market reached CHF 3.1bn (+44%) in invested capital in 2021. Swiss start-up scene has made an impressive comeback after the slight decline in 2020, with record in trade sales, IPOs and new funds. However, this is not at par in international comparison.

### Proven but still full of untapped potential

In Switzerland, CHF 3.1bn have been raised in 2021, which represent an increase of 44% compared to 2020. The progression is mainly due to larger invested capital in later stage deals, with insurtech Wefox CHF 584m and 4 rounds of more than CHF 100m. It is also worth to observe the increasing number of funding rounds (355 rounds, +17%), specifically supported by early stage deals, certainly reflecting the very solid developments witnessed over the years. Fintech and biotech remained ahead of the curve, with respectively 28% and 25% of 2021 invested capital. Although broad geographical distribution of large investments rounds across all Swiss regions, Zurich and Vaud kept the lion share as both cantons broke their previous record, with respectively 42% and 20% of 2021 invested capital. Strong increase also in 3 cantons: Ticino, Lucerne and Schwyz, each recorded more than CHF 100m in investments.

When it relates to exits, 2021 has also been a very active year with 11 IPOs and more than 50 trade sales. This is particularly remarkable as realized during the COVID-19 pandemic. These overall good performances have to be put into international perspective. Global venture funding reached a record \$621bn in 2021. This is more than twice the 2020 mark of \$291bn. All regions saw increasing funding, the US (\$311bn, +107%) was by far the leading region, followed by Asia (\$175.9bn, +89%), Europe (\$93.3bn, +142%) and LatAm (\$20.2bn, +270%). This is to remind us to keep on accelerating as competition is fierce and global.

### Switzerland birthplace of cleantech

Despite the recent refusal of the CO2 law by the Swiss population, Switzerland is a historical and natural hub for the development of cleantech (i.e. material recycling, urban solutions and green energy systems, transport and mobility, smart farming). With countries around the world setting ambitious goals and taking coordinated decisive actions to counter global warming by decarbonization, investments in cleantech will need to dramatically increase in the next decade. This is a huge opportunity to be seized by our country to promote its technology and capacities. The expertise and excellence of Swiss research centers, academics and industrial partners provide a competitive advantage that should allow Switzerland to craft a new strategic venture capital vertical and build the next champions in environmental technologies. This has already started with large rounds in cleantech start-ups like Climeworks and Energy Vault. In 2020, cleantech contributed to 4.5% of Swiss GDP, employing 211'000 people.

### An attractive asset class for institutional investors

The Swiss venture capital industry has grown significantly over the last 5 years. Currently 35 new funds are open for investments, reflecting the dynamism and diversity of Swiss fund managers. This asset class provides a steady growth rate and a low correlation to equity markets, but requires time to mature as good wines. On the other hand, Swiss Pension Funds are not yet grasping the opportunity to invest in the Swiss venture capital market. This is partly due to the fact that venture capital only developed in Switzerland over the last decade, lacking sufficient market volume required by institutional investors. This is about to change and noteworthy to mention the 2021 amendment to pension funds investment regulation (i.e. BVV2). Swiss pension funds have now more flexibility when investing in venture capital and could allocate up to 5% of their total assets.

Dedicated events for institutional investors will be organized by SECA VC Chapter over the year, allowing a better understanding of the actual state of the industry.

The SECA VC Chapter is proud to be part of this incredibly dynamic ecosystem and to contribute to the success and development of the Swiss start-up scene.

### Representatives of the Venture Capital Chapter of SECA

**Michael Sidler** (Redalpine Venture Partners, Chapter Chairman), **Teddy Amberg** (Spicehaus Partners), **Diego Braguglia** (VI Partners), **Kiran Dallenbach** (BioMedPartners), **Thomas Dübendorfer** (SICTIC), **Martin Eisenring** (Crypto Valley Association), **Ulrich Geilinger** (HBM Partners), **Andreas Göldi** (btov Partners), **Thomas Heimann** (HBM Partners, SECA Deputy General Secretary), **Lorenzo Leoni** (TiVenture), **Peter Letter** (paprico), **Karim Maizar** (Kellerhals Carrard), **Pascal Mathis** (Wingman Ventures), **Eugen Stamm** (Verve Capital Partners AG), **Beat Speck** (Wenger & Vieli), **Andrew Thomas** (Helvetica Capital AG), **Jean-Philippe Tripet** (Aravis), **Pascal H. Widmer** (Alpana Ventures) and **Christian Winkler** (ASC Impact)

Sources: Swiss Venture Capital Report 2022, Swiss Cleantech Report, Dealroom.co

### Pascal H. Widmer

Partner

Alpana Ventures

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# Private Equity Chapter

## Private Equity Buyout Investitionen auch zukünftig höchst attraktiv für Anleger

Private Equity Buyout eignet sich gut für die Herausforderungen, die uns die nächsten Jahre erwarten. Aufgrund der zunehmenden Beliebtheit wird die Diversifizierung über ein breites Spektrum von Renditetreibern mehr denn je dazu beitragen, die besten Ergebnisse zu erzielen.

Anleger halten Private Equity vor allem wegen der potenziell überdurchschnittlichen Rendite für interessant. So gaben in einer von Preqin durchgeführten Studie 87% der Befragten an, dass ihre Renditeerwartungen im Bereich Private Equity erfüllt oder gar übertroffen wurden. Private Equity offenbarte aber auch einen weiteren Vorteil. In den turbulenten Zeiten der Corona-Pandemie erwies sich die Anlageklasse verglichen mit der Börsenwelt als resilient und weniger volatil.

In einer Welt mit sehr unterschiedlichen demografischen und Wachstumsentwicklungen bietet Private Equity eine gute Möglichkeit, über verschiedene Renditetreiber Werte für Investoren zu schaffen. Dies gilt insbesondere in einem Umfeld von Null- oder niedrigen Realzinsen. Private Equity ist zudem ein Weg, um auf langfristige Trends zu setzen. Nicht zuletzt können wegen der Kontrolle über die Investitionen und des oft aufwändigen Due-Diligence-Prozesses neben den finanziellen Zielen auch zunehmend wichtige ESG- und wirkungsbezogene Ziele erreicht werden.

## Widerstandsfähigkeit und geringe Volatilität

Die Anlageklasse stellte ihre Widerstandsfähigkeit während der globalen Finanzkrise 2008/09 unter Beweis und erweist sich auch während der Covidkrise als robust. Die geringere Volatilität lässt sich teils auf unterschiedliche Bewertungsmethoden zurückführen. Allerdings gibt es auch fundamentale Gründe. Private Equity weist in der Regel einen ausgewogenen, weniger zyklischen Branchenmix auf. Die Anlageklasse profitiert ferner von einem Zugang zu „gebundenem“ Kapital. Dadurch werden Anleger weitgehend vor „prozyklischem“ Anlageverhalten geschützt. Ausserdem können sie Kapital in Portfoliounternehmen einschiessen, wenn dies erforderlich ist.

## Aktives Eigentum und einzigartige Ausrichtung auf ESG und Impact Investing

Mehrheitsbeteiligungen, ein langfristiger Anlagehorizont und die Möglichkeit, Unternehmen neues Kapital zuzuführen, bedeuten, dass Private Equity mit ESG-Zielen besser als andere Anlageklassen im Einklang stehen kann. Schon in der Vergangenheit lag der Schwerpunkt von Private Equity weniger auf einigen der aus ESG-Sicht problematischeren Branchen, sondern eher auf nachhaltigen Unternehmen und Zukunftstechnologien. Bei Buyout-Investitionen haben Private-Equity-Investoren in fast allen Situationen die volle Kontrolle, was bedeutet, dass sie in ganz anderem Masse Einfluss ausüben können.

## Private Equity weiterhin höchst attraktiv

Zusammenfassend lässt sich sagen, dass Private Equity gut für ein Marktumfeld positioniert ist, das durch hohe Volatilität, unterschiedliche langfristige Makroentwicklungen in den wichtigsten globalen Volkswirtschaften, sich beschleunigende säkulare Trends und einen zunehmenden Investorenfokus auf ESG-Investments gekennzeichnet ist.

Für das SECA Private Equity Chapter:

Philippe Bucher	eevolve AG, Chapter Chairman
Lars Niggemann	LGT Capital Partners Ltd
Yves Schneller	Partners Group
Benjamin Alt	Schroders Capital



# eevolve

embracing purpose and people

partner for sustainable businesses

## Chapter Legal & Tax

### Swiss Corporate Law Reform

The bulk of Switzerland's general corporate law reform (the "Swiss Corporate Law Reform") will enter into effect on January 1, 2023 providing for new corporate law features such as:

- share capital denominated in a foreign currency
- a minimum par value below one cent
- a "capital band" to give companies more flexibility to increase and reduce their share capital
- clarification of the requirements for distributions out of capital reserves and interim dividends and
- enhanced shareholder rights to improve corporate governance

but unfortunately no lighter rule set for start-ups during that start-up phase as lobbied in vain by SECA.

### ESG Reporting

After the "Responsible Business" Initiative failed in the referendum on November 29, 2020 due to a majority of the cantons, the indirect counter-proposal has entered into force on January 1, 2022. At the heart of the matter are:

- new reporting requirements on "non-financial matters", in particular in the areas of environment, social responsibility and human rights, which are based on the existing EU Directive 2014/95/EU (Non-Financial Reporting Directive); and
- new due diligence and reporting obligations with respect to conflict minerals and to prevent child labor throughout the supply chain.

#### *a) Concerned Companies*

In contrast to the reporting obligation on "non-financial matters", the new due diligence obligations in the area of conflict minerals and child labor apply to every company domiciled in Switzerland whose business area may potentially come into contact with conflict minerals or child labor, by:

- importing minerals (ores and concentrates) or metals containing tin, tantalum, tungsten or gold from conflict or high-risk areas or processing them in Switzerland, or
- offering products or services for which there are reasonable grounds to suspect that they have been produced or provided by children.

### *b) Specific scope of application*

Re conflict minerals, if a company falls below certain import and processing quantities of minerals and metals containing tin, tantalum, tungsten or gold, it is exempt from the due diligence and reporting obligations regarding conflict minerals. Complex is the determination what is to be considered a conflict and high-risk area and the non-binding list of "Conflict-Affected and High Risk Areas" (available at [www.cahraslist.net](http://www.cahraslist.net)) may only serve as a starting point for classification.

In the area of child labor, the Ordinance specifies the requirements under which companies are exempt from the new due diligence obligations. Potentially affected companies have to go through three assessment steps:

1. **Thresholds:** If a company does not meet the SME thresholds, it is exempt from further clarification. The SME thresholds are not met if the company concerned falls below two of the following thresholds on a consolidated basis in two consecutive financial years: Total assets of CHF 20 million, sales of CHF 40 million and an annual average of 250 full-time employees.
2. **Risk assessment:** If the company meets two of the three SME thresholds, it must assess whether it qualifies as a "low-risk company with regard to the area of child labor". A company is considered to have a low risk if it produces in countries or provides services from countries whose "due diligence response" is classified as "basic" by UNICEF in its "Children's Rights in the Workplace Index", or if it procures products or services from these countries. If, according to this test, the company is considered to be a "company with low risk with regard to the area of child labor", it is exempt from further evaluations.
3. **Verification of suspicions:** If none of the aforementioned exceptions apply, the company must verify whether there is a reasonable suspicion of child labor in relation to a specific product or service. If there is no reasonable suspicion of child labor, the company is exempt from the due diligence and reporting obligations. This finding and the reasons for it must be clearly documented.

The Ordinance provides a counter-exception to the aforementioned exceptions: If the company offers products or services that were evidently produced or provided using child labor, the company is subject to the due diligence and reporting obligations regardless of the result of the above-mentioned three assessment steps.

### *c) Equivalent international standards*

Annex 2 of the Ordinance contains a list of international regulations that are considered to be equivalent standards, both with regard to conflict minerals and child labor. If a company fully complies with such an international standard, it is exempt from the new due diligence and reporting obligations under the CO.

#### *d) Outlook*

Even companies that do not meet the application requirements for the new due diligence obligations as of January 1, 2022, or benefit from an exemption must keep the new due diligence obligations in mind. The decisive parameters for the applicability of the new due diligence and reporting obligations are dynamic and adapt continuously, such as the classification of a region as a conflict or high-risk area or its risk classification according to UNICEF's "Children's Rights in the Workplace Index".

Consequently, even Swiss companies that are not currently affected will have to reassess in regular intervals whether they are still exempt and they will have to document the relevant findings and the justification thereof. Likewise, when entering into new business relationships or other expansions of business activities, it must be reassessed in each case whether the self-classification still corresponds to the facts.

#### *e) Clarification of due diligence requirements*

The Ordinance also contains a number of details on the specific content of the due diligence and reporting obligations in the area of conflict minerals and child labor. The focus is in particular on the management system to be introduced along the supply chain by the companies concerned in accordance with Art. 964sexies para. 1 CO. The management system must, in particular, contain the following two elements, the specific content of which is now detailed in the Ordinance:

- a supply chain policy; and
- a supply chain traceability system.

The management system must be supplemented by a risk management plan that describes the methods used by the company to identify, analyze and weigh the risks of harmful effects of its business activities in the supply chain. The Ordinance also contains specifications in this regard.

#### *f) Entry into force*

The new due diligence and reporting obligations under the indirect counter-proposal and the new Ordinance will enter into force on January 1, 2022. However, the affected companies will be granted a transitional period of one year to adjust to the new obligations, i.e. they will apply for the first time to the 2023 financial year (or the financial year beginning in 2023). Concerned companies should nevertheless start preparing and implementing the necessary measures and policies now in order to comply with the new legal requirements by that time.

## Political Activities relating to the Swiss Startup Ecosystem

### *Swiss Innovation Fund*

The Federal Council seeks to strengthen Switzerland's appeal as a location for startups. In this context, the Federal Council mandated in August 2021 the Federal Department of Economic Affairs, Education and Research EAER to examine Switzerland's startup ecosystem. In view of the fact that numerous states around Switzerland have launched extensive programs to support startups in recent years, measures for a more active growth strategy are also being examined in order to strengthen Switzerland's appeal as a location for startups in the long term. To this end, the Federal Council has decided in particular to comprehensively examine the advantages and disadvantages of a Swiss innovation fund. The aim is to explore the extent to which such a fund could expand the venture capital market in Switzerland and thus improve the growth opportunities of innovative companies in Switzerland. SECA is actively pursuing and contributing to the discussion around the Swiss innovation fund idea. Representatives of SECA were e.g. involved in a roundtable organized by State Secretariat for Economic Affairs SECO and further were involved in organizing a webinar on the pros and cons of a Swiss innovation fund. The Federal Council is expected to decide on next steps in June 2022.

### *Modernization of the "GmbH"*

The National Council has accepted Andri Silberschmidt's postulate on the modernization of the GmbH. In this context it will have to be analysed how a partial paying up of the capital of a GmbH or, alternatively, a reduction of the initial share capital can be made possible. For more information see: [www.parlament.ch/de/ratsbetrieb/suche-curia-vista/geschaeft?AffairId=20214422](http://www.parlament.ch/de/ratsbetrieb/suche-curia-vista/geschaeft?AffairId=20214422)

### *Facilitate Digital Accounting*

With the approval of motion 22.3004 (Facilitate digital accounting), the National Council resolved to simplify accounting. The motion demands that the filing of files should also be possible without a special signature or time stamp on commercially available storage media. The implementation would be a massive relief for all startups and SMEs in Switzerland. For more information see: [www.parlament.ch/de/ratsbetrieb/suche-curia-vista/geschaeft?AffairId=20223004](http://www.parlament.ch/de/ratsbetrieb/suche-curia-vista/geschaeft?AffairId=20223004)

### *Horizon Europe - Transition measures for startups and SMEs*

To support SMEs and startups that currently do not have access to the "Accelerator" funding instrument of the European Innovation Council (EIC), the Federal Council is enacting a new legislative provision as early as April 2022. The Federal Council has also adopted the corresponding financial measures for the attention of parliament. For more information see: [www.admin.ch/gov/en/start/documentation/media-releases.msg-id-87456.html](http://www.admin.ch/gov/en/start/documentation/media-releases.msg-id-87456.html)

### *Allow loss offset for ten years*

The National Council approved a motion to extend the possibility of offsetting losses from the current seven to ten years. An adjustment would allow losses incurred from 2020 onwards to be carried forward with tax effect for ten years. This would ease the situation of companies that are in a difficult economic situation as a result of the Covid crisis. For more information see:

[www.parlament.ch/de/ratsbetrieb/suche-curia-vista/geschaeft?AffairId=20213001](http://www.parlament.ch/de/ratsbetrieb/suche-curia-vista/geschaeft?AffairId=20213001)

### *Reform of withholding tax and transfer stamp tax*

In order to strengthen the Swiss debt capital market and to increase Switzerland's attractiveness for group financing activities, the Swiss Parliament has approved on 17 December 2021 an amendment of the Swiss Withholding Tax Act. Currently, a withholding tax of 35 % is levied – amongst others - on interest payments on domestic bonds and bond-like instruments. Switzerland is thus less attractive as an issuing location by international standards. The withholding tax and transfer stamp tax reform essentially includes the following elements:

- The withholding tax on domestic interest shall be abolished to a great extent. This includes – amongst others – interest payments on newly issued Swiss bonds. The abolition of WHT on interest does not apply to interest on customer deposits held with banks and insurance companies by natural persons domiciled in Switzerland.
- Domestic bonds shall no longer be treated as taxable securities for Swiss transfer stamp tax purposes. Foreign bonds, however, will remain taxable securities subject to Swiss transfer stamp tax for secondary market transactions.
- The withholding tax on compensatory payments - i.e. payments in which income subject to withholding tax is replicated or passed on (i.e. in case of securities lending/borrowing) - is to be regulated by law. The risk of multiple refunds of withholding tax shall be minimised. The legal regulation corresponds to the previous practice, which was not protected by the Federal Supreme Court due to the lack of a legal basis.

The amended law regarding the abolition of withholding tax on interest on bonds is supposed to enter into force as of 1 January 2023. However, the law is subject to the facultative referendum, which is likely to be called by the social democratic party.

### *Taxation of cryptocurrencies*

On 14 December 2021, the Swiss Federal Tax Authority (SFTA) published an updated version of the working paper on the taxation of cryptocurrencies. It replaces the working paper first published in 2019. The updated working paper takes into account developments in the crypto sector over the past two years and an ever-increasing investor interest in cryptocurrencies and blockchain technologies. In particular, the updated working paper includes the following additions and adjustments worth mentioning:

- The paper foresees three categories of investment tokens: debt tokens, investment tokens on a contractual basis and investment tokens with participation rights, which reflects the so-called Distributed Ledger Technology (DLT) securities. Investment tokens with participation rights are to be treated as shares or participation certificates for tax purposes. This means that a distribution is considered a dividend and is consequently subject to withholding tax of 35%. In addition, the issuance of such tokens is subject to the issuance stamp tax.
- If own tokens are provided as collateral in a Proof of Stake mechanism ('Staking'), a return in the form of a token (or part of a token) is paid to the token holder. The income from the Staking qualifies as income from movable assets for tax purposes and, in the case of an individual, is subject to income tax. If a token holder receives cryptocurrencies via airdrop, therefore by allocation of free tokens without any action on the holder's part, then these are taxable as income from movable assets at the time of allocation at fair market value.
- Investment tokens on a contractual basis and utility tokens issued to employees do not qualify either as artificial or as non-artificial employee participation. This is because the exchange of services for these tokens is based on a contractual relationship and the tokens do not represent participation rights as such. The free or discounted distribution of such tokens to employees constitutes other non-cash benefits, thus subject to income tax to the extent of the difference against the market value.

The updated working paper creates increased legal certainty from a tax perspective, especially for companies in the crypto sector and for crypto investors. The attractiveness of Switzerland as a crypto location is thus further strengthened.

## BEPS 2.0

The Base Erosion and Profit Shifting ("BEPS") 2.0 measures initially aimed to address tax issues arising from increasing digitalization of businesses. They are one of the top priorities of the Organization for Economic Co-operation and Development (OECD). BEPS 2.0 sets out two proposals, referred to as Pillar 1 and 2 — one on nexus and profit allocation (Pillar 1) and another on ensuring a minimum level of taxation (Pillar 2). Most rules are expected to come into effect in the beginning of 2023 or relatively shortly thereafter.

### *Pillar 1*

The main objective of Pillar 1 is to align taxing rights more closely with the local market engagement. The goal is to allocate profits to market jurisdictions irrespective of any physical presence in those jurisdictions and therefore to levy taxes in the end market jurisdictions where goods or services are used or consumed. Furthermore, the application of the arm's length principle to in-country baseline marketing and distribution activities will be simplified and streamlined, with a particular focus on the needs of low-capacity countries.

In-scope companies are the multinational enterprises (MNEs) with global turnover above 20 billion euros and profitability before tax above 10% calculated using an averaging mechanism.

Most financial services companies will likely not be within scope of Pillar 1 as there is an exemption for regulated financial services. However, the exact scope of the exclusion is not yet clear.

## *Pillar 2*

The aim of Pillar 2 is to ensure that multinational enterprises are subject to a minimum jurisdictional effective tax rate of 15% regardless of where their operations are conducted or headquarters are located. The basic concept of Pillar 2 follows the idea that with a global minimum tax rate, international tax competition and thus the incentive for artificial profit shifting within a group shall be further restricted by aligning both the applicable effective tax rate as well as the tax base across different jurisdictions.

The Pillar 2 rules will generally apply to multinational enterprises with global annual turnover above EUR 750m.

Asset management companies or other companies in the financial services industry may be subject to the Pillar 2 rules, if they meet the above-mentioned thresholds. Pension Funds or Investment funds that are Ultimate Parent Entities of an MNE Group or any holding vehicles used by such entities, organizations or funds should typically not be subject to the Pillar 2 rules.

*The following example shall illustrate how these rules could be interpreted: <sup>1)</sup>*

A Luxembourg domiciled private equity fund makes the investments through separate Luxembourg SPV's. Each SPV has itself (on a consolidated level) less than EUR 750m turnover. The investment manager is domiciled in Switzerland. The private equity fund has a) more than 20 investors; or b) only one corporate investor (which is part of a MNE).

Question 1: At which level is the EUR 750m turnover threshold calculated?

- Alternative a): The consolidation should take place at the fund level. The fund qualifies as the ultimate parent entity. Consequently, this set-up should not be in the scope of Pillar 2.
- Alternative b): The consolidation should take place at the level of the top holding of the investor.

Question 2: At which level is the 15% minimum tax calculated?

- Alternative a): The Fund is considered transparent and is not subject to the 15% minimum taxation in the fund domicile.
- Alternative b): As there is only one corporate investor, the fund should not qualify as an investment entity. If the fund is opaque from a tax perspective in the investor's country, the income is - based on our interpretation of the rules - to be allocated to the fund domicile. This would result in a 15% minimum taxation at the fund level. In case the fund is transparent, the income should be allocated to the investor domicile and must be taxed there at a minimum rate of 15%.

Although not all rules are clear yet, companies that are in scope of either Pillar 1 or Pillar 2 are advised to analyse - sooner rather than later - the implications of BEPS 2.0.

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<sup>1)</sup> This analysis is based on our interpretation of the model rules, subject to further clarification.

### ATAD III

On 22 December 2021, the European Commission has published a draft Directive laying down rules to prevent the misuse of shell entities for tax purposes (known as anti-tax avoidance directive III (“ATAD III”). By defining minimum substance for undertakings in Member States, the Directive aims to increase scrutiny of shell companies within the EU to prevent them from being used for tax evasion and avoidance.

The Directive would apply to all undertakings that are considered tax resident and are eligible to receive a tax residency certificate in an EU Member State including SMEs, partnerships, trusts and other legal arrangements. There is no minimum threshold applied.

Certain undertakings such as companies listed on a regulated stock exchange, regulated financial undertakings, holdings in the same Member State as shareholders or the ultimate parent entity, or undertakings with at least 5 own full-time equivalent employees carrying out the income-generating activities of the undertaking are excluded from its scope.

An undertaking must pass a set of “gateway” criteria that would indicate whether the entity is “at risk” of being a low-substance entity that could be misused for tax purposes. The (simplified) relevant gateway criteria indicators are:

- Passive Income Flow: 75% of their revenue in the preceding two years is passive income.
- Cross-border activities: either more than 60% of the book value of specific assets was located outside of the Member State in the preceding two years or more than 60% of the undertaking’s ‘relevant income’ is earned or paid out via cross-border transactions.
- Administration outsourcing: the entity has outsourced the administration related to day-to-day administration and decision-making on significant functions to other entities in the preceding two years.

If an entity resident in an EU Member State crosses all three gateway tests, it will be subject to reporting obligations under ATAD III. Specific information must be disclosed in the annual tax return that will indicate whether an entity fulfills the required minimum substance indicators (i.e. exclusive use of premises, availability of an active bank account in the EU and qualified directors or employees). If the entity does not have the required minimum substance indicators, it would be presumed to be a shell entity and has the possibility to rebut this presumption by proving that it has minimum substance or that it is not misused for tax purposes.

If a company qualifies as a “shell” entity under ATAD III, this entity may not be able claim tax benefits provided for by EU Directives (e.g. the Parent-Subsidiary Directive or the Interest and Royalties Directive) and bilateral tax treaties (in particular, it may not be able obtain a tax residence certificate valid for claiming treaty or EU tax benefits). Additionally, the proposed Directive will provide for a CFC (Controlled foreign company)-type taxing right over the “relevant income” of a shell entity such that the entity’s shareholder(s) – to the extent resident in an EU Member State - shall tax this income.

If adopted, Member States will be required to implement the Directive by 30 June 2023 for an application as from 1 January 2024. The Directive, however, will have a backlooking effect (since the gateway criteria should be assessed based on the circumstances existing in the preceding two years – i.e. FYs 2022 and 2023).

Therefore, it is of highest importance that Swiss based asset managers start assessing the set-up of their investments as of today in order to analyze whether a reporting obligation might apply and, if so, whether withholding tax exemptions/reduced rates or other taxes could be adversely impacted as a result of these rules.

### Limited Qualified Investor Fund (L-QIF)

In December 2021, Swiss parliament adopted the revision of the Collective Investment Schemes Act (“CISA”) with its core element being a new innovative fund type, the Limited Qualified Investor Fund (“L-QIF”).

The L-QIF, unlike any other fund type in Switzerland, will not require FINMA product approval which will significantly accelerate the time-to-market and lead to a reduction in formation costs. In turn, to safeguard investor protection, L-QIFs (i) are open for qualified investors only as defined in the CISA (e.g. occupational pension schemes, large companies, family offices established for high-net-worth private clients) and (ii) must be managed by financial institutions under prudential supervision.

L-QIFs are very flexible in nature: They may be set up as open-ended structures (contractual investment fund, investment company with variable capital) or as closed-ended structures (limited partnership for collective investment) within the meaning of the CISA and can benefit from liberal investment rules both in terms of investment products and investment techniques.

Due to the Swiss withholding tax regime as well as the persisting restrictions on the offering of Swiss financial products abroad, in particular in the EU, L-QIFs will mainly target domestic investors. However, the introduction of this new fund type will create an attractive Swiss vehicle and thus strengthen the Swiss financial center as a production location, especially in the alternative investments area.

On the assumption that the referendum deadline in April 2022 expires unused, Swiss government will enact the implementing provisions and submit them for consultation in mid-2022. The revised CISA will likely enter into force in the second quarter of 2023.

## SECA Model Documentation

Recognizing the market success of the VC Model Documentations and the fact that these have become the market standard for VC/PE investments in Switzerland, the two sets of the VC Model Documentations are being continuously revised and updated under the guidance of SECA's Legal & Tax Chapter by the two standing working groups of external experts to reflect relevant legal and regulatory changes and market developments.

In March 2022, the standing working group has launched the first edition of a new Convertible Loan Model Documentation to facilitate and standardize investment terms for convertible loan investments into Swiss startup companies ([www.seca.ch/Templates/Templates/Convertible-Loans-Model-Documentation.aspx](http://www.seca.ch/Templates/Templates/Convertible-Loans-Model-Documentation.aspx)). For 2022, the standing working groups' prime focus will be to launch an updated 2<sup>nd</sup> edition of the VC Model Documentations "light" as well as an updated 5<sup>th</sup> edition of the VC Model Documentation "large".

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This is a glimpse of relevant recent or imminent legal, regulatory and tax changes and past and ongoing initiatives of the Legal & Tax Chapter. We continue to strive to improve the regulatory and fiscal environment for the private market industry. This is an up-hill battle in a number of respects in view of the current trends of ever more stringent regulation and of fiscal tightening. Bear with us and please let us have your comments and suggestions.

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## Comité Romand

Les fusions et acquisitions (Fusac) ont fortement augmenté en Suisse pendant l'année 2021 par rapport à l'année précédente. En Romandie, le nombre de transactions incluant des PME a augmenté de plus de 30%. L'abondance de capitaux disponible en 2021, malgré des conditions d'emprunts légèrement à la hausse, a fortement soutenu le rebond d'activité. Par ailleurs, la volonté des entreprises de mieux contrôler l'approvisionnement et accélérer la transformation ESG et/ou digitale ont été des facteurs déterminants qui ont contribué au rebond.

### Un rebond et une croissance du nombre de transactions en Romandie

Après un ralentissement de l'activité fusions et acquisitions impliquant les PME suisses tout comme les PME romandes durant le premier semestre 2020, l'activité a repris lors du second semestre 2020 et s'est accélérée lors du dernier trimestre 2020. Cette tendance a continué à perdurer en 2021, sur tout le territoire Suisse. Selon une étude récente sur l'activité Fusac des PME du cabinet de conseil Deloitte, une croissance d'environ 30% a été observée en 2021 en Romandie par rapport à l'année précédente, atteignant presque les niveaux élevés de 2017 et 2018. Par ailleurs et toujours selon la même étude, Genève fut le canton le plus actif cette année-ci avec pas moins de 13 transactions recensées, reprenant la place de leader au canton de Vaud.

### Une abondance de capitaux, malgré une tendance des taux d'intérêts à la hausse

Le rebond de l'activité fusions et acquisitions s'explique par un niveau élevé de liquidités chez les fonds de capital-risque d'une part, et des conditions de financement attractives offertes par les pourvoyeurs de dettes, d'autre part. En effet, l'environnement inflationnaire ayant été considéré durant une partie de l'année comme transitoire par certains acteurs économiques, la tendance s'est seulement récemment traduite par des taux directeurs à la hausse, et une dette qui devrait devenir à terme plus « chère ». Par ailleurs, l'appétit croissant pour le capital-risque d'investisseurs réputés traditionnels, tels que les investisseurs privés et les family offices, participe également à l'afflux de liquidité dans ce marché.

### Garantir l'approvisionnement et accélérer la transformation

Le rebond de l'activité Fusac en 2021 s'explique aussi par les difficultés rencontrées dans l'approvisionnement des matières premières et produits semi-finis, des coûts de transport à la hausse et des durées de livraison prolongées, entre autres. Tant de facteurs qui ont mené les entreprises à réévaluer leurs chaînes d'approvisionnement et considérer une intégration verticale en ayant recours au Fusac afin de sécuriser la chaîne de valeur, assurer la pérennité des opérations ainsi que la rentabilité de l'entreprise durant la période de crise sanitaire ou en réaction à des tensions géopolitiques. Par ailleurs, la solution du Fusac a aussi offerte aux entreprises une alternative rapide afin de repositionner leur modèle d'affaire sur des thèmes ESG ou de digitalisation, telle que la réduction de CO2 ou la numérisation du travail, accentuée par la tendance du travail à domicile.

Les membres de la SECA Romandie sont très heureux de faire partie de cet écosystème très dynamique et de contribuer au développement de la région en facilitant la coopération des acteurs locaux et leur promotion au-delà de nos frontières.

#### Les représentants de la SECA Romandie

**Benjam Vetterli** (Rockstone Real Estate / Willhaus & Associates, Président Comité Romand), **Christian Mauriand** (Roivant Sciences), **Alexander Hesseling** (LFPI), **Alexandre Gallopin** (Borel & Barbey), **Sophie Huber** (UBS) et **Sébastien Dewarrat** (Evoco PE)

Sources: Deloitte Midcap Study 2021 & 2022, Oaklins M&A Outlook Switzerland

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**Financial Interim Management:** Temporarily bridging management gaps to eliminate bottlenecks in financial organisations.

## Chapter Young SECA

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:

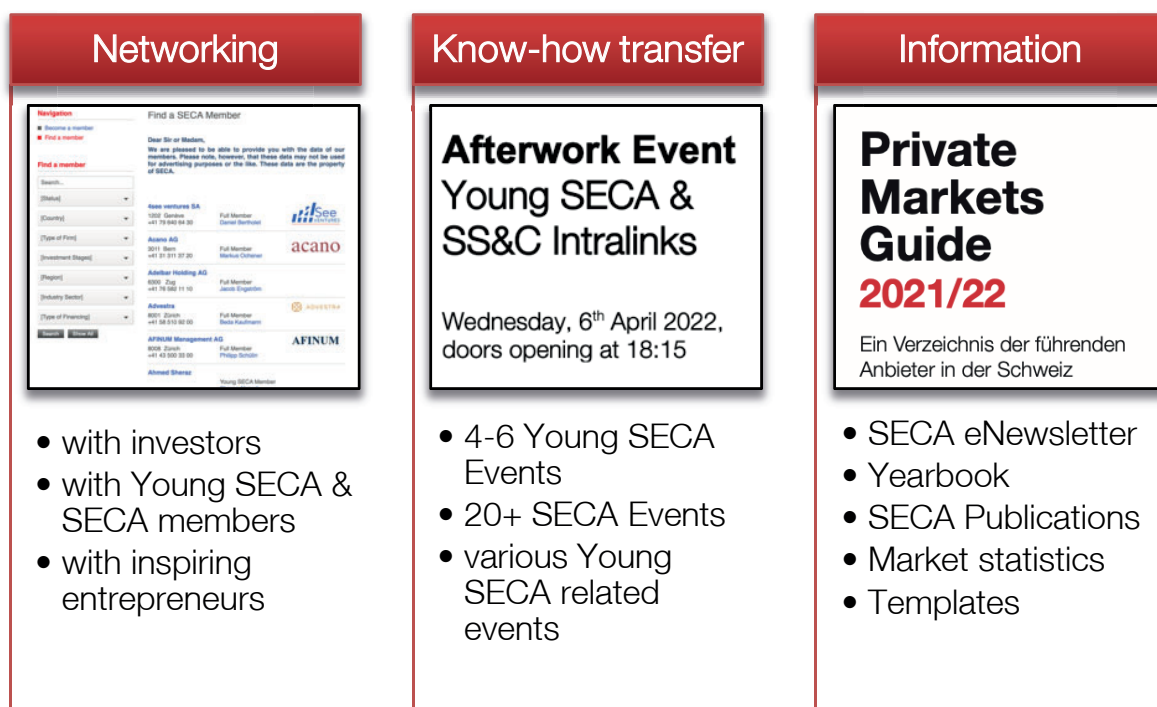


Figure 1: Main objectives and service offering

### 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 to social network of Young SECA (i.e. LinkedIn).

### 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. Young SECA Romandie is led by Christian Mauriand, Alexander Hesseling, Alexandre Gallopin and Sophie Huber, who combine experience in the Private Equity, the Law and the Start-up/ Venture Capital scene.

Between 3 and 5 events will be organized in the Romandie p.a. Details regarding the upcoming 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 2022?

In addition to our existing activities, we will increase our presence outside of Zurich and Geneva (especially in Basel) and at the same time strengthen our relationship to related associations, which actively contribute to the start-up ecosystem in Switzerland.

In 2022, Young SECA is coming up with the following events:

Date / Location	Subject
06.04.2022 Resident Bar, Zurich	Young SECA & SS&C Intralinks meets Lea Strohm, ethix - "Innovation Ethics"
21.05.2022 level of the route is medium/T2	Young SECA Hike with our certified hiking guide Bruno!
23.06 2022 Zurich	Young SECA & LEC Event in Zurich "Are you ready for Quantum Computing?"
September 2022 Basel	Young SECA & SS&C Intralinks Event in Basel
October 2022 Zurich	Young SECA & Intralinks Event in Zurich
November 2022 Zurich	Young SECA Event in Zurich "Sustainable Investments"

### Who we are?

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

- Sébastien Dewarrat, Romandie
- Alexandre Gallopin, Romandie
- Alexander Hesselring, Romandie
- Sophie Huber, Romandie
- Fabian Kuhn, Zurich
- Christian Mauriand, Romandie
- Olga Motovilova, Zurich
- Stefan Steiner, Zurich
- Admir Trnjanin, Zurich
- Cédric D. Vollmar, Zurich (Chapter Chairman)
- Thomas von Hohenhau, Zurich

Young SECA Honorary Members

- Marc P. Bernegger, Zurich
- Alan Frei, Zurich

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# Industry Insights

## Das M&A-Jahr im Rück- und Ausblick

### Globale M&A-Aktivitäten 2021 auf Allzeithoch

Nachdem der M&A-Markt im Jahr 2020 stark durch die Covid-19-Pandemie gebremst wurde, haben die globalen Aktivitäten 2021 trotz anhaltender Unsicherheiten einen starken Aufschwung erlebt und neue Höchststände erreicht. Sowohl die Anzahl der abgeschlossenen Transaktionen als auch die globalen Deal-Volumen haben die bisherigen Bestmarken übertroffen.

Gewohntermassen entfiel etwas mehr als die Hälfte des globalen Deal-Volumens auf die USA. In Europa war Grossbritannien die Hochburg für M&A-Aktivitäten. Rund ein Drittel der europäischen Transaktionen fanden auf der Insel statt. Investoren wurden unter anderem durch attraktive Bewertungen angelockt, da Faktoren wie die Auswirkungen des Brexits auf die Lieferketten einen stark negativen Einfluss hatten.

Die meisten und grössten Deals fanden 2021 in der Tech- und in der Gesundheitsbranche statt. Insbesondere grosse und kapitalstarke Technologieunternehmen sind in Kauflaune und integrieren Zukäufe teilweise im Zwei-Wochen-Schnitt. Diese Dynamik führte mitunter dazu, dass in diesen Sektoren zum Teil astronomische Bewertungen bezahlt wurden. So möchte beispielsweise der US-Telekomriese AT&T sein Mediengeschäft WarnerMedia mit dem TV-Unternehmen Discovery fusionieren, für einen Preis von USD 43 Milliarden.

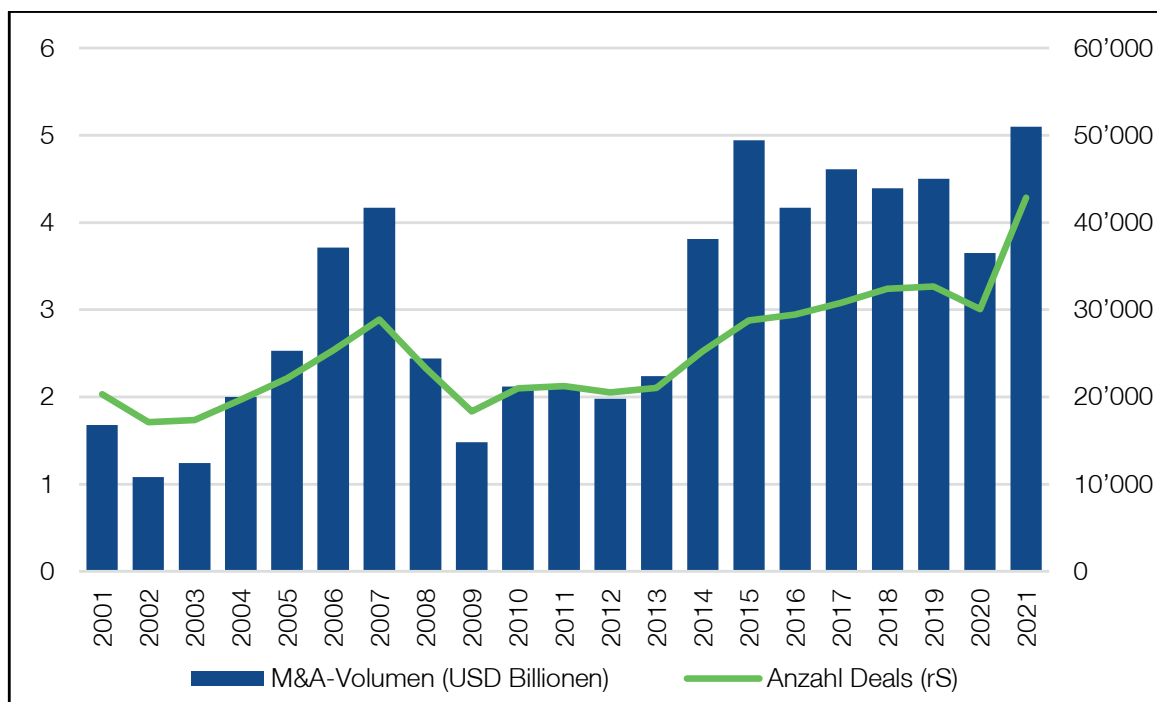


Abbildung 1: Entwicklung des globalen M&A-Marktes  
Quelle: Bloomberg (Stand Januar 2022)

Die Gründe für das positive M&A-Jahr sind mannigfaltig. So konnten akquisitionswillige Unternehmen beispielsweise von einem sehr guten Finanzierungsumfeld profitieren. Tiefe Zinsen ermöglichten eine günstige Fremdkapitalaufnahme zur Finanzierung einer Transaktion. Das günstige Geld und der Anlagenotstand kamen insbesondere auch den Private Equity Gesellschaften zugute, die so viele Transaktionen durchführen konnten wie noch nie und auf rekordhohen Ständen an flüssigen Mitteln sitzen (Dry Powder). Insgesamt sammelten Private Equity Unternehmen mehr als USD 1 Billion für Unternehmenskäufe bei Investoren ein und die Anzahl Deals hat sich im Vergleich zum Vorjahr fast verdoppelt.

Allgemein gestaltete sich die Käufer- und Investorenlandschaft 2021 sehr divers. Tummelten sich vor 20 Jahren noch überwiegend strategische Käufer und einige Finanzinvestoren auf dem Markt, sind heute auch Special Purpose Acquisitions Companies (SPACs) und Venture Capital Investoren (VC) auf den globalen M&A-Märkten aktiv. 2021 zeichneten SPACs und VC für ca. jede fünfte Transaktion verantwortlich.

Neben dem vorteilhaften Finanzierungsumfeld begünstigten auch fundamentale Faktoren das Marktumfeld für Strategen. Viele Unternehmen sind besser durch die Krise gekommen, als vielfach erwartet. Dank gesunder Bilanzen und solider Gewinne ergaben sich insbesondere für finanzstarke Unternehmen spannende Entwicklungs- und Wachstumschancen. Zudem zwang die Pandemie viele Unternehmen, sich auf ihr Kerngeschäft zu fokussieren und nicht Kernaktivitäten abzustossen. Die hohen Bewertungen an den Kapitalmärkten haben diese Entwicklung gefördert, indem eigene Aktien als Akquisitionswährung an Attraktivität gewannen.

### Solides M&A-Jahr in der Schweiz

Auch die M&A-Tätigkeiten in der Schweiz profitierten von der wirtschaftlichen Erholung und die Anzahl Transaktionen erreichten wieder Vor-Krisen-Niveau. Dass es im Gegensatz zur globalen Entwicklung knapp nicht zu neuen Rekordständen reichte, führen wir auf zwei Faktoren zurück. Zum einen ist der Rückgang im Jahr 2020 nicht so stark ausgefallen wie in anderen Ländern, was den Nachholeffekt entsprechend begrenzte. Zum anderen ist die Schweiz weniger stark durch Private Equity Gesellschaften getrieben wie beispielsweise die USA oder Grossbritannien.

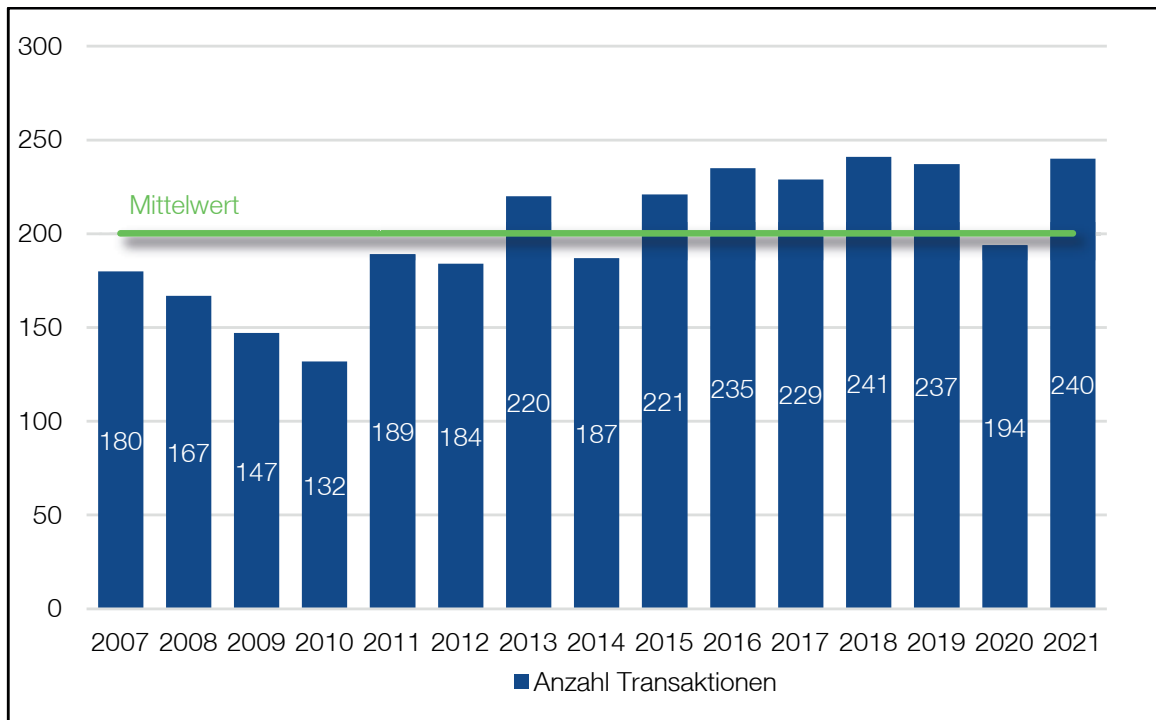


Abbildung 2: Entwicklung der Transaktionsanzahl in der Schweiz  
(Schweiz als dominantes Deal-Land, Stand Februar 2022)  
Quelle: Mergermarket

Die Auswirkungen der Pandemie haben einzelne Branchen unterschiedlich hart und in unterschiedlichen Ausgangslagen getroffen. Wie bereits im Vorjahr verzeichnete die Technologiebranche die grösste Transaktionsdynamik. Der bereits länger anhaltende Trend zur Digitalisierung von Geschäftsprozessen wurde während der Pandemie nochmals akzentuiert. Als Profiteur der Covid-19-Krise gilt auch das Gesundheitswesen, worauf 2021 am zweitmeisten Transaktionen entfielen. In der Krise sind Dienstleistungen im Gesundheitsbereich zu einem wichtigen M&A-Treiber geworden. Industrieunternehmen, insbesondere der Anlagen- und Maschinenbau, litten besonders unter den pausierten und zurückgestellten Investitionen. Die sonst in der Schweiz üblicherweise dominierende Branche verzeichnete 2021 nur am drittmeisten Transaktionen.

### Zuversichtlicher Start ins Jahr 2022 ...

Zu Beginn des Jahres standen die Anzeichen gut, als dass auch das Jahr 2022 ein vielversprechendes M&A-Jahr werden dürfte. Die meisten globalen Umfragen rechneten mit einem vergleichbaren M&A-Jahr wie 2021. Auch in der Schweiz fiel der Ausblick Anfang Jahr optimistisch aus. Oaklins Switzerland publiziert halbjährlich einen M&A-Index, der auf einer Umfrage mit rund hundert M&A-Experten und Entscheidungsträgern aus der Schweizer Wirtschaft basiert. Wie der nachfolgenden Abbildung zu entnehmen ist, setzte der Oaklins M&A-Index den im Januar 2021 eingeläuteten Aufwärtstrend fort und stieg im Januar 2022 auf ein Allzeithoch. Der Anstieg ist vor allem auf die hohe strategische Priorität von M&A in den befragten Unternehmen zurückzuführen.

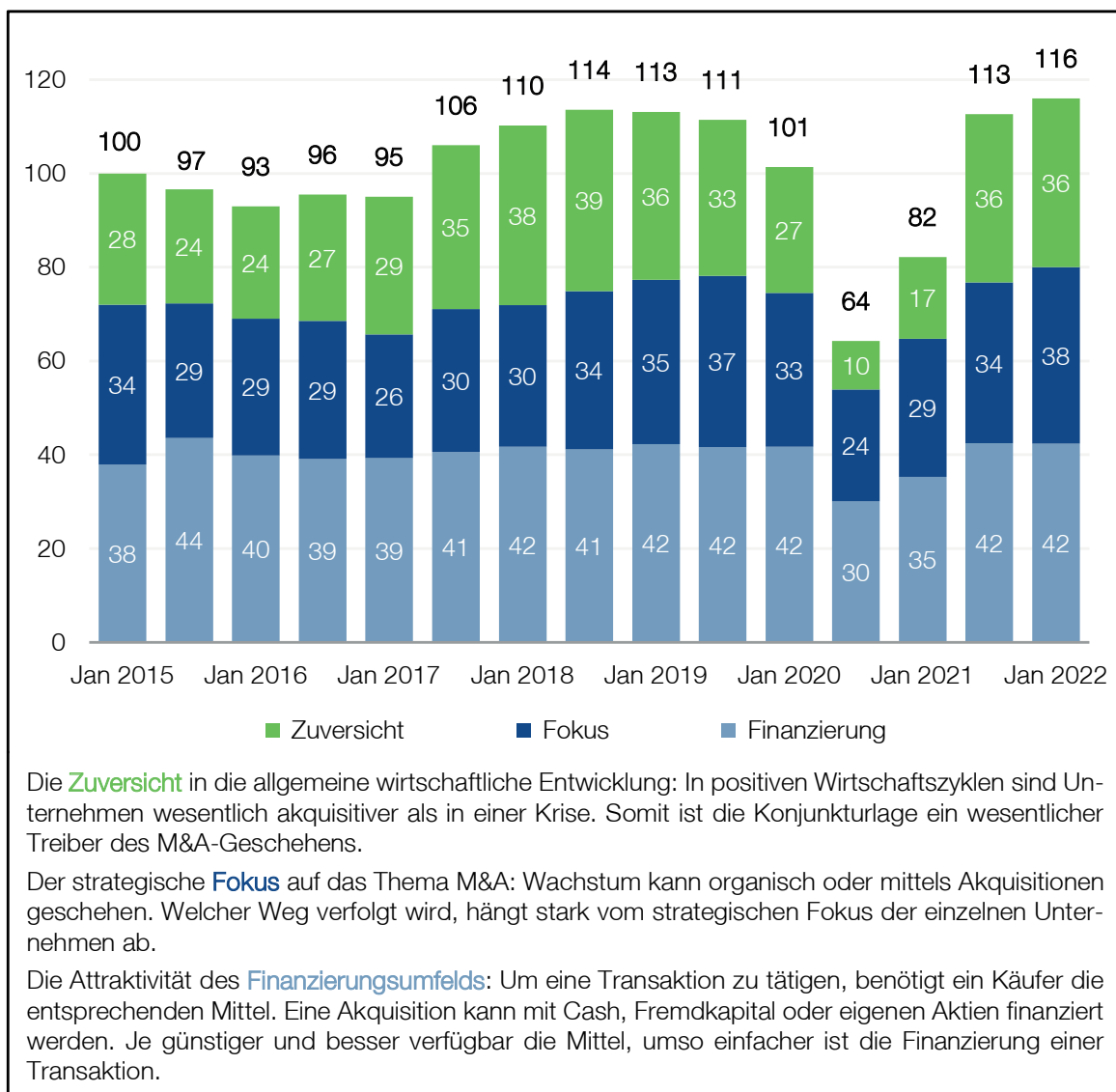


Abbildung 3: Entwicklung des Oaklins M&A-Index für die Schweiz  
Quelle: Oaklins Switzerland

### ... doch die Unsicherheiten nehmen zu

Was diese Umfragen aber allesamt nicht auf der Rechnung hatten, ist die eskalierende geopolitische Lage in der Ukraine. Niemand weiss, welche Auswirkungen der Krieg auf die Weltwirtschaft hat und wie lange die Krisensituation andauern wird. Während wir dem ukrainischen Volk unser Mitgefühl aussprechen, reagieren die globalen Märkte sehr nervös auf den Konflikt. Von der vorherrschenden Unsicherheit ist auch der M&A-Markt nicht befreit.

In der Schweiz haben wir bislang aber noch keine gravierenden Auswirkungen auf die Mid-Market Deal-Aktivitäten festgestellt. Die Zuversicht ist nach wie vor da und die geplanten M&A-Vorhaben werden weiterverfolgt. Die russische Invasion in der Ukraine trifft die hiesige Wirtschaft in einer Erholungsphase. Viele Unternehmen konnten im Jahr 2021 die Herausforderungen der Pandemie hinter sich lassen und sich wieder vermehrt auf Chancen und strategische Themen fokussieren. Hinzu kommt, dass die Bilanzen einen hohen Cash-Bestand aufweisen, die Auftragsbücher voll sind und der wirtschaftliche Ausblick entsprechend positiv ausfällt. Die Konjunkturforschungsstelle der ETH Zürich

(KOF) rechnet für das Jahr 2022 mit einem realen BIP-Wachstum in der Schweiz von 3% und in der EU mit einem Wachstum von 3.4% (Stand Dezember 2021).

Das grundsätzlich positive Wirtschaftsumfeld sollte auch 2022 weiterhin durch tiefe Zinsen begünstigt werden. Auch vor dem Hintergrund allfälliger Zinserhöhungen verbleiben die Fremdkapitalzinsen auf vergleichsweise günstigem Niveau, was der Akquisitionsfinanzierung für Unternehmen zudenlich ist. Dank des anhaltenden Tiefzinsumfelds darf auch weiterhin eine hohe Aktivität von Private Equity Gesellschaften erwartet werden, die nach wie vor viel Dry Powder auf ihren Büchern haben. Schätzungen gehen davon aus, dass Private Equity Fonds global auf rund USD 2.3 Billionen Barreserven sitzen, die im Markt untergebracht werden müssen.

Ein zunehmend gewichtigerer Markttreiber dürfte das Thema ESG (Environment, Social, Governance) werden. Bis anhin war die Rolle von ESG-Faktoren rund um M&A-Aktivitäten eher weniger ausgeprägt. Jüngste aktivistische Kampagnen zeigen jedoch, dass Themen wie Nachhaltigkeit und soziale Verantwortung stärker in den Fokus rücken. Unter dem Druck, Unternehmen klima- und sozialverträglicher zu machen, suchen viele Führungskräfte nach geeignetem Know-how, das akquiriert werden kann. Gerade kleinere Firmen, die sich in den Bereichen Nachhaltigkeit und soziale Gerechtigkeit spezialisiert haben, könnten zu attraktiven Übernahmezielen werden. ESG-Themen dürften zusammen mit der Digitalisierung der Geschäftsmodelle ein Kernmotiv für M&A-Transaktionen in den kommenden Jahren sein.

Entsprechend ist auch zu erwarten, dass die Technologiebranche weiterhin der dominierende Sektor im M&A-Bereich sein wird. Wie in der nachfolgenden Abbildung ersichtlich ist, werden in diesem Sektor momentan Bewertungen bezahlt, die deutlich über dem europäischen Durchschnitt liegen. Wir gehen davon aus, dass dies auch im aktuellen Jahr Bestand haben wird, unterstützt auch vom hohen Dry Powder der Private Equity Gesellschaften.

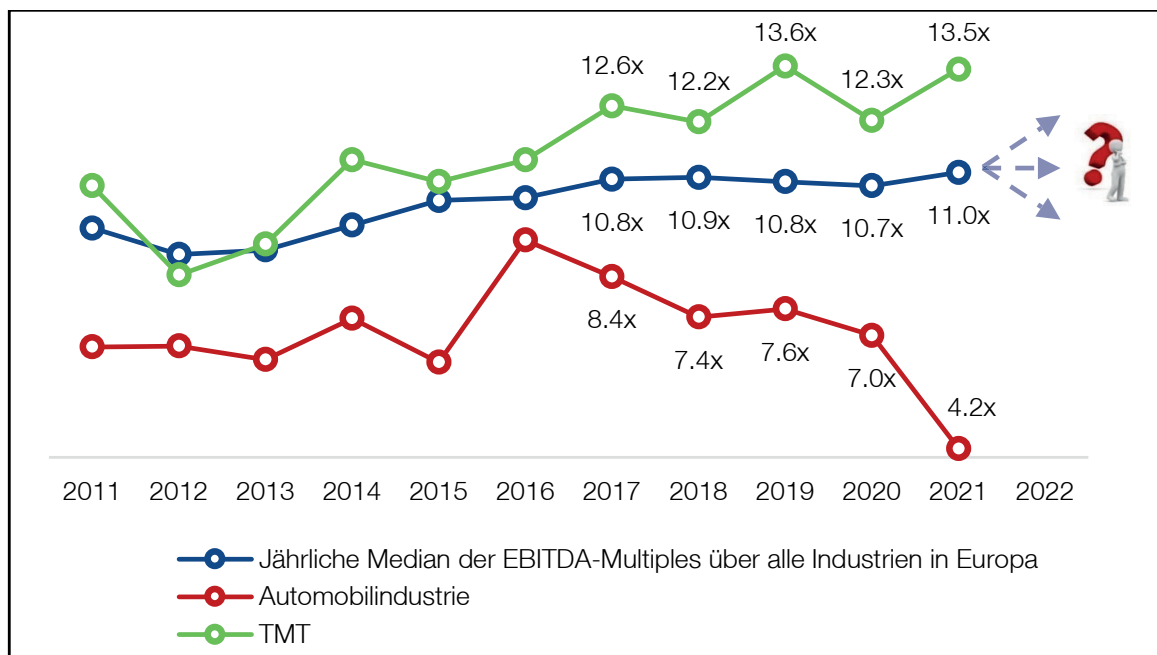


Abbildung 4: Bewertungsentwicklung in Europa (Stand Januar 2022)

Quelle: Mergermarket

Es gibt aber auch Sektoren, die 2022 einen schweren Stand haben werden. So befinden sich die bezahlten Preise in der Automobilbranche seit 2016 im Rückwärtsgang. Strukturelle Veränderungen und anhaltende Lieferengpässe, insbesondere bei Mikrochips, dürften auch im laufenden Jahr für gedämpfte Bewertungen sorgen.

Die tiefen Bewertungen in der Automobilindustrie verheissen aber nicht zwingend ein transaktionsarmes M&A-Jahr. Die günstigen Preise könnten opportunistische Investoren anlocken und auch strukturelle ESG-Überlegungen dürften dafür sorgen, dass der Dealflow dynamisch ausfällt. So hat beispielsweise der Schweizer Automobilzulieferer Feintool angekündigt, die deutsche Kienle + Spiess Gruppe übernehmen zu wollen, mit dem Ziel, das Geschäftsmodell im Bereich der E-Mobilität zu verstärken. In Deutschland möchte VW die Tochter Porsche an die Börse bringen und auch der Zulieferer Schaeffler zeigt sich sehr aktiv auf dem M&A-Markt.

Die fundamentalen Faktoren für ein gutes M&A-Jahr sind grundsätzlich vorhanden. Neben der Ukraine-Krise gibt es aber noch weiteren Gegenwind, der die Dynamik im M&A-Geschäft bremsen könnte. Aufkeimende und breit abgestützte Inflation, stärker werdende regulatorische Hürden oder anhaltende Probleme in den globalen Lieferketten verunsichern die Märkte. Es bleibt zu hoffen, dass diese Unsicherheiten bald abnehmen und die positiven Faktoren überwiegen. Die einzigartige Konstellation einer unverändert hohen Zuversicht in die wirtschaftliche Entwicklung, leichte Verfügbarkeit von Kapital bei Unternehmen und Finanzinvestoren sowie einer neuerlichen Zunahme der strategischen Priorität hin zu M&A würden grundsätzlich ein äusserst aktives M&A-Jahr 2022 erwarten lassen.

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## “Switzerland rightly sees itself as a deep-tech nation”

About 500 start-ups are founded in Switzerland every year – a high number in a European comparison. Stefan Kyora is one of the best connoisseurs of the scene and he has recently observed developments that he finds “almost un-Swiss”.

Interview: Daniel Fleischmann

### Stefan Kyora, which start-up inspired you the most in 2021?

The awards’ juries will be able to answer this question better. But what I can say is that I’m excited about how the start-up scene is developing overall; first, because almost all start-ups try to solve real problems – hardly anyone just wants to make a quick buck and then disappear to a Caribbean Island. Second, I see stories of how a couple of young founders start on their own and after 10 years have 400 employees. And third, because the scene is constantly changing; at the moment, I’m noticing that more and more companies are stepping on the accelerator at the business level.

### They bring products on to the market even though they are not yet fully developed?

No, they’ve been doing that for a long time. What’s new is that they go abroad quite quickly and don’t wait until a product has conquered the home market; for example, Planted, a start-up that makes a plant-based meat substitute, or Ledgy, which offers software for share register management. Both expanded into Europe in the first year or two – a pace that is almost un-Swiss.

### What distinguishes a start-up from other new businesses?

The scalability of the company – start-ups that can greatly increase turnover without having to invest much more effort. Typical companies include those that develop software and offer it over the internet. In contrast, carpenters or restaurateurs, for example, have to put in more effort almost linearly with every new customer.

### Start-ups like to be talked about. Does that reflect their economic importance?

Absolutely. Today, about 500 start-ups are founded in Switzerland every year. The 4,000 or so start-ups that are less than 10 years old account for approx. 50,000 jobs – not counting suppliers and service providers. Start-ups also play an important role in the transfer of scientific results into the economy. Finally, the flow of capital into Switzerland from investment and acquisition of start-ups is remarkable – I estimate this to be in the high single-digit billions per year.

### What makes a good start-up?

A good team is the most important thing. Working in a start-up is extremely challenging; you constantly move outside your comfort zone and experience setbacks. A good team cushions that. A balance between persistence and openness is also important: persistence in order not to get discouraged with sometimes selective hearing, and openness in order to listen at the right moment and correct mistakes. But that is a mindset that every entrepreneur needs.

### Do start-ups underestimate the issues?

What I notice again and again is the lack of awareness of diversity. When three male engineers between 25 and 30 found a start-up, as often happens, important team skills are missing that women and older people have. It is also important to have different expertise and work experience. But otherwise, many things are done right; for example, early customer and market orientation.

### What distinguishes the Swiss scene?

A special feature is the great importance of universities. Every fifth person founding a start-up in Switzerland has a doctorate – twice as many as in benchmark countries such as Israel or the US. Switzerland rightly sees itself as a 'deeptech nation'. These people ensure the transfer of science into the economy. In addition, the density of start-ups that succeed in attracting investors is very high. We can't quite keep up with the ecosystems in Massachusetts or Israel, but by European standards Swiss start-ups are at the top. They are also distributed quite well across the country: it's true that Zurich and Lausanne are centres, but not as exclusively as are Berlin or Paris. And there's a broad distribution in sectors such as life sciences, ICT and cleantech.

### Some people say that they failed 10 times and then became a millionaire with the 11th idea. Is that true?

Yes. A start-up needs a search phase in which an idea can mature; I know barely any start-ups that just wrote a business plan and then executed it. You adapt the business model or realise that an aspect of the product is more important than the product itself. A classic example is the software Beekeeper for internal company communication, which started life as a flirting app.

## How well do start-ups manage to get funding today?

Better than ever. Since 2012, the number and size of investments in start-ups have increased six-fold. What's remarkable is that many investors are now becoming involved in the first phase; in the past, they became active only when a product had already been developed and the risk was low. The Swiss start-up scene is also reaching out to other countries more and more: half of the visitors to our news platform live outside Switzerland, the majority in the US. However, the phase between a start-up's launch and its entry into the global market is underfunded. This weakness in growth has been recognised for some time and a number of support initiatives and larger funds have emerged. However, the situation has not yet fundamentally changed for the better.

### About

Stefan Kyora has been a business journalist and editor-in-chief of Startupticker, an independent news portal for the Swiss start-up scene, for 20 years. He is also co-author of the annual *Swiss Startup Radar* and *Swiss Venture Capital Report*, the reference publications for investment in Swiss start-ups. [www.startupticker.ch](http://www.startupticker.ch)

Source: Sonntagszeitung / Alpha, 2 January 2022

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## VC funds

### Record number of new funds

*(published in the Swiss Venture Capital Report 2022)*

**More and more Swiss funds are now offering institutional investors a wider choice than ever before. The fund radar and the results of a survey of 90 Swiss investors provide an overview of the funds and managers' plans.**

Institutional investors should consider themselves lucky: they are able to invest in 35 funds currently offered by domestic venture capitalists with different specialisations. That's more than ever before, and includes successor funds from established teams, new providers and a second generation of funds from managers founded only in recent years. For example, L1 Digital, Forestay, Spicehaus and Wingman are all in the starting blocks with their second fund. Swisscanto Invest is launching a larger Decarb fund, half of which will invest in funds and half directly in start-ups.

In terms of fund size, Swiss VCs cannot yet keep up with their Anglo-Saxon competitors, but the volumes are increasing and are now reaching respectable sums, opening the door to larger institutional investors. More than half want to raise at least CHF 100 million. In addition, thanks to the new investment category 'unlisted Swiss investments' (amendment to BWV2 investment regulations), Swiss pension funds have more flexibility when investing in venture capital. In order for the investment to belong to the category (max. 5 % of total assets), the majority (> 50%) of the target investments or the fund's capital must be invested in Switzerland. The fund radar therefore shows the Swiss quota separately, if it has been specified.

### Venture asset manager in the making

The increasing maturity and size of the market is also reflected in the growing product range from individual managers, such as Emerald, Redalpine, Nextech and Serpentine Ventures (formerly Swiss Startup Capital). Serpentine Ventures' latest product is a CHF 250 million growth fund; this expands the product range to a total of four funds with a different thematic and phase focus.

### Hybrid business model

Verve Ventures, formerly investiere.ch, offers qualified investors access to start-up investments that have been carefully checked and selected by industry experts and the Verve team. Verve was founded in 2010 and is evolving from a former matchmaker and consultant to a classic venture capitalist. A first fund will go into fundraising this year.

### Evergreen structures on the rise

Redalpine and Emerald rely on ‘evergreen’ structures for product expansion. These are private equity companies that have an unlimited term. The limited term of classic VC fund structures often creates artificial hurdles that contradict entrepreneurial realities. Redalpine offers existing fund customers the ability to invest in a portfolio of growth companies in the newly launched Redalpine Opportunity Fund. This means that investors can continue to bet on the ‘winners’ from the previous fund, particularly in cases where the older fund can no longer continue to invest. Periodic redemption options are agreed with the investor. This is good news for investors, who are able to choose from a wider range of investment opportunities.

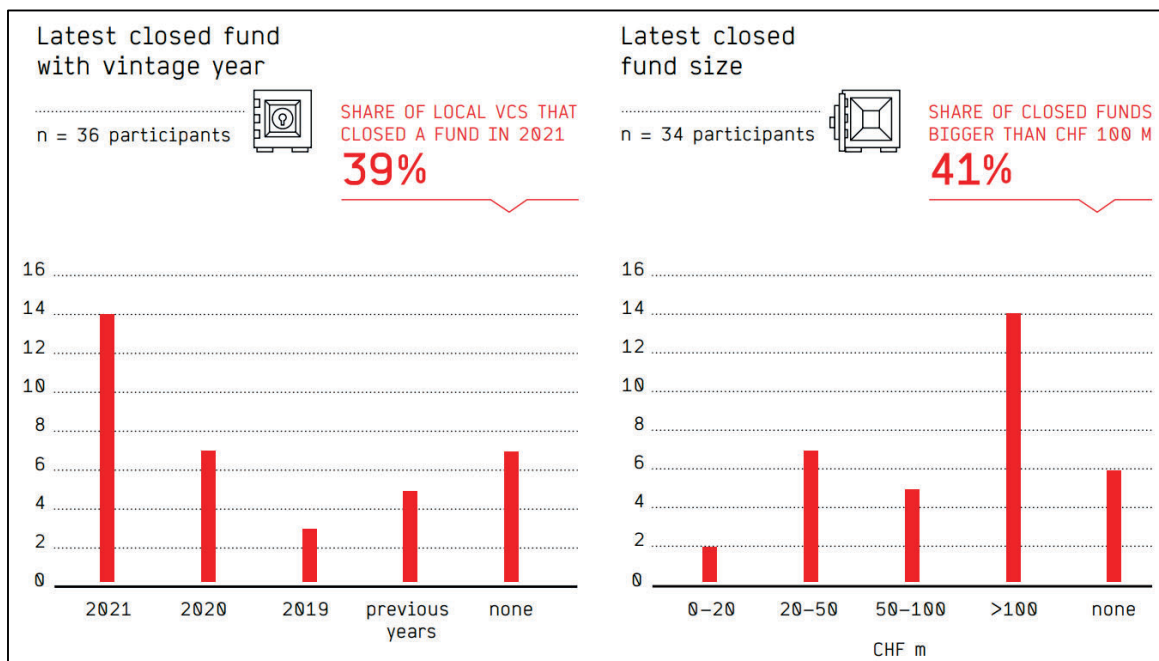


Figure 1: Answers regarding latest closed funds  
Source: Swiss Venture Capital Report 2022, p. 37

## Investor survey

In total, 90 professionals took part in the survey of start-up investors domiciled in Switzerland: venture capitalists accounted for slightly more than 60%, with a fifth representatives of larger corporate ventures, in addition to business angels, institutional investors, family offices and others. The response rate was a high 50%. The most important insights into financing activities:

- Switzerland and the DACH area are the most popular regions (between 80% and 90%), with multiple answers possible. The UK, Scandinavia and Benelux follow with about 50%; 30% venture to the US and Israel.
- Respectively, 56% and 45% invest in ICT and digitalisation topics in the healthcare sector; 30% each in medtech, biotech and cleantech.
- Respondents are active predominantly in Series A (about 80%) and seed financing (60%).
- Of all respondents, 56% made up to five investments in 2021; almost 80% stated that they had completed up to 10 investments.
- An average of CHF 20 million was invested in 2021, with a minimum of CHF 0.5 million and a maximum of CHF 117 million.
- The size of the average investment varies between CHF 1.4 million and CHF 5.8 million.
- Respondents are optimistic about the prospects for 2022: more than two thirds of those surveyed expect to sign more term sheets than in the previous year.

Fund managers in active fundraising phase*					
Advisor / manager	Fund name	Geographic focus	Sector focus	Development stage focus	Target size
BFI Consulting	AltAlpha Digital	Worldwide, Switzerland 40%	Crypto hedge funds, crypto quants	established	CHF 30 m – to end 2022
BiomedVC	BiomedInvest IV	Europe	Biotech/pharma (therapeutics)	early stage	CHF 150 m
CV VC AG / MRB Vermögensverwaltungs AG	CV VC Blockchain T4T AMC	Global	Blockchain tech	early stage (incubation to Series A)	CHF 20 m
DAA Capital Partners	Tech 1291 Ventures I	Switzerland 75%, Europe 25%	Deeptech	pre-Series A / Series A	CHF 50 m
ECBF Management	European Circular Bio-economy Fund (ECBF)	Europe / Israel (without UK) – Switzerland 10–20%	Agtech, foodtech, biomaterials, biochemicals, industrial biotechnology	Series B / C	CHF 260 – 310 m
Efficient Frontier Investing	Lake Geneva Ventures I	Switzerland 80% (Europe 20%)	Medtech, biotech, deeptech, ICT	early stage (pre-seed to Series A)	CHF 50–75 m
Emerald Technology Ventures	Global Energy Transformation Fund	Global (Switzerland 10%)	Energy	balanced	CHF 150 m (evergreen)
Emerald Technology Ventures	Sustainable Packaging Innovation Fund	Global (Switzerland 10%)	Sustainable packaging	balanced	CHF 150 m (evergreen)
Emerald Technology Ventures	Emerald Industrial Innovation Fund	Global (Switzerland 10%)	Cleantech	balanced	CHF 250 m (evergreen)

Advisor / manager	Fund name	Geographic focus	Sector focus	Development stage focus	Target size
Endeavour Vision	Endeavour Medtech Growth III LP	Global, incl. Switzerland	Transformative healthcare technology (device, Dx, digital health)	growth	USD 350–400 m
EquityPitcher Ventures	EquityPitcher Venture Fund	DACH (Switzerland 70%)	Technology	early stage / early growth	CHF 50 m
F10 (Switzerland)	F10 Global Seed Fund 1	Europe, Asia, RoW; Switzerland 30%	Fintech, insurtech, IT SaaS	seed	CHF 65–100 m
FiveT Fintech / FiveT Management	FiveT Fintech I S.C.Sp	EU, Switzerland 20%	Fintech	Series A	CHF 30–50 m
n.a.	Forestay Capital II LP	Focus mainly on tech hubs across Europe (Switzerland 20%) & Israel	Enterprise, data and automation technology	early growth	USD 300–400 m
HEMEX	HEMEX	Switzerland (95%), EU (5%)	Life sciences	early stage to growth stage (Seed to Series B)	CHF 100 m
Kick Fund	Kick Fund	Switzerland	Deep tech	seed	CHF 60 m
L1 Digital	L1D Blockchain Venture II SLP	Global	Blockchain	Series A+	USD 150–200 m (hard cap)
Maximon	Longevity Co-Investment Fund	Worldwide, 70% Switzerland	Longevity, rejuvenation, ageing	venture building, growth	CHF 100 m
Momenta Ventures	Digital Industry Fund III	Europe / North America (20%)	Digitalisation of energy, manufacturing, smart spaces and supply chains	Series A – Series B	USD 50 m
Nextech Invest	Nextech Crossover I SCSp	Global	Biotech	growth	USD 400 m
Nextech Invest	Nextech Oncology VII SCSp	Global	Biotech	early stage	USD 400 m
Planven Entrepreneur Ventures	PEV Continuity Fund	US, Israel, Switzerland	B2B software (cybersecurity, transport, creator economy)	later stage / pre-IPO	USD 100 m
Privilege Ventures	Privilege Capital Fund III	Switzerland 80% / remaining Europe, US, Canada	Medtech, deeptech, ICT	seed stage	CHF 20 m
Redalpine Venture Partners	Redalpine Opportunity Fund	Europe, US	ICT	later stage, growth fund	evergreen
Seed X Liechtenstein (Advisor) / VP Fund Solutions (Manager)	Seed X Funds SICAV – VC Fintech I	Europe	Fintech, insurtech, proptech	pre-seed, seed, pre-Series A, Series A	n.a.
Serpentine Ventures	Serpentine Rookie Fund I	Switzerland	ICT, hightech, others opportunistic	pre-seed	CHF 10 m
Serpentine Ventures	Serpentine Growth Fund I	Switzerland, Europe, Israel and USA	Opportunistic	from Series B	CHF 250 m
Serpentine Ventures	Serpentine Flagship Fund I	Switzerland, Europe, Israel and US	ICT, hightech, healthtech	seed, Series A	CHF 50 m
Serpentine Ventures	Swiss Diabetes Venture Fund	Switzerland, Europe, Israel and US	Diabetes technology	early stage	CHF 50 m
session.vc	session.vc II	DACH	ICT, consumer	early stage, pre-seed, seed	CHF 50–100 m
SNGLR Capital	SNGLR XTF	Europe, Switzerland 20%	Longevity, smart mobility / smart cities	early/seed to Series A	CHF 40 m
Spicehaus Partners	Spicehaus Swiss Venture Fund II	Switzerland 100%	ICT	early stage	CHF 100 m
Swisscanto Invest	Swisscanto (CH) Private Equity World Carbon Solutions I	Global (Switzerland 25%)	Decarbonisation technology and services	later stage venture / growth / buyout	CHF 250 m
Verve Capital Partners	Verve Venture Fund I	Switzerland 60%, Europe 40%	Software, hardware, health	Series B and later	CHF 50–100 m
Wingman	Wingman Ventures Fund II SCSp	Switzerland (100%)	ICT, software, climatech, robotics, material science	pre-seed / seed	CHF 120 m
* Funds offered by advisor / manager domiciled in Switzerland (not exhaustive); list does not include pure corporate venture capital funds					

Figure 2: Swiss Fund Radar 2022  
Source: Swiss Venture Capital Report 2022, p. 38 f.

Thomas Heimann  
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Maurice Pedergnana  
General Secretary  
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SECA  
Suurstoffi 1  
6343 Rotkreuz

EXPERIENCED & UP-TO-DATE.

**CFO on demand:** Using the right financial skills for  
start-ups to successfully implement growth strategies.

## SECA Seminar Private Markets

Die SECA bietet Seminare für institutionelle Investoren zum Thema Private Markets an. Im vergangenen Jahr wurden vier SECA Private Markets Seminare durchgeführt (Zürich, 3x online). Dabei konnten insgesamt 43 Personen ausgebildet werden. Die Teilnehmenden an den Seminaren waren Vertreter von institutionellen Investoren wie Pensionskassen und Versicherungen, Family Offices, Banken und Privatbanken, Vermögensverwalter sowie einige interessierte Einzelpersonen. Das Feedback der Teilnehmenden war ausschliesslich positiv.

### 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 Pedergrana 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.

### Heimvorteil für Schweizer Investoren

An den Seminaren der SECA werden alle Teilnehmende auf den Heimvorteil von Schweizer Investoren hingewiesen: Die Schweiz ist einer der globalen Hauptstandorte der Private Markets-Industrie. Einige der weltweit grössten und anerkanntesten Private Markets-Vermögensverwalter wie Avadis, BlackRock, Capital Dynamics, LGT Capital Partners, Partners Group, Schroders Capital oder Unigestion haben ihren Sitz in der Schweiz. Das benötigte Knowhow für die Anlageklasse liegt bei uns somit direkt vor der Haustüre.

### Weitere Informationen und Seminaranten

Die SECA unterstützt institutionelle Investoren mit Informationsmaterial und Schulungen zum Thema Private Markets. **Die nächsten Seminaranten und weitere Informationen stehen unter [www.private-markets.ch](http://www.private-markets.ch) zur Verfügung.**

## SECA Seminar Private Infrastructure

Die SECA bietet auch Seminare für institutionelle Investoren zum Thema Private Infrastructure an. Im vergangenen Jahr konnten in zwei SECA Private Infrastructure Seminaren insgesamt 60 Personen ausgebildet werden.

### 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 Pedergrana 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 Seminaranten

Die SECA unterstützt institutionelle Investoren mit Informationsmaterial und Schulungen zum Thema Private Infrastructure. **Die nächsten Seminaranten und weitere Informationen stehen unter [www.private-markets.ch](http://www.private-markets.ch) zur Verfügung.**

### Dr. Teddy Amberg

SECA  
Suurstoffi 1  
6343 Rotkeuz

## SECA Training Romandie

Since 2016, the SECA offers to French speakers a comprehensive stream of training sessions dedicated to private equity. The target is to provide trainees with practical, up-to-date and in-depth knowledge provided in their native language by seasoned professionals in Romandie. The public is wide and diversified, ranging from new joiners to professionals from the middle and back office, but also professionals willing to deepen their knowledge.

From five training sessions, this stream has grown to seven. 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, the training sessions are accredited by Cicero.

Since its launch, the program has trained 95 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.

We would like to thank the past and current trainers for their commitment to the success of this program: Giacomo Biondi Morra di Belforte, Cédric Bruix, Jean-François Caire, Jean-Luc Chenaux, Arnaud Cywie, Marc Deschenaux, Alexandre Gachet, Alexandre Gallopin, Roman Graf, Ralph Kaufmann, Pierre Kladny, Xavier Parain, Florian Pelletier, Caroline Phillips, Guilhem Pinot de Villechenon, Xavier Robinot, Frédéric Rochat, David Rolfo, Andreas Rötheli, Simone Schürch, Marie-Hélène Spiess, Alexis Szabo, Audrey Tasso and Frédéric Ullens.

We would also like also to thank the team of the SECA (Andrea Villiger, Marianne Zutter and Jonas Brenner) 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](http://www.seca.ch).

Cyril Demaria

SECA

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## SECA Publikationen

Die SECA hat in den Jahren 2021 und 2020 drei 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. Die Booklets sowie der Private Markets Guide 2021/22 wurden physisch an rund 400 institutionelle Investoren und Pensionskassen in der Schweiz verschickt. Sie sind weiterhin über die SECA Webseite zum Herunterladen oder als physische Version erhältlich.

### Private Markets Guide 2021/22

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

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 Markets

Das SECA Booklet Private Markets ist ein Sammelband von diversen Fachartikeln und eignet sich als Einstieg in die verschiedenen Anlageklassen.

Private Markets (oder Privatmarktanlagen) sind ein Überbegriff für Kapitalanlagen, die nicht über eine Börse öffentlich verfügbar sind. Es wird unterschieden in Investitionen in Firmen (Private Equity), Anleihen (Private Debt), sowie Infrastrukturanlagen (Private Infrastructure) und Immobilienprojekte (Private Real Estate).





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Association Suisse des Investisseurs en Capital et de Financement

# SECA Events 2021

# Reporting SECA Events 2021

## Öffentliche Übernahmeangebote in der Schweiz

SECA Webinar am Donnerstag, 28. Januar 2021, online

**Speakers**                    **Andreas Neumann**, Zürcher Kantonalbank  
**Yves Ledergerber**, Zürcher Kantonalbank

**Participants**                58



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## Start-up Navigation through pandemic times – Best Practice

Young SECA & Intralinks Webinar of Tuesday, 02 March 2021, online

**Speakers**                    **Dimitri Nabatov**, advisor AG  
**Magali Neave**, Intralinks  
**Markus Riestler**, midge medical GmbH  
**Jonathan Roberts**, Menalto Advisors  
**Cédric Vollmar**, Hitz & Partner Corporate Finance AG  
**Olga Motovilova**, inmodi (Panel Moderation)

**Participants**                36



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## Luxembourg for Swiss Fund Managers: Yes or No?

SECA & LPEA Webinar of Tuesday, 30 March 2021, online

**Speakers**                    **Tobias Giesser**, Partners Group  
**Rajaa Mekouar**, Analisko Capital  
**Michael Wehrle**, BlueOrchard  
**Daniel C. Heine**, Patrimonium Asset Management  
**Christian Theis**, btov Partners  
**Maren Stadler-Tjan**, Clifford Chance Luxembourg

**Participants**                52



**Impact Investing in europäische Immobilien: Soziale Infrastruktur**  
SECA Webinar am Dienstag, 13. April 2021, online

**Speaker** Gaston Brandes, Franklin Real Asset Advisors

**Participants** 22



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**Asset Allocation and Private Markets**

SECA Webinars (d/e/f) of Monday-Wednesday, 19-21 April 2021, online

**Speakers** Cyril Demaria, SECA  
Maurice Pedergrana, SECA

**Participants** 50 (in total)

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**Welcome Back Party**

Young SECA & Intralinks Event of Thursday, 17 June 2021,  
Resident Bar/Lounge & Eventspace, Zurich

**Participants** 44



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**Nachhaltigkeit & Private Markets**

SECA Webinar am Mittwoch, 23. Juni 2021, online

**Speakers** Dimitri Senik, PwC Switzerland  
Keimpe Keuning, LGT Capital Partners Ltd

**Participants** 32

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**SECA Romandie Get Together**

SECA Networking of Thursday, 01 July 2021, Nico & Co, Genève

**Participants** 23

## SECA Sommerparty

SECA Evening Event am Dienstag, 06. Juli 2021, Frauenbadi, Zürich

Participants 80

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## Selecting ESG & Impact Investments

SECA Webinar of Wednesday, 14 July 2021, online

**Speakers**      **Andreas Rickert**, Phineo & Nixdorf Kapital AG  
**Christin Ter Braak Forstinger**, Chi Impact Capital  
**Michael Wieser**, btov Partners AG & Helvetia Venture Fund  
**Christian K. Winkler**, asc impact (Moderation)

Participants 49



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## Neues Schweizer DLT-Handelssystem

SECA Webinar am Dienstag, 07. September 2021, online

**Speakers**      **Nathan Kaiser**, SIX Digital Exchange  
**Lamine Brahimi**, Taurus Digital Exchange (TDX)  
**Thomas Eichenberger**, SygnEx (Sygnum Bank)  
**Luzius Meisser**, Aktionariat AG  
**Chris Bruppacher**, Vyoma Partner AG  
**Beat Speck**, Wenger & Vieli  
**Martin Eisenring**, CVA / SECA (Moderation)

Participants 63



### Young SECA and LEC meets Matthew Sparkes

Young SECA Evening Event of Wednesday, 22 September 2021,  
Resident Bar/Lounge & Eventspace, Zurich

**Speaker**                      **Matthew Sparkes**, BlueOrchard Finance Ltd

**Participants**                41



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### First Young SECA Hike

Young SECA Activity of Sunday, 26 September 2021, Uetliberg, Zurich

**Participants**                4

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### Schweizer VCs on Stage

SECA Evening Event am Mittwoch, 27. Oktober 2021, Marriott Hotel, Zürich

**Speakers**                    **several**

**Participants**                100

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### Value creation through ESG

SECA Evening Event am Mittwoch, 10. November 2021, Hotel Widder, Zürich

**Speakers**                    **Ralph Schuck**, Partners Group  
**Jürg Tobler**, Pensionskasse Stadt Zürich  
**Stephan Hirschi**, PwC Schweiz  
**Philippe Bucher**, SECA

**Participants**                41

### 10 Years Young SECA Celebration

Young SECA Evening Event of Thursday, 25 November 2021,  
Carlton Restaurants & Bar, Zurich

**Speaker**                      **Andri Silberschmidt**, Schweizer Nationalrat

**Participants**                135



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### Changing Dynamics in Private Equity Demand

SECA Webinar of Wednesday, 01 December 2021, online

**Speakers**                      **Michelle De Piante**, Neuberger Berman  
                                      **José Luis González Pastor**, Neuberger Berman

**Participants**                40



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### Robotics

SECA Webinar of Tuesday, 14 December 2021, online

**Speaker**                      **Heinz Brägger**, Leverage Experts AG

**Participants**                29





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Association Suisse des Investisseurs en Capital et de Financement

# SECA Trainings 2021

## SECA Training Romandie 2021

Cycle de sept formations inter-entreprises dédiées au capital investissement (private equity)

- **Tout savoir sur le private equity**  
Jeudi 11 Février 2021, online
- **Due diligences financières**  
Mardi 9 Mars 2021, online
- **Valorisation des entreprises**  
Jeudi 11 Mars 2021, online
- **Convention d'actionnaires**  
Mardi 27 Avril 2021, online
- **Management package**  
Jeudi 29 Avril 2021, online
- **Levée de fonds**  
Jeudi 6 Mai 2021, online
- **Private equity pour le middle & back office**  
Jeudi 3 Juin 2021, online

Participants 13

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## SECA Seminar: Private Markets

Mittwoch, 10. März 2021, online	Teilnehmende: 19
Mittwoch, 02. Juni 2021, online	Teilnehmende: 14
Dienstag, 09. November 2021, online	Teilnehmende: 5
Mittwoch, 17. November 2021, Zürich	Teilnehmende: 5

## SECA Seminar: Private Infrastructure

Mittwoch, 17. März 2021, online	Teilnehmende: 44
Mittwoch, 26. Mai 2021, online	Teilnehmende: 16

Referenten Teddy Amberg, Spicehaus Partners AG  
Maurice Pedergrana, SECA

Mit Unterstützung von:

**HSLU** Hochschule  
Luzern



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# Financial Audit & Report

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

Cham, April 8, 2022

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

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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, 2021.

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

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International

**SECA-Swiss Private Equity Corporate Finance Association, 6343 Rotkreuz**

<b>BALANCE SHEET AS OF</b>	<b>31.12.21 CHF</b>	<b>31.12.20 CHF</b>
<b>ASSETS</b>		
Cash	191'633.39	201'466.81
Accounts receivables	<u>43'200.00</u>	<u>14'186.00</u>
<b>TOTAL ASSETS</b>	<b><u>234'833.39</u></b>	<b><u>215'652.81</u></b>
<b>LIABILITIES AND ASSOCIATION'S EQUITY</b>		
<b>Liabilities</b>		
Accounts payables	33'415.14	0.00
Provisions	<u>41'000.00</u>	<u>56'000.00</u>
	74'415.14	56'000.00
<b>Association's equity</b>		
Association's equity at the beginning of the year	159'652.81	155'534.68
Profit for the year	<u>765.44</u>	<u>4'118.13</u>
Association's equity at the end of the year	160'418.25	159'652.81
<b>TOTAL LIABILITIES AND ASSOCIATION'S EQUITY</b>	<b><u>234'833.39</u></b>	<b><u>215'652.81</u></b>
<b>INCOME STATEMENT</b>	<b>2021 CHF</b>	<b>2020 CHF</b>
<b>INCOME</b>		
Contributions of associates	427'657.56	454'272.48
Other income (net)	<u>105'679.90</u>	<u>50'387.00</u>
	533'337.46	504'659.48
<b>EXPENSES</b>	<u>-532'572.02</u>	<u>-500'541.35</u>
<b>PROFIT FOR THE YEAR</b>	<b><u>765.44</u></b>	<b><u>4'118.13</u></b>





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# Membership Reporting

Full Member

Associate Member

Individual & Honorary Member

Young SECA Member

### Contact Information

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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

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Key People	Mr. Daniel Bertholet Mr. Robert-Philippe Bloch
Year of Establishment	2019
Number of Employees	2
Fund Names	only deal-by-deal transactions
Capital Under Management	CHF 27m
Number of Portfolio Companies	9
Examples of Portfolio Companies	Distalmotion, Haya Therapeutics, NetGuardians, Stalicla, Transmutex, Goodwall, Cysec

### Investment Preferences

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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

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

## Contact Information

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

## Company Information

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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

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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

## 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

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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

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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	21
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

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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
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	Cotta, Iconia Group, Ledlenser, Lemco Precision, Threema, GS Swiss PCB

## 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 focussing on mid-sized buyout transactions in German Speaking Europe.

## Contact Information

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Address	Stockerstrasse 47 8002 Zürich
Telephone No	+41 44 552 50 50
Website	www.alantra.com

## Company Information

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Key People	Mr. Martin Menzi Mr. Kurt Rüegg
Year of Establishment	2001
Number of Employees	<100
Fund Names	alantra Private Equity Fund
Capital Under Management	EUR 12bn
Number of Portfolio Companies	
Examples of Portfolio Companies	

## Investment Preferences

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Size of Investment	EUR 35-70m
Investment Stages	Buyout - Buyin
Industrial Sectors	All
Geographical Focus	Portugal, Spain
Type of Financing	Majority Equity, Minority Equity

## Short Company Profile

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M&A, Debt and Equity Advisory

## 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
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	Ava, Beekeeper, Car IQ, Lend, Lunaphore, ProcSea, Resistell, Tinamu, Zainar

## Investment Preferences

Size of Investment	CHF 0.3-3m
Investment Stages	Early-Stage, Expansion - Development Capital, Seed 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

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Address	Talstrasse 80 8021 Zürich 1
Telephone No	+41 43 244 31 00
E-mail Address	info@alpha-associates.ch
Website	www.alpha-associates.ch

## Company Information

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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

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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

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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

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

## Company Information

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Key People	Ms. Joanna Ernst
Year of Establishment	2017
Number of Employees	47
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

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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

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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

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

### Company Information

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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

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

### Short Company Profile

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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).

## Contact Information

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Address	Bahnhofstrasse 20 8001 Zürich
Telephone No	+41 44 213 27 27
Website	www.ardian.com

## Company Information

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Key People	Mr. Martin Kessi Mr. Christophe Kuenzler
Year of Establishment	1996
Number of Employees	>20 (over 670 worldwide)
Fund Names	
Capital Under Management	USD 96bn
Number of Portfolio Companies	
Examples of Portfolio Companies	

## Investment Preferences

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

## Short Company Profile

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Ardian, founded in 1996 and led by Dominique Senequier, is a leading global private investment firm that manages and/or advises over \$96bn of assets in Europe, North America and Asia. The company is majority-owned by its employees. It keeps entrepreneurship at its heart and focuses on delivering excellent investment performance. Ardian employs more than 670 employees in 15 locations: Zurich, Paris, London, New York, Frankfurt, Madrid, Milan, San Francisco, Santiago, Beijing, Singapore, Seoul, Tokyo, Jersey and Luxembourg. We invest in the full range of private markets strategies: Fund of Funds and Mandates (Primary, Early Secondary, Secondary), Direct Funds (Buyout Europe & North America, Expansion, Co-Investment and Growth), Infrastructure, Private Debt and Real Estate.

## Contact Information

Address	Rue du Rhône 114 1204 Genève
Telephone No	+41 22 849 66 33
E-mail Address	ast@argos.fund
Website	www.argos.wityu.fund

## Company Information

Key People	Ms. Aude Stanislas Mr. Rainer Derix
Year of Establishment	1989
Number of Employees	55
Fund Names	Euroknights VI + VII, Mid Market VIII
Capital Under Management	CHF 1bn
Number of Portfolio Companies	20
Examples of Portfolio Companies	Maillefer, Kermel, ORS, Kägi Söhne AG, Axyntis RSD, Swibox, Bartholet Maschinenbau Flums, ASC International House

## Investment Preferences

Size of Investment	CHF 20-250m
Investment Stages	Buyout - Buyin
Industrial Sectors	All
Geographical Focus	Austria, Belgium, France, Germany, Italy, Luxembourg, Netherlands, Switzerland
Type of Financing	Equity Financing

## Short Company Profile

Argos Wityu SA is a leading Swiss-based independent European mid-market private equity firm with offices in Geneva, Paris, Brussels, Frankfurt and Milan. The firm advises CHF 1 billion of capital focused on small to medium sized enterprises (turnover of CHF 20 to 400 million) leading management buy-outs (MBOs), MBIs, Spin-offs opportunities. The firm has strong expertise in unconventional and complex situations where it can utilize its know-how to generate real value through growth and long lasting structural improvements rather than just debt leverage. Investments which the firm has led from Switzerland include Kermel (specialty flame retardant business) and Maillefer (cable machinery company), as well as Kagi (chocolate wafer brand), Axyntis (fine chemicals), Swibox (engineering solutions for the machinery industry), BMF (cable cars and ropeways), RSD (Software) and, ASC International House (education).

## Contact Information

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Address	Talacker 50 8001 Zürich
Telephone No	+41 58 958 90 00
Website	www.avobis.ch

## Company Information

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Key People	Mr. Matthias Lehmann Ms. Livia Meier
Year of Establishment	1997 (Avobis Group AG)
Number of Employees	>40 (Avobis Advisory AG)
Fund Names	
Capital Under Management	
Number of Portfolio Companies	
Examples of Portfolio Companies	

## Investment Preferences

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Size of Investment	
Investment Stages	All
Industrial Sectors	All
Geographical Focus	Austria, Germany, Switzerland
Type of Financing	Loans, Mezzanine, Senior Debt

## Short Company Profile

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Avobis Advisory AG offers customized services for all real estate market participants with a consistent boutique approach. We offer tailored services for real estate investors and fulfil their needs across the entire real estate value chain: Optimal combination of real estate and mortgage expertise for value enhancement and risk optimization, Entrepreneurial approach serving both family offices and corporate real estate clients, Extensive network (deal sourcing, investors, financiers, consultants, etc.), Independent provider for financing solutions as well as transaction and asset management services covering the Swiss real estate market, Unique combined reporting system (active/passive).

## Contact Information

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Address	Lange Gasse 90 4002 Basel
Telephone No	+41 61 274 09 09
E-mail Address	info@azimuth.one
Website	www.azimuth.one

## Company Information

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Key People	Mr. Hendrik Budliger Mr. Jürg Hatz
Year of Establishment	2015
Number of Employees	2-10
Fund Names	
Capital Under Management	
Number of Portfolio Companies	
Examples of Portfolio Companies	

## Investment Preferences

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Size of Investment	
Investment Stages	All
Industrial Sectors	Biotechnology, Computer Related, Finance - Insurance - Real Estate, Internet Technology, Medical - Life Sciences - Health Related, Telecommunications, Communications other
Geographical Focus	Africa, Asia, Austria, Benelux, Central and Eastern Europe, Europe, Far East, France, Germany, Italy, North America, Switzerland
Type of Financing	All

## Short Company Profile

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azimuth.one is a Swiss based finance boutique, which supports its clients in growth stage financing, infrastructure finance, portfolio deals as well as in buy-side and sell-side transactions. Industry experts and angel investors from an international network can be involved on a project basis. There are long-standing and close relationships with private investors, family offices and investment companies, in Europe, Middle-East, Asia and the USA. Additional services include Valuation / Fairness Opinion, Due Diligence and Second Opinion.

## Contact Information

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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

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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

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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

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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

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

## Company Information

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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

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

## Short Company Profile

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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

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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

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

## Investment Preferences

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

## Short Company Profile

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BDO Corporate Finance 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

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

## Company Information

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Key People	Mr. Jan Kollros
Year of Establishment	1993
Number of Employees	100
Fund Names	BB Entrepreneur Private KmGK
Capital Under Management	CHF 12.8bn
Number of Portfolio Companies	
Examples of Portfolio Companies	

## Investment Preferences

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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

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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. BB 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

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Address	Elisabethenstrasse 23 4051 Basel
Telephone No	+41 61 270 35 35
E-mail Address	info@biomedvc.com
Website	www.biomedvc.com

## Company Information

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Key People	Dr. Markus Hosang Mr. Thomas Möller
Year of Establishment	2002
Number of Employees	7
Fund Names	BioMedInvest I - III
Capital Under Management	CHF 350m
Number of Portfolio Companies	55
Examples of Portfolio Companies	Amal Therapeutics SA, Okairos AG, SuppreMol GmbH, Glycart Technology AG, ESBATech AG

## Investment Preferences

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Size of Investment	CHF 1-10m
Investment Stages	Early-Stage
Industrial Sectors	Biotechnology, Medical - Life Sciences - Health Related
Geographical Focus	Benelux, France, Germany, Italy, Switzerland
Type of Financing	Equity Financing

## Short Company Profile

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### Contact Information

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Address	Bahnhofstrasse 39 8001 Zürich
Telephone No	+41 22 581 97 70
E-mail Address	nicolas.nussbaum@blackrock.com
Website	www.blackrock.com/ch

### Company Information

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Key People	Mr. Nicolas Nussbaum
Year of Establishment	1988
Number of Employees	1,000+
Fund Names	
Capital Under Management	USD 329bn
Number of Portfolio Companies	
Examples of Portfolio Companies	

### Investment Preferences

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

### Short Company Profile

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BlackRock Alternative Investors (BAI) serves investors seeking outperformance in real estate, infrastructure, private equity, credit, hedge funds and alternative solutions. We strive to bring investors the highest quality investments by drawing upon our global footprint, superior execution capabilities and position as a preferred partner. BAI has 50 offices globally with over 1,000 professionals that manage USD 329bn in alternative investments and commitments on behalf of clients worldwide as of 31 December 2021. BlackRock's key competitive advantages in Private Markets include our differentiated sourcing capabilities, our technology edge and our focus on sustainability.

## BlueOcean Ventures SA



### Contact Information

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Address	Route de la Galaise 34 1228 Plan-les-Ouates / Geneva
Telephone No	+41 79 667 14 54
E-mail Address	info@blueocean-ventures.com
Website	www.blueocean-ventures.com

### Company Information

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Key People	Dr. Thomas Zehnder Mr. Emmanuel de Watteville
Year of Establishment	2008
Number of Employees	4 (Partners)
Fund Names	BlueOcean Ventures I, BlueOcean Ventures II
Capital Under Management	
Number of Portfolio Companies	11
Examples of Portfolio Companies	Ava, Rheon Medical, Abionic

### Investment Preferences

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Size of Investment	
Investment Stages	Early-Stage, Seed Capital, Start-up Capital
Industrial Sectors	Medical - Life Sciences - Health Related
Geographical Focus	Switzerland
Type of Financing	Equity Financing, Loans

### Short Company Profile

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BlueOcean Ventures invests in early stage medical device and life science companies since 2008. Unlike other funds the four General Partners of BlueOcean Ventures, Faris Sabeti, Emmanuel de Watteville, Sacha Haymoz and Thomas Zehnder, have a long-standing track record in building, managing and coaching start-up companies. BlueOcean Ventures supports their portfolio companies with a large network of experts and industry contacts.

## Contact Information

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

## Company Information

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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

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

## Short Company Profile

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

## Contact Information

Address	Marstallstraße 11 80539 München
Telephone No	+49 89 435 71 50
E-mail Address	info@bregal.de
Website	www.bregal.de

## Company Information

Key People	Mr. Florian Schick Ms. Caroline Schimmelbusch
Year of Establishment	2015
Number of Employees	33 investment professionals
Fund Names	Bregal Unternehmerkapital I ("BU I"), Bregal Unternehmerkapital II ("BU II"), Bregal Unternehmerkapital III ("BU III")
Capital Under Management	EUR 4bn
Number of Portfolio Companies	30 since 2015 (including realised investments)
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, Theobald Software, proALPHA

## Investment Preferences

Size of Investment	EUR 50 – 250m
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 mid-market private equity firm primarily focused on buy-out investments in the DACH Mittelstand and Northern Italy. BU was founded in 2015 by Florian Schick and Jan-Daniel Neumann and is part of the Bregal Investments platform that has established a number of separate private equity strategies globally since 2002. BU provides rare access to DACH and northern Italian market leaders and "hidden champions" through its systematic sourcing process and conversion through a shared value system with the founders/owners.

## Brera Partners Switzerland AG



### Contact Information

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Address	Dufourstrasse 22 8008 Zürich
Telephone No	+41 79 274 35 79
E-mail Address	jacqueline.bless@brerapartners.com
Website	www.brerapartners.com

### Company Information

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Key People	Mr. Andrew Borda
Year of Establishment	2020
Number of Employees	2
Fund Names	
Capital Under Management	
Number of Portfolio Companies	
Examples of Portfolio Companies	

### Investment Preferences

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Size of Investment	
Investment Stages	Buyout - Buyin, Expansion - Development Capital, Privatisation, Replacement Capital, Turnaround - Restructuring
Industrial Sectors	All
Geographical Focus	Continental Europe
Type of Financing	All

### Short Company Profile

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Brera Partners is a Zurich-based advisory firm that supports companies and their shareholders with their most critical business decisions. Our main areas of expertise are performance improvement, turnaround and restructuring, and capital raising and M&A.

## Contact Information

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

## 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	n/a
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

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Address	Rue du Rhone 49 1204 Geneva
Telephone No	+41 22 316 00 60
E-mail Address	info@broadgateadvisers.com
Website	www.broadgateadvisers.com

## Company Information

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Key People	Mr. Habib Aoun Mr. Jad Karam
Year of Establishment	2015
Number of Employees	3
Fund Names	B&Y Fund I and II
Capital Under Management	CHF 500m
Number of Portfolio Companies	more than 50
Examples of Portfolio Companies	

## Investment Preferences

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

## Short Company Profile

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Broadgate Advisers is an investment boutique engaged in investment banking, multi-family office services and VC fund management, operating out of Geneva, Beirut and Kuala Lumpur. Our IB team focuses primarily on M&A advisory, as well as equity and debt capital arranging services in MENA, Europe and Asia, and has a long track record in executing transactions, both regional and cross-border, having closed ~ USD 1.5 billion worth of deals in the past 5 years, and was awarded multiple industry recognitions from Euromoney and MergerMarket. Our group also includes a venture capital arm (B&Y Venture Partners: <https://byvp.com/>), that has emerged as a key Mena player, with unparalleled access to early stage opportunities in Mena and global markets. It is led by experienced partners and a dedicated team backed by seasoned and hugely successful international venture partners. We are also a multi-family office firm, specialized in wealth planning and asset management; services are offered along two major lines: Family Office Services & Investment Management and Advisory Services, with a highly customizable offering designed to offer families the flexibility of choosing how they use the firm's capabilities.

# BROS PARTNERS AG



## Contact Information

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Address	Felsenstrasse 14 8832 Wollerau
Telephone No	+41 44 380 80 79
E-mail Address	info@brospartners.ch
Website	www.brospartners.ch

## Company Information

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Key People	Mr. Roman Croci
Year of Establishment	
Number of Employees	
Fund Names	
Capital Under Management	
Number of Portfolio Companies	7
Examples of Portfolio Companies	

## Investment Preferences

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Size of Investment	
Investment Stages	All
Industrial Sectors	All
Geographical Focus	Asia, Continental Europe, Latin America
Type of Financing	All

## Short Company Profile

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We are business enabler with an entrepreneurial Focus and an existing business network in Switzerland. Main Services: M&A / Business Development / Real Estate Services / Recruiting Services / Investment Solutions

## btoV Partners



### Contact Information

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Address	Blumenastrasse 36 9000 St. Gallen
Telephone No	+41 71 242 20 00
Website	www.btov.vc

### Company Information

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Key People	Mr. Andreas Göldi Mr. Florian Schweitzer
Year of Establishment	2000
Number of Employees	34 (Switzerland, Germany and Luxembourg)
Fund Names	b-to-v Private Equity S.C.S, SICAR; b-to-v Entrepreneurial Growth II S.C.C, SICAR; b-to-v Internet&Mobile Technologies S.C.S, SICAR; btov Industrial Technologies S.C.S., SICAR; btov Growth I S.C.S., SICAR; btov Digital Technologies II, S.C.S., SICAR; and three Managed Partner Funds
Capital Under Management	EUR 510m
Number of Portfolio Companies	144 (+ exited) / 124 (without exited)
Examples of Portfolio Companies	Data Artisans, DeepL, Facebook, Ledgy, Or-Cam, PriceHubble, Skribble, Raisin, SumUp, Volocopter, XING

### Investment Preferences

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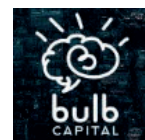
Size of Investment	EUR 0.25-10m
Investment Stages	Early-Stage, Expansion - Development Capital, Seed Capital, Start-up Capital
Industrial Sectors	Chemical - Materials, Computer Related, Consumer Related, Energy, Finance - Insurance - Real Estate, Food - Beverages, Industrial Automation, Industrial Products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

### Short Company Profile

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btoV Partners, founded in 2000, is a European venture capital firm focusing on digital and industrial technologies. btoV's network of entrepreneurial private investors provides it with unique expertise and access to non-obvious investment themes and founders. With offices in Berlin, Munich, St. Gallen and Luxembourg, the company manages assets of EUR 510 million. Its network of private investors consists of 250 experienced entrepreneurs and executives from all over Europe. The most well-known investments include Data Artisans, DeepL, Facebook, Ledgy, PriceHubble, Skribble, Raisin, SumUp, Volocopter and XING. More information at [www.btov.vc](http://www.btov.vc)

# Bulb Capital AG



## Contact Information

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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

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Key People	Mr. Michael Bornhaeusser 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

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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

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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

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

### Company Information

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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

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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

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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](http://www.businessangels.ch).

## Contact Information

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

## Company Information

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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

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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

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Family investment office

# Capital Concepts International AG



## Contact Information

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Address	Feldeggstrasse 26 8008 Zürich
Telephone No	+41 43 266 70 80
E-mail Address	info@capitalconcepts.ch
Website	www.capitalconcepts.ch

## Company Information

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Key People	Ms. Jennifer Maag-Pelz
Year of Establishment	1999
Number of Employees	5
Fund Names	
Capital Under Management	
Number of Portfolio Companies	
Examples of Portfolio Companies	

## Investment Preferences

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

## Short Company Profile

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Capital Concepts International is a mergers & acquisitions advisory boutique, focussing on middle market transactions (between CHF 10-500 million) in German-speaking Europe. Through our international network, we also advise on acquisitions or divestitures around the globe.

## Contact Information

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

## Company Information

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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

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

## Short Company Profile

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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](http://www.capdyn.com)

## Contact Information

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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

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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, Océdès etc.

## Investment Preferences

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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

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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

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Address	Uraniastrasse 26 8001 Zürich
Telephone No	+41 44 575 28 28
Website	www.capitalmind.com

## Company Information

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Key People	Mr. Markus Decker Mr. Thomas Ellenberger
Year of Establishment	2002
Number of Employees	6
Fund Names	
Capital Under Management	
Number of Portfolio Companies	
Examples of Portfolio Companies	

## Investment Preferences

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

## Short Company Profile

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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. Daniel Flaig Mr. Boris Zoller
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

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Address	Rue de la Vallée 44 2661 Luxembourg
Telephone No	+35 227 726 100
E-mail Address	info@casa4funds.com
Website	www.casa4funds.com

## Company Information

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Key People	Mr. Arnaud Bouteiller Mr. Richard Maisse
Year of Establishment	2005
Number of Employees	8 in Switzerland; 23 in Luxembourg
Fund Names	
Capital Under Management	EUR 3.0bn
Number of Portfolio Companies	
Examples of Portfolio Companies	

## Investment Preferences

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Size of Investment	
Investment Stages	All
Industrial Sectors	Finance - Insurance - Real Estate
Geographical Focus	Worldwide
Type of Financing	All

## Short Company Profile

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Casa4Funds is Luxembourg AIFM and UCITS third party management company who offers tailored and independent end-to-end solutions to professional clients who wish to set up funds in Luxembourg.

## Contact Information

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Address	Bahnhofplatz 6300 Zug
Telephone No	+41 44 500 10 99
E-mail Address	info@catgrowth.ch
Website	www.catgrowth.ch

## Company Information

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Key People	Mr. Martin Ziehbrunner Mr. René Perron
Year of Establishment	2017
Number of Employees	5
Fund Names	SME Growth Private Equity Fund
Capital Under Management	not public
Number of Portfolio Companies	>10
Examples of Portfolio Companies	Designwerk Products AG, Dental Axess Holding AG, Mooris.ch AG, Juice Technology, SMT Renting AB, etc.

## Investment Preferences

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Size of Investment	
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, Communications other, Transportation
Geographical Focus	Austria, Germany, Switzerland, Western Europe
Type of Financing	Equity Financing, Loans, Majority Equity, Minority Equity

## Short Company Profile

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CAT GROWTH enables and manages investments, equity/private equity and private debt opportunities in SMEs and acts as the advisor for the SME Growth Private Equity Fund. The companies and properties are sourced, selected, verified and actively supported by experienced SME entrepreneurs and industry experts during the investment phase. CAT GROWTH interprets "investment management" as a long-standing, active growth management 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.

# Cavalry Ventures Management GmbH



## Contact Information

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Address	Novalisstrasse 12 10115 Berlin
Telephone No	+49 30 555 709 62
E-mail Address	hello@cavalry.vc
Website	www.cavalry.vc

## Company Information

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Key People	Mr. Stefan Walter Mr. Rouven Dresselhaus
Year of Establishment	2016
Number of Employees	2
Fund Names	Cavalry Ventures I GmbH & Co. KG
Capital Under Management	EUR 20m
Number of Portfolio Companies	>20
Examples of Portfolio Companies	Caroobi, CrossEngage, FreightHub, McMakler, Rekki

## Investment Preferences

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Size of Investment	avg. EUR 0.3-0.5m initially + follow-on
Investment Stages	Early-Stage, Seed Capital
Industrial Sectors	All
Geographical Focus	All
Type of Financing	Equity Financing, Loans, Minority Equity

## Short Company Profile

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Cavalry Ventures is an entrepreneurially driven VC fund based in Berlin with focus on angel and seed-stage investments in Europe. The six founding Partners have repeatedly financed, founded, built and sold market-leading companies such as Delivery Hero, Tradeshift or plista. Being both, experienced investors and still active entrepreneurs, the cavalry offers hands-on support and a strong value-add to ambitious founders of fast-growing technology companies.

## Contact Information

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Address	Bahnhofstrasse 10 8001 Zürich
Telephone No	+41 43 499 08 14
E-mail Address	info@centurium.ch
Website	www.centurium.ch

## Company Information

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Key People	Mr. Patrick O. Frei
Year of Establishment	2014
Number of Employees	8
Fund Names	
Capital Under Management	
Number of Portfolio Companies	
Examples of Portfolio Companies	

## Investment Preferences

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Size of Investment	
Investment Stages	Early-Stage, Expansion - Development Capital, Seed Capital, Start-up Capital
Industrial Sectors	Biotechnology, Computer Related, Industrial Products and Services, Internet Technology
Geographical Focus	Europe, Middle East, North America, Switzerland
Type of Financing	Equity Financing

## Short Company Profile

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Centurium is an independent corporate investment boutique based in Zurich, Switzerland, which is owned and managed by its founding partners. Our company advises its clients on a wide range of business strategies, including raising capital, mergers & acquisitions and other corporate finance consultancy. The firm was founded in 2014 on the premise that it would provide outstanding tailor-made financial and capital market advisory services to companies with enterprise values generally between \$40 million and several billion dollars. Centurium helps its partners around the world make profound investment decisions and meet their objectives. We offer qualified private individuals and institutional investors a platform for direct alternative investments in growth opportunities. We work with exceptional executives to raise capital, acquire strategic assets and provide the full range of investment services, including portfolio allocation, market screening, investment due diligence, as well as individual reporting. Our experience includes completed transactions across a wide range of industries, with a particular focus on providing investment advice to companies where our senior executives bring operating expertise as well as investment consultancy.

## Contact Information

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

## Company Information

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

## Investment Preferences

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

## Short Company Profile

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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

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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

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Key People	Dr. Rolf Lanz Mr. Christoph Haller
Year of Establishment	1995
Number of Employees	15
Fund Names	CGS III (Jersey) L.P., CGS IV (Jersey) L.P.
Capital Under Management	CHF 450m
Number of Portfolio Companies	10 Clusters (26 Companies)
Examples of Portfolio Companies	R&S International Holding AG, Top-Werk GmbH, SF Tooling Group GmbH, Muller Technology Conthey SA, ICG International Cutting Holding GmbH, Stürtz Holding GmbH, EOL Packaging Experts GmbH, Photonics Systems Holding GmbH, Hummingbird Converting Solutions GmbH, Kalt Maschinenbau AG

## Investment Preferences

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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

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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	Schützengasse 30 8001 Zürich
Telephone No	+41 43 543 64 27
Website	<a href="http://www.creditmutuel-equity.eu">www.creditmutuel-equity.eu</a>

## 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	Lauener, Reitzel, FM Investissement (Velomania), Auxilium, Hunkeler, Aventron, exceet 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
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.



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8001 Zürich  
Place Longemalle 6-8  
1204 Genève

[www.creditmutuel-equity.eu](http://www.creditmutuel-equity.eu)

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## CONSTELLATION CAPITAL AG

### Contact Information

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

### Company Information

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Key People	Mr. Rainer W. Fröhlich Mr. Raffael Rupprechter
Year of Establishment	1992
Number of Employees	9
Fund Names	CONSTELLATION V, CONSTELLATION VI
Capital Under Management	200
Number of Portfolio Companies	3
Examples of Portfolio Companies	Swiss E-Mobility Group AG, CONSTELLATION ACADEMY GmbH, CONSTELLATION Baulogistik GmbH

### Investment Preferences

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

### Short Company Profile

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Since its beginnings in 1992, CONSTELLATION operates at eye level with entrepreneurs, founders and management. We encourage owners to continue running their businesses with our comprehensive support. The three squares of our logo stand for the three essential pillars that every successful business must embrace: Strategy - Finance - Execution. CONSTELLATION pursues a buy and build strategy, focused on digitalisation and succession solutions in highly fragmented, small cap, asset-light segments of the DACH region. We target niche markets in the following sectors: business services, education and lifestyle, financial services and healthcare. CONSTELLATION adopts an innovative deal origination strategy across a large network of intermediaries, Industry Partners and Entrepreneurs in Residence. Our proprietary sourcing strategy encompasses both a unique bottom-up and top-down assessment including proprietary databases. We generate value in our portfolio firms by focusing on operational improvements through digital transformation. This allows us to achieve substantial improvements in both top- and bottom-line.

## 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 (as of 12/2019)
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.

# Credit Suisse Entrepreneur Capital AG



## Contact Information

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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

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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 <a href="http://www.entrepreneurcapital.credit-suisse.com/unsere-investments">www.entrepreneurcapital.credit-suisse.com/unsere-investments</a>

## Investment Preferences

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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

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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.

## Credit Suisse Private Banking & Wealth Management



### Contact Information

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Address	Paradeplatz 8 8070 Zürich
Telephone No	+41 44 333 11 11
Website	www.credit-suisse.com

### Company Information

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Key People	Mr. Lukas Erard Mr. Sven-Christian Kindt
Year of Establishment	
Number of Employees	
Fund Names	
Capital Under Management	
Number of Portfolio Companies	
Examples of Portfolio Companies	

### Investment Preferences

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

### Short Company Profile

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Credit Suisse Private Banking & Wealth Management offers comprehensive advice and a broad range of financial solutions to private, corporate and institutional clients – from simple investment funds to multi-asset class solutions, including equities, fixed income products or alternative investments. In Switzerland, Credit Suisse also offers products and solutions for retail and business clients. Credit Suisse Private Banking & Wealth Management has a dedicated private equity team, which covers non-US private clients, ranging from (U)HNWIs and family offices to small Swiss institutions and asset managers. The team accesses the private equity asset class through fund of funds, basket of funds and single manager funds. It is interested in a broad range of private equity strategies, such as venture, growth capital, buyouts and distressed private equity. It will also consider real estate and infrastructure investments. Geographically speaking, Credit Suisse will invest in all regions, including emerging markets.

### Contact Information

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Address	Gotthardstrasse 26 6300 Zug
Telephone No	+41 41 725 02 00
Website	www.cvv.com

### Company Information

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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

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

### Short Company Profile

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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

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Address	Rue du Rhône 31 1204 Geneva
Telephone No	+41 22 989 89 89
Website	www.decalia.com

## Company Information

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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

## Investment Preferences

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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

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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**

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Address	Pfingstweidstrasse 11 8005 Zürich
Telephone No	+41 58 279 71 65
Website	<a href="http://www.deloitte.ch">www.deloitte.ch</a>

**Company Information**

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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**

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

**Short Company Profile**

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Deloitte is a leading accounting and advisory company in Switzerland, providing industry-specific services in the areas of Audit & Assurance, Consulting, Financial Advisory, Risk Advisory and Tax & Legal. With approximately 2,200 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](http://www.deloitte.ch) for more information.



## Drake Star Partners

### Contact Information

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Address	Rue du Cendrier 15 1201 Geneva
Telephone No	+41 22 518 07 83
E-mail Address	martial.chaillet@drakestar.com
Website	www.drakestar.com

### Company Information

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Key People	Mr. Martial Chaillet
Year of Establishment	2003
Number of Employees	40
Fund Names	
Capital Under Management	
Number of Portfolio Companies	
Examples of Portfolio Companies	

### Investment Preferences

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Size of Investment	USD 10-20m
Investment Stages	Expansion - Development Capital
Industrial Sectors	Telecommunications, Communications other
Geographical Focus	All
Type of Financing	Equity Financing

### Short Company Profile

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LD&A Jupiter and Redwood Capital have joined forces to form Drake Star Partners. We provide M&A and corporate finance advisory to the Technology, Media and Communications (TMC) sectors. With offices in New York, London, Paris, Munich, Los Angeles, Berlin, Amsterdam, Geneva and Tokyo, we help our clients maximize the value of their businesses. We have an international network of entrepreneurs, fast growing businesses, large corporations, venture capital and private equity firms, family offices and debt providers. Additional information can be found at [www.drakestar.com](http://www.drakestar.com).

# Dynamic Capital Group AG



## Contact Information

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Address	Löwenstrasse 20 8001 Zürich
Telephone No	+41 44 512 06 80
E-mail Address	info@dynamiccapitalgroup.com
Website	www.dynamiccapitalgroup.com

## Company Information

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Key People	Roman Studer
Year of Establishment	
Number of Employees	<15
Fund Names	
Capital Under Management	
Number of Portfolio Companies	
Examples of Portfolio Companies	

## Investment Preferences

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Size of Investment	
Investment Stages	Expansion - Development Capital
Industrial Sectors	All
Geographical Focus	All
Type of Financing	All

## Short Company Profile

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Dynamic Capital Group AG is a specialist in comprehensive financial services in Switzerland, Europe and the Middle East. With many years of experience in wealth and investment advice, we stand out from existing providers. Our focus is on the customer's interest in offering a tailor-made service with the greatest possible transparency at all levels of service provision. With its in-house issuing platforms for Structured Products and Exchange-Traded-Products, Dynamic Capital Group AG offers everyone the opportunity to outperform the market with innovative investment strategies. We offer a white labeling setup for institutional clients, fund managers and securities dealers interested in capitalizing on the increasing demand for financial products. Dynamic Capital Group AG can issue all Structured Products, from simple tracker certificates to complex leverage products. Additionally with Credit-Linked Notes (CLN) we provide access to a variety of reference borrowers and can increase the rate of return of your bond portfolios. The additional credit risk taken can be compensated with an attractive coupon. CLNs can be tailor-made for the investor (participation in alternative asset classes, such as real estate, private equity, venture capital etc.). Investors without access to the credit derivative markets can take part through a Credit-Linked Note.

## Contact Information

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Address	Neuwiesenstrasse 15 8400 Winterthur
Telephone No	+41 71 511 70 95
E-mail Address	info@dynamicdatadevelopment.com
Website	www.dynamicdatadevelopment.com

## Company Information

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Key People	Mr. Alex Stroppel
Year of Establishment	2000
Number of Employees	>40
Fund Names	
Capital Under Management	
Number of Portfolio Companies	
Examples of Portfolio Companies	

## Investment Preferences

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Size of Investment	
Investment Stages	Expansion - Development Capital
Industrial Sectors	Computer Related, Internet Technology
Geographical Focus	Worldwide
Type of Financing	Equity Financing

## Short Company Profile

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Dynamic Data Development AG was founded in 2000. The company's main headquarters is located in Winterthur, Switzerland. The international programmer network with offices in Germany, the USA, China and India are controlled and steered from there. The offices also support each other: know-how from various continents is bundled to develop highly precise and intelligent software with typical Swiss precision quality. With its know-how, Dynamic Data Development AG has already helped several customers optimise their business, successfully launch apps and develop new sales markets.

## Contact Information

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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

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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

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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

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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

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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

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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

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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

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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	
Fund Names	
Capital Under Management	
Number of Portfolio Companies	
Examples of Portfolio Companies	

### Investment Preferences

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

### Short Company Profile

eevolve is investing in SME in the DACH region with a focus on Switzerland. As a partner for sustainable businesses, we focus our value creation on people & organization, sustainability and digitalization. Our investments cover future proof businesses with growth potential driven by megatrends, offering solutions enabled by technology in three sectors: smart industrials, med tech and services & software.

## 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

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Address	Zugerstrasse 72 6340 Baar
Telephone No	+41 41 766 20 90
E-mail Address	info@ellstone.ch
Website	www.ellstone.ch

## Company Information

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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

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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

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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

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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

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Key People	Mr. Hans Dellenbach Ms. Gina Domanig
Year of Establishment	2000
Number of Employees	35
Fund Names	Technologiefonds des Bundesamts für Umwelt, Emerald Industrial Innovation Fund LP, Emerald Global Water Impact Fund LP, Nabtesco Technology Ventures (mandate), Ripple2Wave Singapore Incubator
Capital Under Management	EUR 300m (active funds excl. historical funds)
Number of Portfolio Companies	70 (since 2000)
Examples of Portfolio Companies	actnano, AlphaICs, EnOcean, Future Meat, GeoDigital, HydroPoint, LibreStream, OpenMineral, P97, Phase Change Solutions, Rhombus Energy Solutions, SoFi Filtration, Urgent.ly

## Investment Preferences

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Size of Investment	EUR 4-8m
Investment Stages	Early-Stage, Expansion - Development Capital, Start-up Capital
Industrial Sectors	Computer Related, Electronics, Other, Telecommunications
Geographical Focus	Asia, Europe, Middle East, North America
Type of Financing	Equity Financing

## Short Company Profile

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Emerald is a globally recognized investment firm and strategic innovation partner, with offices in Zurich, Toronto and Singapore. Founded in 2000, it has raised five venture capital funds, backed 70 emerging industrial technology leaders through over 400 venture investment transactions and managed five third-party investment mandates, including for the governments of Singapore and Switzerland, providing loan guarantees for over 100 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

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

## Company Information

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Key People	Mr. Bernard Vogel Ms Silke Wood
Year of Establishment	2000
Number of Employees	14
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

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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

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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
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 73.4 bn
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.

## Contact Information

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Address	Maagplatz 1 8010 Zürich
Telephone No	+41 58 286 31 11
Website	<a href="http://www.ey.com/ch">www.ey.com/ch</a>

## Company Information

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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

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

## Short Company Profile

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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.

## Evolution Equity Partners



### Contact Information

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Address	Genferstrasse 23 8002 Zürich
Telephone No	+41 79 744 36 46
E-mail Address	info@evolutionequity.com
Website	www.evolutionequity.com

### Company Information

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Key People	Mr. Richard Seewald Mr. Dennis Smith
Year of Establishment	2015
Number of Employees	20
Fund Names	The Evolution Legacy Fund L.P., The Evolution Technology Fund L.P., The Evolution Technology Fund II L.P., The Evolution Technology Fund III L.P.
Capital Under Management	USD 1.1bn
Number of Portfolio Companies	40
Examples of Portfolio Companies	

### Investment Preferences

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Size of Investment	USD 5-75m
Investment Stages	Early-Stage, Expansion - Development Capital
Industrial Sectors	Computer Related, Internet Technology
Geographical Focus	Europe, Israel, United States of America
Type of Financing	Equity Financing

### Short Company Profile

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Based in New York City and Zurich, Evolution Equity Partners invests in growth stage technology companies in the United States, Europe and Israel helping exceptional entrepreneurs develop market leading companies. The firm has a focus on Cyber-Security and Enterprise Software and its partners have been involved as founders, investors and as senior operating executives in leading software companies around the world. Current and past portfolio companies include: AVG Technologies (AVG: NYSE), Cognitive Security (CSCO: NASDAQ), OpenDNS (CSCO: NASDAQ), Carbon Black, Onapsis, Security Scorecard, DFLabs among others.

### Contact Information

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

### Company Information

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

### Investment Preferences

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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

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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.



# Leading the Digital Transformation of Incentive and Retention Award Plan Administration

EWM Global is a provider of digital carried interest and co-investment technology. For more than two decades, it has been our mission to manage the GP incentive lifecycle from carry waterfall calculation through payout to deal teams.



[www.ewmglobal.com](http://www.ewmglobal.com)



EWM Global



# Fabrel Lotos AG



## Contact Information

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Address	Seestrasse 50 6052 Hergiswil
Telephone No	+41 41 632 68 58

## Company Information

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Key People	Mr. Marc Müller Mr. Urs Pfyffer
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

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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

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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.

## Contact Information

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

## Company Information

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Key People	Mr. Patrick Lutz Mr. Carl Hollitscher
Year of Establishment	1947
Number of Employees	10
Fund Names	
Capital Under Management	USD 1.5tn
Number of Portfolio Companies	
Examples of Portfolio Companies	

## Investment Preferences

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

## Short Company Profile

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Franklin Templeton is a global asset management organization providing investment management solutions to institutional, retail and sovereign wealth clients in over 170 countries. Operating as a holding company of various subsidiaries, it combines expertise across all asset classes, including equity, fixed income, alternatives and custom multi-asset solutions. Each of our specialist investment managers operates autonomously, each according to the guiding principles of its own investment philosophy. Franklin Templeton Switzerland Ltd has been distributing investment solutions in Switzerland since the end of 2000. Franklin Templeton's alternatives capabilities comprise a broad range of strategies with \$127 billion in assets under management, as of 31 December 2020, including alternative credit strategies, private real assets, hedge strategies, private equity and venture capital strategies. 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. Benefit Street Partners L.L.C., a wholly owned subsidiary of Franklin Templeton, is a leading credit-focused alternative asset management firm established in 2008, managing assets across a broad range of complementary credit strategies, including private/opportunistic debt, structured credit, high yield, special situations, and commercial real estate. 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 manages 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.

## Franzen & Company AG (Swiss partner firm of Clairfield International)

### Contact Information

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Address	Dunantstrasse 2 8044 Zürich
Telephone No	+41 44 389 80 00
E-mail Address	advice@franzen.com
Website	Switzerland: <a href="http://www.franzen.com">www.franzen.com</a> ; Global: <a href="http://www.clairfield.com">www.clairfield.com</a>

### Company Information

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Key People	Mr. Marcel Franzen
Year of Establishment	2013
Number of Employees	300 (including Clairfield)
Fund Names	
Capital Under Management	
Number of Portfolio Companies	
Examples of Portfolio Companies	

### Investment Preferences

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

### Short Company Profile

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Franzen & Company, the Swiss partner firm of Clairfield International ([www.clairfield.com](http://www.clairfield.com)), is an international M&A and corporate finance partnership. We provide advisory services to international corporations, family-owned businesses, entrepreneurs, family offices and financial sponsors. Our long and varied track record speaks to the success of our global team of over 300 professionals locally entrenched in 25 countries across five continents. Our focus is the middle-market segment, originating, structuring, and executing buy-side and sell-side transactions between CHF 20 to CHF 500 million in value. We successfully close more than 130 transactions every year on both sell- and buy-side with over EUR 20 billion in cumulative deal value in the last 5 years. Over 80% of our work involves international counterparties globally.

## Contact Information

Address	Samstagerstrasse 55 8832 Wollerau
Telephone No	+41 79 433 82 76
E-mail Address	urs.ehrismann@fronttrail.com
Website	www.fronttrail.com

## Company Information

Key People	Mr. Urs Ehrismann
Year of Establishment	2016
Number of Employees	5
Fund Names	
Capital Under Management	
Number of Portfolio Companies	
Examples of Portfolio Companies	

## Investment Preferences

Size of Investment	EUR 10m
Investment Stages	Buyout - Buyin, Early-Stage, Expansion - Development Capital, Replacement Capital, Turnaround - Restructuring
Industrial Sectors	Computer Related, Internet Technology
Geographical Focus	Belgium, Benelux, Continental Europe, Denmark, Europe, Finland, France, Germany, Ireland, Italy, Luxembourg, Netherlands, Norway, Poland, Portugal, Scandinavia, Spain, Sweden, Switzerland, United Kingdom, Western Europe
Type of Financing	Equity Financing, Majority Equity, Minority Equity

## Short Company Profile

At fronttrail, we partner with extraordinary founders, entrepreneurs, management teams and owners to rapidly transform their software businesses into sustainable leaders and winners in their field. As a software-focused growth equity investor, we exclusively focus on mature European tech companies in expansion (Venture Capital), late stage (Private Equity) and transformation situations. fronttrail's investment targets are typically bootstrapped and profitable, have been in business for 5-20 years, already achieve revenues of €5-30m and have one or more own software technology products that are in operation with several large enterprises. fronttrail's main geographic investment area is Western Europe. Growth capital transactions include primary and/or secondary growth equity investments, ranging between €5-20m and beyond. Investors behind fronttrail are institutionals, family offices and high net worth individuals. Follow us on [www.linkedin.com/company/fronttrail](https://www.linkedin.com/company/fronttrail) and [www.twitter.com/fronttrail](https://www.twitter.com/fronttrail)

## FS Partners AG - The CFO Company

### Contact Information

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Address	Kreuzbühlstrasse 20 8008 Zürich
Telephone No	+41 44 510 40 60
Website	<a href="http://www.fspartners.ch">www.fspartners.ch</a>

### Company Information

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

### Investment Preferences

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

### Short Company Profile

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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](http://www.digitalexecutiveforum.ch)).

## fx dynamics Ltd

### Contact Information

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Address	4-5 Whitehill Farm Buildings CV37 8BW Stratford upon Avon United Kingdom
Telephone No	+44 1789 860 000
Website	www.fx-dynamics.com

### Company Information

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Key People	Dr. Rob Whorrod Dr. Clive Stanley
Year of Establishment	
Number of Employees	
Fund Names	
Capital Under Management	
Number of Portfolio Companies	
Examples of Portfolio Companies	

### Investment Preferences

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

### Short Company Profile

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M&A advisory services

## FYRFLY Venture Partners



### Contact Information

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Address	Pier 17, Suite 800 94022 San Francisco United States of America
Telephone No	+1 415 608 58 63
E-mail Address	philipp@fyrfly.vc
Website	www.fyrfly.vc

### Company Information

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Key People	Mr. Philipp Stauffer
Year of Establishment	
Number of Employees	1
Fund Names	
Capital Under Management	
Number of Portfolio Companies	
Examples of Portfolio Companies	

### Investment Preferences

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Size of Investment	CHF 0.5 - 5m
Investment Stages	Start-up Capital
Industrial Sectors	All
Geographical Focus	Europe, Switzerland, United States of America, Western Europe
Type of Financing	Equity Financing

### Short Company Profile

---

Early-stage venture firm with a focus on ICT and entrepreneurs who build their competitive advantage through data & intelligence. Bridge-building between Swiss und U.S. eco-systems with investments in Switzerland, Europe, and the U.S. Strong collaboration with academia and research.

### Contact Information

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Address	Klausstrasse 4 8008 Zürich
Telephone No	+41 43 499 43 43
Website	www.gcaaltium.com

### Company Information

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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

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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

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GCA Altium is the European business of GCA, a global investment bank that provides strategic M&A and capital markets advisory services to growth companies and market leaders. The firm offers worldwide coverage with over 500 professionals in 25 offices across America, Asia and Europe. Built by the people that run the business, GCA is a firm of experts who focus on deals that require commitment, original perspective, skill and exceptional networks. GCA delivers deep expertise in all the key industries and has a particular focus in Technology, Digital, Media and Media, Consumer, Retail, E-commerce and Leisure, Industrials and Industrial Technology, Healthcare, Financial Technology and Services and Business Services. GCA has teams of highly experienced bankers in Birmingham, Frankfurt, Ho Chi Minh City, Fukuoka, Lausanne, Leeds, London, Manchester, Milan, Mumbai, Munich, Nagoya, New Delhi, New York, Osaka, Paris, San Francisco, Shanghai, Singapore, Stockholm, Taipei, Tel Aviv, Tokyo and Zurich.

## Contact Information

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

## Company Information

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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

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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

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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

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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, Services, Transportation
Geographical Focus	Asia, Europe, North America, Switzerland
Type of Financing	Equity Financing, Loans, Majority Equity, Minority Equity

## Short Company Profile

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

### Contact Information

---

Address	Technoparkstrasse 1 8005 Zürich
Telephone No	+41 44 586 00 98
E-mail Address	info@gobeyondinvesting.com
Website	www.gobeyondinvesting.com

### Company Information

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Key People	Mr. Christopher Rolfe
Year of Establishment	2013
Number of Employees	7
Fund Names	
Capital Under Management	
Number of Portfolio Companies	83
Examples of Portfolio Companies	Flyability, Faster 3D, Cellestia, Arktis, Kindarus, Faction Collective, DomoSafety, Actlight, Fotokite, BluSense

### Investment Preferences

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Size of Investment	EUR 0.2-5m
Investment Stages	Early-Stage
Industrial Sectors	All
Geographical Focus	Belgium, France, Germany, Italy, Poland, Spain, Switzerland, United Kingdom, United States of America
Type of Financing	Equity Financing

### Short Company Profile

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GoBeyond, a FinTech company transforming angel investing into a new scalable asset class for small and large, novice to experienced investors. It offers a unique deal platform, portfolio tools, syndication/pooling, due diligence, investment monitoring services, training and certified deal leaders. Its clients are individuals, family offices, professional groups and corporations. It is active in the EU, Switzerland and the US.

## Golding Capital Partners (Schweiz) AG

# GOLDING

### Contact Information

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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

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Key People	Mr. Beat Frühauf Mr. Hubertus Theile-Ochel
Year of Establishment	2000
Number of Employees	150
Fund Names	
Capital Under Management	CHF 12bn
Number of Portfolio Companies	
Examples of Portfolio Companies	

### Investment Preferences

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

### Short Company Profile

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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 150 professionals at its offices in Munich, Luxembourg, London, Zurich, New York and Tokyo, Golding Capital Partners helps institutional and professional investors to develop their investment strategy and manages more than €12 billion in assets. Its more than 230 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

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

## Company Information

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Key People	Mr. Vincenzo Braiotta
Year of Establishment	
Number of Employees	180 (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

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Grant Thornton International Ltd is one of the world's leading networks of independent audit, tax and advisory firms with USD 6.6bn in revenues. Grant Thornton's network currently has around 62,000 employees in more than 140 countries. With branches in Zurich, Schaan, Geneva, Lausanne and Buchs and around 180 employees, Grant Thornton Switzerland/Liechtenstein is a growing audit, tax, accounting and advisory firm. The company is partner owned and led. Grant Thornton Transaction Services 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) and Valuation Services (Valuations, Fairness Opinions and Business Modelling Services) as well as Post-Merger/Acquisition Support. GT offer also Capital Market Transaction Advisory and related Audit Services. Our Services are provided to various Industries, the Financial Services Sector, the Private Equity Community and to Family Offices.

## Contact Information

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

## Company Information

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Key People	Dr. Alexander Gut
Year of Establishment	2007
Number of Employees	5
Fund Names	
Capital Under Management	
Number of Portfolio Companies	
Examples of Portfolio Companies	

## Investment Preferences

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

## Short Company Profile

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

## Contact Information

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Address	Baarerstrasse 14 6300 Zug
Telephone No	+41 79 500 37 21
Website	<a href="http://www.hamiltonlane.com">www.hamiltonlane.com</a>

## Company Information

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Key People	Mr. Rainer Kobler Mr. Ralph Aerni
Year of Establishment	1991
Number of Employees	>520 globally / 2 in Zug, Switzerland
Fund Names	
Capital Under Management	>USD 850bn Assets under Management & Supervision
Number of Portfolio Companies	
Examples of Portfolio Companies	

## Investment Preferences

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

## Short Company Profile

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With over USD 850 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 over 520 professionals across 19 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](http://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 2.8bn
Number of Portfolio Companies	60-100
Examples of Portfolio Companies	Advanced Accelerator Applications (exited), Arcutis Biotherapeutics, Armo BioSciences (exited), Cathay Industrial Biotech, ConnectRN, Ellipse Technologies (exited), Harmony BioSciences, Monte Rosa Therapeutics, Neurelis, Numab Therapeutics, SpringWorks Therapeutics, Swixx BioPharma, Turning Point Therapeutics, Viela Bio (exited), Y-mAbs Therapeutics

## 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 2.8 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

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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

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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

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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 - Health Related, Telecommunications, Communications other, Transportation
Geographical Focus	Europe
Type of Financing	None

## Short Company Profile

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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](http://www.thecfigroup.com)), a leading international group of M&A investment banking boutiques for midmarket transactions.

## Contact Information

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Address	Zürichstrasse 130 8600 Dübendorf
E-mail Address	ralf.molitor@helsana.ch
Website	www.helsana.ch/en/healthinvest

## Company Information

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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	2
Examples of Portfolio Companies	eTherapists (Humanoo)

## Investment Preferences

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

## Short Company Profile

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Helsana HealthInvest AG invests in start-ups and venture funds located in Europe and Israel. 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 a higher quality of healthcare and increasing efficiency in the healthcare system.

## Contact Information

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

## Company Information

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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

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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

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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

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Address	Münzgasse 6 6003 Luzern
E-mail Address	mail@hitzpartner.ch
Website	www.hitzpartner.ch

### Company Information

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

### Investment Preferences

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

### Short Company Profile

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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	www.hoffmann-partner.com

## Company Information

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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

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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

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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.

## IFM Investors



### Contact Information

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Address	Gessnerallee 28 8001 Zürich
Telephone No	+41 79 907 4376 / +41 79 591 5228
E-mail Address	investorrelationsemea@ifminvestors.com
Website	www.ifminvestors.com

### Company Information

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Key People	Ms. Anna Demarmels Mr. Damian Hotz
Year of Establishment	1994
Number of Employees	
Fund Names	
Capital Under Management	CHF 118bn
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

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IFM Investors was established by a group of pension funds more than 25 years ago to protect 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, and Melbourne, we invest on behalf of more than 560 like-minded institutions, who entrust us with the retirement savings of more than 30 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. We received an overall A+ rating on Strategy & Governance, and an A+ rating in Infrastructure in 2020.

# IMC Investment & Management Consultants AG

IMC  
INVESTMENT & MANAGEMENT CONSULTING

## Contact Information

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Address	Schwabachstrasse 33 8706 Meilen
Telephone No	+41 44 548 44 80
Website	www.imcag.ch

## Company Information

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Key People	Mr. Markus P. Stebler
Year of Establishment	1979
Number of Employees	2
Fund Names	
Capital Under Management	
Number of Portfolio Companies	
Examples of Portfolio Companies	

## Investment Preferences

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Size of Investment	CHF 2-30m
Investment Stages	Buyout - Buyin, Expansion - Development Capital
Industrial Sectors	Consumer Related, Electronics, Energy, Environment, Industrial Products and Services, Manufacturing, Medical - Life Sciences - Health Related
Geographical Focus	Austria, Germany, Switzerland
Type of Financing	Equity Financing, Minority Equity, Mezzanine

## Short Company Profile

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IMC AG was founded in 1979 and is a privately financed investment advising & consulting firm. We focus on identifying investment opportunities for private equity investors as well as on advising companies with high growth potential in finding their expansion financing.

## Contact Information

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

## Company Information

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Key People	Mr. Frank Becker Mr. Martin Staub
Year of Establishment	1997
Number of Employees	22
Fund Names	Invision I - VII
Capital Under Management	EUR 1bn
Number of Portfolio Companies	16
Examples of Portfolio Companies	Schneider, Parkresort Rheinfelden, Laboratorium Dr. Deppe, NicLen, ABC Design, Ledlenser, KADI, Vista Alpina, Reisensthal, Planet Sports, N3K Network Systems, ROOF, Apfelkiste, Plumettaz, LipoClinic, Reichelt

## Investment Preferences

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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

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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.



## Mehrwert für Unternehmer

### INVISION UNTERSTÜTZT BEI

- Innovation und Produktentwicklung
- Geschäftsmodellentwicklung
- Internationalisierung
- Digitalisierung von Geschäftsprozessen
- Zusatzakquisitionen
- Erweiterung des Managements

### INVISION HAT ERFAHRUNG IN

- Konsum- und Luxusgütern
- IT, Software, Technologie
- Gesundheit, Medizintechnik
- E-Commerce
- Industrie
- weiteren Dienstleistungen

## Wir freuen uns auf Ihre Kontaktaufnahme

### SCHWEIZ

#### Invision AG

Frank Becker

Grafenastrasse 7  
6300 Zug  
Schweiz

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F: +41 41 729 01 00  
M: [info@invision.ch](mailto:info@invision.ch)

### DEUTSCHLAND

#### Invision Beteiligungsberatung GmbH

Peter Kroha

Grünstrasse 23  
40212 Düsseldorf  
Deutschland

T: +49 211 936 727 50  
F: +49 211 936 727 59  
M: [info@invision.ch](mailto:info@invision.ch)

## Contact Information

---

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

## Company Information

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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

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Size of Investment	EUR 0.02-0.2m
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

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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

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

## Company Information

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Key People	Mr. Gabriel Stoll 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

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

## Short Company Profile

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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.

## Contact Information

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Address	Limmatstrasse 264 8005 Zürich
Telephone No	+41 44 444 18 44
E-mail Address	info@kieger.com
Website	www.kieger.com

## Company Information

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Key People	Mr. Dominik Riederer
Year of Establishment	
Number of Employees	
Fund Names	
Capital Under Management	
Number of Portfolio Companies	
Examples of Portfolio Companies	Optoflux GmbH, Perconex GmbH, SDV Medien+Service GmbH, W.AG

## Investment Preferences

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

## Short Company Profile

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Kieger is an independent asset manager that designs solutions for clients who care about making a positive difference, towards a more sustainable world. Kieger has established itself as a holistic specialist healthcare asset manager, manages diversified multi asset portfolios and is a long-standing private equity investor.

## Contact Information

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

## Company Information

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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 Tehreapeutics, Sidtribution Finance Capital, Oxygen Finance, Satago Finanical Solutions, TruFin, Zopa

## Investment Preferences

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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

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## Contact Information

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

## Company Information

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Key People	Mr. Timo Knak Mr. Tobias Valk
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Year of Establishment  
Number of Employees  
Fund Names  
Capital Under Management  
Number of Portfolio Companies  
Examples of Portfolio Companies

## Investment Preferences

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

## Short Company Profile

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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)

## Lakestar Advisors

### Contact Information

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Address	Bahnhofstrasse 18 8001 Zürich
Telephone No	+41 79 247 40 55
E-mail Address	ir@lakestar.com
Website	www.lakestar.com

### Company Information

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Key People	Ms. Ninja Struye de Swielande Mr. Alessandro Lanfranchi
Year of Establishment	2012
Number of Employees	>25
Fund Names	
Capital Under Management	>EUR 1bn
Number of Portfolio Companies	
Examples of Portfolio Companies	Hometogo, Oscar, Sennder, Getyourguide, Revolut, Eigen Technologies

### 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

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Lakestar is one of Europe's leading venture capital firms investing in technology companies led by exceptional entrepreneurs. Early investments included Skype, Spotify, Facebook and airbnb. Since raising a first fund in 2013, Lakestar manages three early stage funds, and more recently a growth fund. Lakestar has expanded and broadened their portfolio, with more recent investments in Oscar, GetYourGuide, Glovo, Sennder, Eigen and Revolut. Lakestar helps companies to identify new markets and expand into them rapidly, with a focus on the US and Europe. The team advises and supports portfolio companies in business development, recruitment, technology and marketing. The investments range from early stage companies to those in their growth stage.

## Contact Information

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Address	Baarerstrasse 14, 2nd floor 6300 Zug
E-mail Address	info@landfair.com
Website	www.landfair.com

## Company Information

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Key People	Mr. Jonathan Fragodt Mr. Stefan Jaeger
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

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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

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Landfair is an independent European investment management firm pursuing asset-backed dislocated opportunities. 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.

## Contact Information

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Address	Dufourstrasse 49 8008 Zürich
Telephone No	+41 44 244 13 70
E-mail Address	contact@lfgcapital.com
Website	www.lfgeurope.com

## Company Information

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Key People	Mr. Peter Rajapaksa Richards Mr. James Edward Edwards
Year of Establishment	
Number of Employees	9
Fund Names	
Capital Under Management	
Number of Portfolio Companies	
Examples of Portfolio Companies	

## Investment Preferences

---

Size of Investment	
Investment Stages	Buyout - Buyin
Industrial Sectors	All
Geographical Focus	All, Europe, Germany, Switzerland, United Kingdom
Type of Financing	Equity Financing, Majority Equity, Mezzanine

## Short Company Profile

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LFG Capital Partners makes sector-focused private equity investments in high-growth and high-potential companies across the world.



## LFPE S.A.

### Contact Information

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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

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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

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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.



## Private Markets Anlagen global erschliessen, nachhaltig umsetzen

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LGT Capital Partners ist ein führendes Investmenthaus, das auf alternative Anlagen mit starkem Fokus auf Private Markets spezialisiert ist und sich seit vielen Jahren stark im ESG-Bereich engagiert. Bereits 2002 haben wir begonnen, ESG-Kriterien in unsere Investmentprozesse zu integrieren und in der Finanzindustrie zu etablieren. 2008 waren wir einer der ersten Unterzeichner der UNPRI (Prinzipien für verantwortliches Investieren), seit 2018 ist LGT Capital Partners Mitglied des Vorstandes von PRI.

**80**

AUM IN  
MRD. USD

**600+**

INSTITUTIONELLE  
ANLEGER

**650+**

MITARBEITENDE  
WELTWEIT

**13**

STANDORTE  
WELTWEIT



[www.lgtcp.com](http://www.lgtcp.com)



**Capital Partners**

your partner for alternative investments

# LGT Capital Partners Ltd.



## Contact Information

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Address	Schützenstrasse 6 8808 Pfäffikon
Telephone No	+41 55 415 96 00
E-mail Address	lgt.cp@lgtcp.com
Website	www.lgtcp.com

## Company Information

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Key People	Dr. Roberto Paganoni Dr. Hans Markvoort
Year of Establishment	1998
Number of Employees	over 650
Fund Names	Crown family of funds, Castle family of funds
Capital Under Management	over USD 85bn
Number of Portfolio Companies	
Examples of Portfolio Companies	

## Investment Preferences

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

## Short Company Profile

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LGT Capital Partners is a leading alternative investment specialist with over USD 85 billion in assets under management and more than 600 institutional clients in 42 countries. An international team of over 650 professionals is responsible for managing a wide range of investment programs focusing on private markets, liquid alternatives and multi-asset class solutions. Headquartered in Pfäffikon (SZ), Switzerland, the firm has offices in Raleigh, New York, Dublin, London, Paris, Vaduz, Frankfurt am Main, Dubai, Beijing, Hong Kong, Tokyo and Sydney.

## Lincoln International



### Contact Information

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Address	Dufourstrasse 43 8008 Zürich
Telephone No	+41 44 57 64 300
Website	www.lincolninternational.ch

### Company Information

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Key People	Mr. Oyvind Bjordal Mr. Christoph-Sebastian Meier
Year of Establishment	2014
Number of Employees	11 (Switzerland) / 70+ (DACH) / 700+ (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 specializes in merger and acquisition advisory services, debt advisory services, private capital raising and restructuring advice on mid-market transactions. With twenty offices in the Americas, Asia and Europe, Lincoln International has strong local knowledge and contacts in key global economies. The firm provides clients with senior-level attention, in-depth industry expertise and integrated resources. By being focused and independent, Lincoln International serves its clients without conflicts of interest.

# Unique Insights. Thoughtful Execution.

## Our Industries

Business Services  
Consumer  
Energy, Power & Infrastructure  
Financial Institutions  
Healthcare  
Industrials  
Technology, Media & Telecom

## Our Services

Mergers & Acquisitions  
Capital Advisory  
Private Funds Advisory  
Valuations & Opinions  
Joint Ventures & Partnering

# 385+

closed transactions in  
2021 globally







# 60%

M&A transactions  
with strategic acquirer  
outcomes

# 33%

increase in sell-side  
transactions by volume  
from 2020 to 2021

## Recent Transactions in Switzerland

<p>Advent International with <b>EURAZEO</b></p> <p>have acquired</p> <p><b>planet</b></p> <p><b>datatrans.</b></p> <p>Buy-Side</p> <p></p>	<p><b>BERLAC GROUP</b></p> <p>has sold</p> <p><b>CETELON</b></p> <p>to</p> <p><b>PPG</b></p> <p>Sell-Side</p> <p></p>	<p>Founder</p> <p>has sold a minority stake in</p> <p><b>boost®</b></p> <p>to</p> <p><b>Crédit Mutuel Equity</b></p> <p>Sell-Side</p> <p></p>	<p><b>CALIDAGROUP</b></p> <p>has agreed to sell</p> <p><b>Lafuma</b></p> <p>to</p> <p><b>INSPIRING SPORT CAPITAL</b></p> <p>and a private investor</p> <p>Sell-Side</p> <p></p>	<p><b>ICIGIS MANAGEMENT</b> the business builders</p> <p>has sold</p> <p><b>SF TOOLING GROUP</b></p> <p>to</p> <p><b>storskogen</b></p> <p>Sell-Side</p> <p></p>	<p><b>SWISS POST</b></p> <p>has sold</p> <p><b>SecurePost</b></p> <p>to</p> <p><b>LOOMIS</b></p> <p>Sell-Side</p> <p></p>
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### Contact Information

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

### Company Information

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Key People	Mr. Marc Reinhardt
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

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

### Short Company Profile

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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

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

## Company Information

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Key People	Mr. Christoph Bigger 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

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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.



## Contact Information

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

## Company Information

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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

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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

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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

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

## Company Information

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Key People	Mr. Olivier Häner Mr. Erich Fierz
Year of Establishment	1958
Number of Employees	1'513
Fund Names	
Capital Under Management	
Number of Portfolio Companies	
Examples of Portfolio Companies	

## Investment Preferences

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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

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Migros Bank operates with 76 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.

## Milestone Investisseurs Management Sàrl



### Contact Information

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Address	Rue Edward Steichen 14, 4ème étage 2540 Luxembourg
Telephone No	+41 79 128 20 44
E-mail Address	erick.rinner@milestone-investisseurs.com
Website	www.milestone-investisseurs.com

### Company Information

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Key People	Mr. Erick Rinner Mr. Olivier Antomarchi
Year of Establishment	1999
Number of Employees	9
Fund Names	Milestone 2012 LP, Milestone investisseurs 2014 SLP, Milestone investisseurs 2016 SLP
Capital Under Management	EUR 200m
Number of Portfolio Companies	3
Examples of Portfolio Companies	ITX International, Swania International SA, Cadum International SA, BCR Group SA

### Investment Preferences

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Size of Investment	EUR 20-150m
Investment Stages	Buyout - Buyin, Expansion - Development Capital, Replacement Capital
Industrial Sectors	Computer Related, Consumer Related, Electronics, Energy, Environment, Finance - Insurance - Real Estate, Food - Beverages, Industrial Products and Services, Internet Technology, Manufacturing, Medical - Life Sciences - Health Related, Services, Telecommunications, Communications other, Transportation
Geographical Focus	Belgium, France, Luxembourg, Switzerland
Type of Financing	Majority Equity

### Short Company Profile

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Milestone Investisseurs is a private equity firm based in Luxembourg with presence in Geneva, Paris and Bruxelles, investing in management buy-outs and buy-ins valued between €20m and €100m with strong growth potential through organic growth and/or add-on acquisitions.

## Mill Reef Capital AG

### Contact Information

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

### Company Information

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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

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

### Short Company Profile

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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

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

## Company Information

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Key People	Dr. Christian Diller Dr. Marco Wulff
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

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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

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

### Company Information

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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

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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

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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

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Address	Karl-Liebknecht-Straße 34 10119 Berlin
Telephone No	+49 172 583 22 17
E-mail Address	team@moonfare.com

## Company Information

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Key People	Mr. Khaled Agha
Year of Establishment	2016
Number of Employees	170
Fund Names	
Capital Under Management	USD 1.5bn
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.

## Contact Information

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Address	Seestrasse 160 8002 Zürich
Telephone No	+41 43 433 10 40
E-mail Address	info@msemerson.com
Website	www.www.moore-emerson.com

## Company Information

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Key People	Mr. Kenneth Bransom Mr. Ulli Widmer
Year of Establishment	
Number of Employees	12
Fund Names	
Capital Under Management	
Number of Portfolio Companies	
Examples of Portfolio Companies	

## Investment Preferences

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Size of Investment	
Investment Stages	None
Industrial Sectors	Services
Geographical Focus	United States of America
Type of Financing	None

## Short Company Profile

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Moore Emerson GmbH advises private equity investors regarding the US federal income tax impact to investors investing into the US as well as the impact on US investors investing in Swiss based private equity funds.

# Mountain Labs AG



## Contact Information

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

## Company Information

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Key People	Mr. Thomas de Camborne Lucy Mr. Patrick Aisher
Year of Establishment	2021
Number of Employees	3
Fund Names	
Capital Under Management	
Number of Portfolio Companies	5
Examples of Portfolio Companies	Sonnect, Native Waves, Aleva Neurotherapeutics, Bricksave, D2.

## 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	Steinberggasse 23 8400 Winterthur
Telephone No	+41 52 269 21 12
E-mail Address	<a href="mailto:martin@m-win.ch">martin@m-win.ch</a>
Website	<a href="http://www.msmsgroup.ch/investorenvereinigung">www.msmsgroup.ch/investorenvereinigung</a>

## Company Information

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Key People	Dr. Jürg Martin
Year of Establishment	2001
Number of Employees	
Fund Names	
Capital Under Management	
Number of Portfolio Companies	
Examples of Portfolio Companies	

## Investment Preferences

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

## Short Company Profile

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MSM Investorenvereinigung is an association (a "business angel's club") with its seat in Winterthur. Its purpose is to inform and support its members in investing in non quoted companies, particularly in such who create jobs in Switzerland. The club promotes common investing by its members and third parties and offers appropriate legal tools when needed. Die MSM Investorenvereinigung ist ein Verein (ein "Business Angels Club") mit Sitz in Winterthur. Er bezweckt die Information und Unterstützung der Mitglieder bei der Anlage von Geldern in nicht börsennotierte Gesellschaften, namentlich solche, die in der Schweiz neue Arbeitsplätze schaffen. Der Verein fördert das gemeinsame Investieren durch Vereinsmitglieder und Dritte in solche Unternehmen und stellt bei Bedarf geeignete rechtliche Strukturen zur Verfügung.

## 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

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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

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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

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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
Website	www.mutares.de

## Company Information

Key People	Mr. Robin Laik Mr. Johannes Laumann
Year of Establishment	2008
Number of Employees	>15.000 (Group); >160 (Holding)
Fund Names	
Capital Under Management	EUR >2,4 Mrd.
Number of Portfolio Companies	23
Examples of Portfolio Companies	Terranor Group, Lapeyre, LMS, Frigoscandia, Donges 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	Central and Eastern Europe
Type of Financing	Equity Financing

## Short Company Profile

Mutares erwirbt als börsennotierte Private-Equity-Holding mit Büros in München (HQ), Amsterdam, Frankfurt, London, Madrid, Mailand, Paris, Stockholm und Wien mittelständische Unternehmen und Konzernteile mit Sitz in Europa, 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 Performance-Dividende besteht. Die Aktien der Mutares SE & Co. KGaA werden an der Frankfurter Wertpapierbörse unter dem Kürzel „MUX“ (ISIN: DE000A2NB650) gehandelt. Mehr als 36% der Aktien befinden sich im Besitz von Management und Aufsichtsrat, die somit signifikant in den Wertschöpfungsprozess involviert sind.

# Special Situations Private Equity Investor

9

European offices

+150%

Holding Net Income  
since 2019

20

transactions  
in 2021

Mutares SE & Co. KGaA, as a listed private equity holding company, acquires small- and medium-sized companies and parts of groups in special situations with headquarters in Europe that show significant potential for operational improvement and are sold again after undergoing a repositioning and stabilization process. We actively support and develop our portfolio companies with our own investment and operations teams as well as through acquisitions of strategic add-ons. With a focus on sustainable growth of the portfolio companies, the objective is to achieve a significant increase in value with a ROIC (return on invested capital) of 7 to 10 times on the total investment.

Learn more: [www.mutares.com](http://www.mutares.com)

Ticker: **MUX** (ISIN: DE000A2NB650)

# MUTARES



## Contact Information

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

## Company Information

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Key People	Mr. Martin Gut Mr. Hans Valer
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Year of Establishment

Number of Employees 11

Fund Names

Capital Under Management

Number of Portfolio Companies

Examples of Portfolio Companies

## Investment Preferences

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

## Short Company Profile

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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.

## Contact Information

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

## Company Information

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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	1
Examples of Portfolio Companies	

## Investment Preferences

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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

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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

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Address	Börsenstrasse 26 8001 Zürich
Telephone No	+41 44 219 77 50
E-mail Address	info-switzerland@nb.com
Website	www.nb.com

## Company Information

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Key People	Mr. Fabio Castrovillari Ms. Michelle De Piante
Year of Establishment	1987 (PE), 1939 Neuberger Berman
Number of Employees	200 PE investment professionals; 2'400 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 86bn (since inception through December 2021) for Private Equity, USD 460bn (Neuberger Berman)
Number of Portfolio Companies	LP in over 575 active private equity funds, over 400 direct equity and debt investments
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

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Neuberger Berman Private Equity is a leading global private equity investor with over 30 years of experience and has managed over \$86 billion of commitments since inception through December 2021 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 200 private equity professionals has a global presence with offices in the U.S., Europe, Asia and South America. For more information, please visit our website at [www.nb.com](http://www.nb.com).

# Neventa Capital SA



## Contact Information

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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

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Key People	Mr. Wissam Mansour Mr. Thomas Baden
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Year of Establishment	
Number of Employees	8
Fund Names	
Capital Under Management	
Number of Portfolio Companies	
Examples of Portfolio Companies	

## Investment Preferences

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Size of Investment	> 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

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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	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	Continental Europe, Europe, Switzerland, United States of America, Western Europe
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

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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

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Key People	Mr. Hans Ploos Mr. David Layton
Year of Establishment	1996
Number of Employees	>1500
Fund Names	
Capital Under Management	USD 127bn
Number of Portfolio Companies	>8'000 (directly and indirectly)
Examples of Portfolio Companies	Techem, Reedy Industries, Vishal Mega Mart, Confluent Health, Blue River PetCare, Schleich, Parmaco, Resilient Infrastructure Group, Careismatic Brands, Ecom Express, Wedgewood Pharmacy, Telepass, PCI Pharma Services, Rovensa, VSB Group, EyeCare Partners

## Investment Preferences

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

## Short Company Profile

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Partners Group is a leading global private markets firm. Since 1996, the firm has invested over USD 170 billion in private equity, private real estate, private debt, and private infrastructure on behalf of its clients globally. Partners Group seeks to generate strong 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 127 billion in assets under management as of 31 December 2021, 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 1,500 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).

## 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. Werner Schnorf Mr. Andreas Ziegler
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	5
Examples of Portfolio Companies	Hübner Oberflächentechnik (D), Roth Gruppe (CH), Netzlink (D), Bächler + Güttinger (CH), Octo Actuators (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 is one of the leading investment firms in the DACH region advising on buyout and growth investments in small and medium-sized companies. Patrimonium Private Equity aims to create value by actively engaging with business owners and their management to implement growth, buy & build, internationalization and digital transformation strategies. We seek controlling stakes in companies active in industrial, consumer goods or services sectors and provide tailored solutions in the context of succession of family-owned businesses, MBO/MBI's, corporate spin-offs and expansion financings. The investment team is led by senior professionals and supported by a network of industrial advisors who all have substantial operational C-level experience in various industries. The team has advised on 38 transactions deploying more than CHF 420m 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 over CHF 3bn assets under management, employs around 70 professionals and operates offices in Crissier near Lausanne, in Zurich and in Baar in Switzerland.

# Petiole Asset Management AG



## Contact Information

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Address	Bahnhofstrasse 64 8001 Zürich
Telephone No	+41 41 552 5300
E-mail Address	info@petiole.com
Website	www.petiole.com

## Company Information

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Key People	Mr. Naji Nehme Mr. David Edman
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

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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

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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

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Key People	Mr. Maurizio Arrigo
Year of Establishment	1991
Number of Employees	84 (as at end of December 2019)
Fund Names	
Capital Under Management	USD 29.3bn (as at end of December 2019)
Number of Portfolio Companies	
Examples of Portfolio Companies	

### Investment Preferences

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Size of Investment	
Investment Stages	Buyout - Buyin
Industrial Sectors	All
Geographical Focus	Asia, Europe, North America
Type of Financing	Equity Financing

### Short Company Profile

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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.

# Planet Power Finance AG



## Contact Information

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Address	Wollerausstrasse 41a 8807 Freienbach
Telephone No	+41 55 511 18 98
E-mail Address	info@planetpowerfinance.com
Website	www.planetpowerfinance.com

## Company Information

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Key People	Ms. Amy Halliday Dr. Thorsten Schulz
Year of Establishment	
Number of Employees	5-10
Fund Names	
Capital Under Management	
Number of Portfolio Companies	
Examples of Portfolio Companies	

## Investment Preferences

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Size of Investment	
Investment Stages	Early-Stage, Expansion - Development Capital, Mezzanine - Bridge Finance, Seed Capital, Start-up Capital
Industrial Sectors	Energy, Environment
Geographical Focus	Asia, Australia, Latin America, United States of America, Western Europe
Type of Financing	Equity Financing, Loans, Minority Equity, Mezzanine, Senior Debt

## Short Company Profile

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PPF is an investor in green hydrogen; We invest in entrepreneurs and projects along the entire value chain of green hydrogen, from generation, storage, transport to usage.

## Contact Information

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Address	Brandschenkestrasse 41 8002 Zürich
Telephone No	+41 43 488 57 92
E-mail Address	info@plenum.ch
Website	www.plenum.ch

## Company Information

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Key People	Mr. Nico Rischmann Mr. Daniel Grieger
Year of Establishment	2001
Number of Employees	9
Fund Names	Plenum European Insurance Bond Fund
Capital Under Management	USD 500m
Number of Portfolio Companies	5
Examples of Portfolio Companies	

## Investment Preferences

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

## Short Company Profile

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Plenum Investments Ltd. is an independent investment manager specializing in insurance risks for institutional and professional clients. The core competence lies in the management of natural catastrophes, longevity risks and regulatory insurance capital. The investment focus is on transparent and sustainable investment solutions. Plenum Investments Ltd. is an established provider in the UCITS CAT Bond Fund segment and is a leader in the sustainability analysis of capital market-based transfers of insurance risks. As a licensed asset manager, Plenum Investments Ltd. has been subject to the Swiss Collective Investment Schemes Act (KAG) since 2001. It is overseen by the Swiss Financial Market Supervisory Authority (FINMA).

## Contact Information

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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

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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

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

## Short Company Profile

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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

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Address	Brandschenkestrasse 47 8002 Zürich
Telephone No	+41 44 200 35 00
E-mail Address	zurich@portad.com
Website	www.portad.com

## Company Information

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Key People	Mr. Nicolas Von der Schulenburg Mr. Dirk Lienemann
Year of Establishment	1994
Number of Employees	130
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)
Capital Under Management	USD 35bn
Number of Portfolio Companies	
Examples of Portfolio Companies	

## Investment Preferences

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

## Short Company Profile

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Portfolio Advisors, LLC is an independent, employee-owned firm that provides tailored private equity, private real estate, and private credit investment solutions through separately managed accounts and through commingled fund programs. We invest on behalf of our clients and funds across the private markets spectrum. More than 1,900 limited partners have invested in various Portfolio Advisors sponsored funds. Portfolio Advisors has been an Investment Advisor registered with the U.S. Securities and Exchange Commission since 1994, and is also a Qualified Professional Asset Manager. With offices in the U.S., Europe, and Asia, Portfolio Advisors has established a global footprint in a global asset class.



## Private Equity Holding AG

### Contact Information

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Address	Gotthardstrasse 28 6302 Zug
Telephone No	+41 41 726 79 80
E-mail Address	info@peh.ch
Website	www.peh.ch

### Company Information

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Key People	Dr. Hans Baumgartner Ms. Anna Knaub
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 Partners VI, Bridgepoint Europe IV, Institutional Venture Partners XII, Acino, Aston Martin, Enanta Pharmaceuticals

### Investment Preferences

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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

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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	Birchstrasse 160 8050 Zürich
Telephone No	+41 58 792 44 00
Website	<a href="http://www.pwc.com/ch">www.pwc.com/ch</a>

### Company Information

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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

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

### Short Company Profile

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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](http://www.pwc.ch).

### Contact Information

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Address	Splügenstrasse 6 8002 Zürich
Telephone No	+41 79 550 61 11
E-mail Address	info@qashqade.com
Website	www.qashqade.com

### Company Information

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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

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

### Short Company Profile

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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	Rue de Lausanne 20bis 1201 Genève
Telephone No	+41 22 518 83 00
E-mail Address	contact.infra@quaerocapital.com
Website	www.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, Frasier, 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

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Address	Kirchenweg 8 8008 Zürich
Telephone No	+41 44 878 99 99
Website	www.qref.ch

## Company Information

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Key People	Mr. Adrian Friedli Ms. My Truong
Year of Establishment	
Number of Employees	10+
Fund Names	
Capital Under Management	CHF 2 Mrd.+
Number of Portfolio Companies	
Examples of Portfolio Companies	

## Investment Preferences

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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

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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.

## Reichmuth & Co Investment Management AG

## REICHMUTH & CO

### Contact Information

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Address	Rütligasse 1 6000 Luzern
Telephone No	+41 41 249 49 49
Website	<a href="http://www.reichmuth-infrastruktur.ch">www.reichmuth-infrastruktur.ch</a>

### Company Information

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Key People	Mr. Marc Moser Dr. Stefan Hasenböhler
Year of Establishment	
Number of Employees	20
Fund Names	Reichmuth Infrastruktur Schweiz KmGK, Reichmuth Infrastruktur II KmGK, Reichmuth Sustainable Infrastructure SCSp, Reichmuth Himalaja, Reichmuth Matterhorn
Capital Under Management	CHF 3bn
Number of Portfolio Companies	16 Infrastructure Portfolio Companies
Examples of Portfolio Companies	InRoll AG, EBL Fernwärme AG, Various Onshore Wind Farms

### Investment Preferences

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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

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Reichmuth & Co Investment Management AG is the asset management arm of Reichmuth & Co Privatbankiers. The core competences are direct infrastructure investments and manager selection. The dedicated infrastructure team focuses on direct investments in the transport, energy infrastructure and waste disposal / water sectors.

# Remaco Holding AG



## Contact Information

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Address	Hirzbodenweg 103 4020 Basel
Telephone No	+41 61 319 51 51
E-mail Address	remaco@remaco.com
Website	www.remaco.com

## Company Information

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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

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

## Short Company Profile

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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 plannings & company sales, MBOs & MBIs, growth financings etc.) with extraordinary investment opportunities and management teams. For further information go to [www.remaco.com](http://www.remaco.com).

## Contact Information

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Address	Rue du Léman 14 1920 Martigny
Telephone No	+41 27 721 37 00
E-mail Address	info@reprisegroup.ch
Website	www.reprisegroup.ch

## Company Information

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Key People	Mr. Jean-Noël Pasquier
Year of Establishment	2016
Number of Employees	4
Fund Names	
Capital Under Management	
Number of Portfolio Companies	2
Examples of Portfolio Companies	

## Investment Preferences

---

Size of Investment	0-10m
Investment Stages	Early-Stage, Seed Capital
Industrial Sectors	Electronics, Finance - Insurance - Real Estate, Industrial Automation, Industrial Products and Services, Internet Technology, Manufacturing, Services, Transportation
Geographical Focus	None
Type of Financing	Equity Financing, Majority Equity

## Short Company Profile

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A Swiss private equity investment platform and financial advisory house focused on local and transborder operations, Reprise Capital SA is active across a wide array of sectors and industries, including real estate development, retail and new technologies.

## Contact Information

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Address	Rämistrasse 8 8001 Zürich
Telephone No	+41 43 268 20 30
Website	www.riveancapital.com

## Company Information

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Key People	Mr. Gianluigi Manna Mr. Roman Ornik
Year of Establishment	1982
Number of Employees	9
Fund Names	Gilde Buy Out Fund I, II, III, IV, V, VI
Capital Under Management	CHF 3.0bn
Number of Portfolio Companies	19
Examples of Portfolio Companies	CABB, ESDEC, Eichholtz, MBK Fincom, Muon, ProGamersGroup, Riri, Royal Ten Cate, Soudronic, Spandex, TAS Group, Tonerpartner

## Investment Preferences

---

Size of Investment	
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 Zurich, Frankfurt, Milan, Utrecht 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.

## Contact Information

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Address	Muhlebachstrasse 200 8008 Zürich
Telephone No	+41 79 460 36 46
Website	www.rosedgecapital.com

## Company Information

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Key People	Ms. Laura Rusu
Year of Establishment	
Number of Employees	2
Fund Names	
Capital Under Management	
Number of Portfolio Companies	
Examples of Portfolio Companies	

## Investment Preferences

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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, Luxembourg, Moldova, Netherlands, North America, Norway, Poland, Portugal, Romania, Scandinavia, Slovakia, Slovenia, Spain, Sweden, Switzerland, United Kingdom, Western Europe
Type of Financing	Loans, Mezzanine, Senior Debt

## Short Company Profile

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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.

# Sancovia Corporate Finance AG



## Contact Information

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Address	Wolleraustrasse 41b 8807 Freienbach
Telephone No	+41 44 533 06 50
Website	www.sancovia.com

## Company Information

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Key People	Mr. Michael Rolf
Year of Establishment	2012
Number of Employees	25
Fund Names	
Capital Under Management	
Number of Portfolio Companies	
Examples of Portfolio Companies	

## Investment Preferences

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Size of Investment	
Investment Stages	All
Industrial Sectors	All
Geographical Focus	Austria, Germany, Switzerland
Type of Financing	All

## Short Company Profile

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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 25 Mitarbeitern an vier Standorten in Deutschland und der Schweiz. 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 100 erfolgreich abgeschlossenen Transaktionen in den letzten 8 Jahren zählt die Sancovia Gruppe zu den erfolgreichsten Corporate Finance Unternehmen in der DACH Region.

## Contact Information

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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

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Key People	Mr. Christoph Bachmann Mr. Richard Damming
Year of Establishment	1997
Number of Employees	over 450
Fund Names	Schroders Capital Private Equity Global, Europe, US, Asia, Global Direct, Europe Direct, Global Innovation, Secondaries, Healthcare Schroder GAIA II Global PE, - Global Innovation Private Plus
Capital Under Management	USD 70bn (as of 31 September 2021)
Number of Portfolio Companies	
Examples of Portfolio Companies	

## Investment Preferences

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

## Short Company Profile

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Schroders Capital is a business built to provide investors with access to a broad range of private asset investment opportunities, portfolio building blocks and customised private asset 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 asset 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 \$70 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 at 31 September 2021

Contact Information

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Address	Bundesgasse 35 3001 Bern
Telephone No	+41 31 389 61 11
Website	www.mobiliar.ch

Company Information

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Key People	Ms. Gisela Jaeggi Mr. Marius Tobler
Year of Establishment	1999
Number of Employees	
Fund Names	
Capital Under Management	CHF 24bn
Number of Portfolio Companies	
Examples of Portfolio Companies	

Investment Preferences

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

Short Company Profile

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## Contact Information

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Address	Färberstrasse 6 8008 Zürich
Telephone No	+41 76 339 14 14
E-mail Address	contact@serpentine.vc
Website	www.serpentine.vc

## Company Information

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Key People	Mr. Thomas Fecker Boxler Mr. Max Meister
Year of Establishment	2019
Number of Employees	12
Fund Names	Serpentine Rookie Fund I SCSp, Serpentine Flagship Fund I SCSp, SICAV-RAIF, SSUG PIPE Fund SCSp, SICAV-RAIF, Swiss Diabetes Venture Fund I SCSp, SICAV-RAIF
Capital Under Management	
Number of Portfolio Companies	39
Examples of Portfolio Companies	See <a href="http://www.serpentine.vc/portfolio">www.serpentine.vc/portfolio</a>

## Investment Preferences

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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
Geographical Focus	Switzerland
Type of Financing	Equity Financing, Loans

## Short Company Profile

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Serpentine Ventures (SERV) is the investment arm of the Swiss Startup Group. SERV was founded by experienced entrepreneurs as well as financial services professionals and works with exceptional entrepreneurial talent to build and invest in technology driven ventures.

## Contact Information

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Address	Dammstrasse 19 6300 Zug
Telephone No	+41 79 488 88 52

## Company Information

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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

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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

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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

## Contact Information

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Address	Hardturmstrasse 133 8005 Zürich
Telephone No	+41 44 271 55 50
E-mail Address	info@soleal.ch
Website	www.soleal.ch

## Company Information

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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	10-15
Examples of Portfolio Companies	ASS Alu-Schaltschränke AG, Wärmebehandlung Klingnau AG, Loma Drehteile GmbH & Co. KG, olo marzipan O. Lohner AG, Härtereier Arbon AG und Zwick GmbH

## Investment Preferences

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Size of Investment	>CHF 2m EBITDA 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

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Soleal Unternehmerkapital AG is investing exclusively the founders' private capital.

## Contact Information

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Address	Ampèrestrasse 3 8037 Zürich
Telephone No	+41 44 735 81 00
E-mail Address	info@solivag.com

## Company Information

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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

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Size of Investment	
Investment Stages	
Industrial Sectors	Biotechnology, Energy, Finance - Insurance - Real Estate, Internet Technology
Geographical Focus	
Type of Financing	

## Short Company Profile

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## StartAngels Network

## StartAngels Network

### Contact Information

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Address	Zürichbergstrasse 150 8044 Zürich
E-mail Address	mgmt@startangels.ch
Website	www.startangels.ch

### Company Information

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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 Micro Devices, Bcomp, AOT, Bioversys, Nanotion, Malcisbo, Credentis, Attolight, Pearltec, Greenteg, Procedural, Virtamed, Arktis, Koaba, Memonic etc

### Investment Preferences

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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, Telecommunications
Geographical Focus	Switzerland
Type of Financing	Equity Financing

### Short Company Profile

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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

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Address	Bahnhofstrasse 10 / Börsenstrasse 18 8001 Zürich
Telephone No	+41 44 980 80 00
E-mail Address	info@strategicswisspartners.com
Website	www.strategicswisspartners.com

## Company Information

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Key People	Mr. Guna Mahalingam Mr. Maurus Bossi
Year of Establishment	
Number of Employees	6
Fund Names	
Capital Under Management	
Number of Portfolio Companies	
Examples of Portfolio Companies	

## Investment Preferences

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Size of Investment	
Investment Stages	All
Industrial Sectors	All, Biotechnology, Energy, Finance - Insurance - Real Estate, Internet Technology, Medical - Life Sciences - Health Related
Geographical Focus	Asia, Continental Europe, Middle East, Switzerland
Type of Financing	All

## Short Company Profile

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Strategic Swiss Partners (SSP) is a leading boutique management & financial advisory firm with multiple years of industry experience, initiating new and enhancing existing business opportunities and investments. Headquartered in Switzerland with sub-offices in Malaysia and the UAE, the company and the SSP platform profit from a vast partner network, all prominent advisors and senior leadership professionals from all over the world. We serve multinational corporations, Fortune 500 companies, governments, institutions and high net worth individuals and deliver customized solutions to our clients with the objective to realize the full potential of market opportunities. We open markets specifically in Asia and the Middle East to help our clients gain market access in the most effective and efficient way. Through our Financial Services platform, we actively provide services covering: - Investment Advisory & Transaction Support - Mergers & Acquisitions, as well as - Project Finance In our core markets, being Private Equity in health care, disruptive technologies, energy and more, we are able to offer and work with a wide range of projects from green field developments to investments in established companies.

## Contact Information

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Address	Gartenstrasse 4 6300 Zug
Telephone No	+41 41 727 89 89
E-mail Address	office@swiss-5-group.ch
Website	www.swiss-5-group.ch

## Company Information

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Key People	Mr. Emanuel Grauwiler
Year of Establishment	
Number of Employees	
Fund Names	
Capital Under Management	
Number of Portfolio Companies	
Examples of Portfolio Companies	

## Investment Preferences

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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

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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.

## Swiss ICT Investor Club (SICTIC)



### Contact Information

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Address	Stockerstrasse 44 8002 Zürich
Telephone No	+41 79 850 69 66
E-mail Address	info@sictic.ch
Website	www.sictic.ch

### Company Information

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Key People	Mr. Thomas Ackermann 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, Apiax, 9TLabs

### Investment Preferences

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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

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Swiss ICT Investor Club (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](http://www.sictic.ch).

## Contact Information

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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

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Key People	Dr. Bernhard Vögeli
Year of Establishment	2014
Number of Employees	9
Fund Names	Swiss Mortgage Fund I, others
Capital Under Management	CHF 1'300m
Number of Portfolio Companies	
Examples of Portfolio Companies	

## Investment Preferences

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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

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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 different investment strategies. Tavis Capital's experienced team have complementary backgrounds and a designated track record in investment management.

# The Corporate Finance Group



## Contact Information

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Address	Beethovenstrasse 11 8002 Zürich
Telephone No	+41 44 287 22 55
E-mail Address	info@tcfg.ch
Website	www.tcfg.ch

## Company Information

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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

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

## Short Company Profile

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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

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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

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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

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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

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Address	Dufourstrasse 101 8008 Zürich
Telephone No	+41 44 500 01 20
E-mail Address	info@twelvecapital.com
Website	www.twelvecapital.com

## Company Information

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Key People	Dr. Urs Ramseier Mr. Nils Ossenbrink
Year of Establishment	
Number of Employees	26
Fund Names	
Capital Under Management	CHF 4bn
Number of Portfolio Companies	
Examples of Portfolio Companies	

## Investment Preferences

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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

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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

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Address	Europaallee 21 8004 Zürich
Telephone No	+41 44 234 11 11
Website	www.ubs.com

### Company Information

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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

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

### Short Company Profile

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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.

## UBS Corporate Finance Schweiz



### Contact Information

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Address	Max-Högger-Strasse 80 8098 Zürich
Website	<a href="http://www.ubs.com/ch/en/swissbank/corporates/corporate-finance">www.ubs.com/ch/en/swissbank/corporates/corporate-finance</a>

### Company Information

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Key People	Mr. Patrick Forte Mr. Marcel Waller
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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

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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.

### Contact Information

Address	Av. de Champel 8c 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	207 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	EUR 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](http://www.unigestion.com/expertise/private-equity).

## ValleyRoad Capital SA



### Contact Information

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Address	Le Trési 9B 1028 Préverenges
Telephone No	+41 22 906 10 20
E-mail Address	info@valleyroadcapital.com
Website	www.valleyroadcapital.com

### Company Information

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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

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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

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## Contact Information

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Address	Färberstrasse 6 8008 Zürich
Telephone No	+41 44 269 60 90
E-mail Address	info@verium.ch
Website	www.verium.ch

## Company Information

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Key People	Mr. Marc Erni Mr. Rogier Engelsma
Year of Establishment	2011
Number of Employees	15
Fund Names	
Capital Under Management	not publicly disclosed
Number of Portfolio Companies	more than 20
Examples of Portfolio Companies	Ceposa AG, Quickmail AG, basefit.ch AG (exited 2018), Home Instead Holding AG, Medbase AG, Christ & Heiri Holding AG, Trueb AG (exited 2015), swiss smile Holding AG (exited 2013), Toradex AG, Mobil in Time AG, Dswiss, Zünd AG, dbi Services SA

## Investment Preferences

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Size of Investment	CHF 10-50m
Investment Stages	Buyout - Buyin, Expansion - Development Capital, Replacement Capital
Industrial Sectors	All
Geographical Focus	Austria, Germany, Switzerland
Type of Financing	Equity Financing, Majority Equity, Minority Equity

## Short Company Profile

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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

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Address	Bahnhofstrasse 1 8852 Altendorf
Telephone No	+41 41 729 00 00
Website	www.vipartners.ch

## Company Information

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Key People	Mr. Alain Nicod Mr. Diego Braguglia
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, Nextthink, Inositec, Araris, Amal, iOnctura

## Investment Preferences

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Size of Investment	CHF 0.5-10m
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

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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

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Address	Oberneuhofstrasse 3 6340 Baar
Telephone No	+41 41 724 86 60
E-mail Address	contact@vicendagroup.com
Website	www.vicendagroup.com

### Company Information

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Key People	Mr. Dominik Kammermann Mr. Adrian Edelmann
Year of Establishment	2013
Number of Employees	15
Fund Names	
Capital Under Management	
Number of Portfolio Companies	
Examples of Portfolio Companies	

### Investment Preferences

---

Size of Investment	CHF 10-50m
Investment Stages	Buyout - Buyin, Expansion - Development Capital, Mezzanine - Bridge Finance, Privatisation, Turnaround - Restructuring
Industrial Sectors	All
Geographical Focus	Europe
Type of Financing	Loans, Mezzanine, Senior Debt

### Short Company Profile

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Vicenda is an international investment boutique focusing on Private Debt, headquartered in Baar/Zug. 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.

## Contact Information

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Address	Talstrasse 83 8036 Zürich
Telephone No	+41 44 296 68 79
E-mail Address	patrick.frei@vistra.com
Website	www.vistra.com

## Company Information

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Key People	Mr. Patrick Frei
Year of Establishment	
Number of Employees	60
Fund Names	
Capital Under Management	
Number of Portfolio Companies	
Examples of Portfolio Companies	

## Investment Preferences

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Size of Investment	
Investment Stages	Expansion - Development Capital
Industrial Sectors	All
Geographical Focus	All
Type of Financing	None

## Short Company Profile

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Vistra is a market leading provider of corporate services globally with \$369 billion of alternative assets under administration. Our versatile group of professionals provide a uniquely broad range of services and solutions tailored to meet the unique requirements of each individual client. Vistra has a deep understanding of the professional worlds of its clients and a proven track record of offering highly tailored solutions. We provide the people, processes and products to help our clients run compliant, risk-managed and operationally efficient international organizations. Our clients are among the largest companies in the world and include global operating banking groups, industrial companies, real estate investors and technology companies. We also provide services to some of the world's largest pharmaceutical companies and international fashion designers.

### Contact Information

Address	Gotthardstrasse 43 8022 Zürich
Telephone No	+41 58 283 63 22
Website	www.vontobel.com

### Company Information

Key People	Mr. Alain Jenny Mr. Hanspeter R. Gehrler
Year of Establishment	1924
Number of Employees	2,109 (as of 31.12.2021)
Fund Names	
Capital Under Management	CHF 268 bn (as of 31.12.2021)
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

Vontobel is a globally active financial expert with Swiss roots, specialized in wealth management, active asset management and investment solutions. Vontobel Wealth Management is committed to actively managing client assets with foresight across generations through a holistic approach, an accurate markets monitoring, anticipating trends and opportunities as well as developing individual solutions. Within Wealth Management, the Capital Advisory team composed of seasoned investment bankers offers a comprehensive range of services including differentiated investment solutions, corporate finance services, debt financing and other exclusive offerings, tailored to the needs of entrepreneurs and UHNWIs. Vontobel Asset Management is an active asset manager with global reach and a multi-boutique approach. Each boutique draws on specialized investment talent, a strong performance culture and robust risk management, delivering leading-edge solutions for both institutional and private clients. Moreover, Vontobel aims to be the leading investment partner for financial intermediaries in Switzerland, Germany and Asia, combining technology, investment solutions and Swiss custody and execution services. Across all core activities, Vontobel is using the benefits of digitization to offer an improved client experience and to enhance the effectiveness and efficiency of service delivery. The registered shares of the Vontobel Holding AG are listed on the SIX Swiss Exchange. The Vontobel families' close ties to the company guarantee its entrepreneurial independence. Finally yet importantly, Vontobel considers the resulting freedom an obligation to assume social responsibility.

## VP Fund Solutions (Liechtenstein) AG



### Contact Information

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Address	Aeulestrasse 6 9490 Vaduz
Telephone No	+423 235 67 67
E-mail Address	fundsetup@vpbank.com
Website	www.vpfundsolutions.com

### Company Information

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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

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Size of Investment	
Investment Stages	All
Industrial Sectors	All
Geographical Focus	Asia, Europe, United Kingdom
Type of Financing	All

### Short Company Profile

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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.

# Waterland Private Equity AG



## Contact Information

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Address	Brandschenkestrasse 96 8002 Zürich
Telephone No	+41 44 668 54 00
E-mail Address	info@waterland.ch
Website	www.waterland.ch

## Company Information

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Key People	Mr. Philippe Moser
Year of Establishment	1999
Number of Employees	36 (DACH)
Fund Names	Waterland Private Equity Fund VI-VIII
Capital Under Management	EUR 8.5bn
Number of Portfolio Companies	60
Examples of Portfolio Companies	Farner, Netrics, Seniocare

## Investment Preferences

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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

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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 700 companies. Waterland currently has EUR 8.5bn of equity. In addition, Waterland has access to extensive leveraged finance funding.

## Contact Information

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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

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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

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

## Short Company Profile

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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

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Address	Dufourstrasse 56 8034 Zürich
Telephone No	+41 58 958 58 58
E-mail Address	mail@wengervieli.ch
Website	www.wengervieli.ch

## Company Information

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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

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

## Short Company Profile

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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.

## YIELCO Investments (Switzerland) AG



### Contact Information

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Address	Rietbrunnen 48 8808 Pfäffikon SZ
Telephone No	+41 55 510 07 14
Website	www.yielco.com

### Company Information

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Key People	Mr. Claudio Ghisu Mr. Cédric Frei
Year of Establishment	
Number of Employees	4
Fund Names	
Capital Under Management	EUR 6.1 Mrd.
Number of Portfolio Companies	
Examples of Portfolio Companies	

### Investment Preferences

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

### Short Company Profile

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YIELCO Investments ist fokussiert auf Alternative Anlagen, die attraktive und langfristig planbare Erträge generieren. Assetklassen mit stabilen, laufenden Renditen und einem konservativen Risikoprofil wie Infrastruktur und Private Debt bilden den Schwerpunkt des Leistungsangebots. Darüber hinaus investiert YIELCO im Bereich Private Equity in Spezial-Situationen wie Restrukturierungen, Carve-outs und Distressed Debt. Dabei steht die Erzielung einer attraktiven Gesamtrendite im Vordergrund.

# Zuger Partners AG



## Contact Information

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Address	Vorderbergstrasse 26 6318 Walchwil – Zug
Telephone No	+41 41 758 28 55
Website	www.zugerpartners.com

## Company Information

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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	100m
Number of Portfolio Companies	
Examples of Portfolio Companies	

## Investment Preferences

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Size of Investment	0.1-2m
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	Africa, Asia, Continental Europe, Switzerland, United States of America
Type of Financing	Majority Equity

## Short Company Profile

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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

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Address	Zürcherstrasse 39J 8952 Schlieren
Telephone No	+41 43 216 66 11
E-mail Address	ventures@zuehlke.com
Website	www.zuehlkeventures.com

## Company Information

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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

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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

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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

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Address	Postfach 8010 Zürich
Telephone No	+41 44 292 24 64
E-mail Address	start-ups@zkb.ch / capitalmarkets@zkb.ch
Website	www.zkb.ch

## Company Information

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Key People	Mr. Fabian Bamert 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

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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

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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.

## ALTENBURGER LTD legal + tax

### Contact Information

Address	Seestrasse 39, 8700 Küsnacht
Telephone No	+41 58 810 22 22
Website	<a href="http://www.altenburger.ch">www.altenburger.ch</a>
Key People	Mr. Thierry Thormann / Mr. Massimo Calderan
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.

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## Alternative Capital Management AG

### Contact Information

Address	Tödistrasse 61, 8002 Zürich
Telephone No	+41 44 787 33 33
Website	<a href="http://www.acmanagement.ch">www.acmanagement.ch</a>
Key People	Mr. David Guggenheim / Mr. Markus Huber
Year of establishment / Employees	2005 / 9

### 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	+41 58 266 86 17
Website	<a href="http://www.aon.com/m-and-a-transaction">www.aon.com/m-and-a-transaction</a>
Key People	Mr. Hansjörg Pezzei / Mr. Roger Wirth
Year of establishment / Employees	1997 / 380

### Short Company Profile

Aon M&A and Transaction Solutions is a global team of diverse experts fiercely focused on driving the greatest return, while minimising 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 the leading broker of core M&A insurance solutions such as Warranty & Indemnity and Tax Liability insurances. Aon's M&A Solutions: Risk & Insurance Due Diligence, Risk Mitigation Strategies, Human Capital Diligence, Cyber Diligence, Transaction Liability Solutions, Intellectual Property Solutions and Private Equity Portfolio Solutions.

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## ARALON AG

### Contact Information

Address	Forchstrasse 138, 8132 Egg b. Zürich
Telephone No	+41 44 994 70 53
Website	<a href="http://www.aralon.ch">www.aralon.ch</a>
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	<a href="http://www.asiagreen.com">www.asiagreen.com</a>
Key People	Dr Juerg Syz / Mr. Severin Butz
Year of establishment / Employees	2009 / -

### Short Company Profile

Asia Green Real Estate is a fully regulated asset manager specialized in sustainable residential and office investments in Asia. The company maintains offices in Singapore, Jakarta, Shanghai, Chengdu, Guiyang, Hong Kong, and Zurich. With our presence in both Asia and Europe, the team optimally combines local execution skills with an international perspective, strong investment discipline and high governance standards. Our strong local presence and long-standing local partner network allow a hands-on approach and direct access to first-class investment opportunities in fast-growing metropolises in Asia.

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## BackBone Ventures

### Contact Information

Address	Bellerivestrasse 2, 8008 Zürich
Telephone No	+41 44 500 23 81
Website	<a href="http://www.backboneventures.ch">www.backboneventures.ch</a>
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, 8024 Zürich
Telephone No	+41 44 266 20 66
Website	<a href="http://www.b-legal.ch">www.b-legal.ch</a>
Key People	Dr. Thomas M. Rinderknecht
Year of establishment / Employees	1995 / 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.

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## Baker & McKenzie

### Contact Information

Address	Holbeinstrasse 30, 8034 Zürich
Telephone No	+41 44 384 14 14
Website	<a href="http://www.bakermckenzie.com">www.bakermckenzie.com</a>
Key People	Mr. Martin Frey / Dr. Alexander Fischer
Year of establishment / Employees	1949 / 180

### Short Company Profile

With offices in Zurich and Geneva, Baker & McKenzie is one of the largest law firms in Switzerland. Our team of more than 110 lawyers provides a full range of legal services in the Private Equity and M&A area.

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## Bally Capital Advisors SA

### Contact Information

Address	Kirchenstrasse 3, 6300 Zug
Telephone No	+41 41 710 08 46
Website	<a href="http://www.ballycapital.ch">www.ballycapital.ch</a>
Key People	Mr. Jacques Bally / Mr. Xavier Rubio
Year of establishment / Employees	2003 / 15

### Short Company Profile

asset-manager with family office services

## Baumgartner Mächler Rechtsanwälte AG

### Contact Information

Address	Löwenstrasse 2, 8001 Zürich
Telephone No	+41 44 215 44 77
Website	<a href="http://www.bmlaw.ch">www.bmlaw.ch</a>
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.

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## BE Bio Energy Group AG

### Contact Information

Address	Zollikerstrasse 226, 8008 Zürich
Telephone No	+41 43 430 37 00
Website	<a href="http://www.solorbioenergi.com">www.solorbioenergi.com</a>
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	<a href="http://www.bianchischwald.ch">www.bianchischwald.ch</a>
Key People	Mr. Thomas Goossens / 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.

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## Blockchain Innovation Group AG

### Contact Information

Address	Baarerstrasse 79, 6300 Zug
Telephone No	+41 79 211 73 19
Website	<a href="http://www.big-swiss.com">www.big-swiss.com</a>
Key People	Mr. Ruediger Petrikowski / Mr. Mauro Cappiello
Year of establishment / Employees	2019 / 9

### Short Company Profile

BIG – Blockchain Innovation Group is your independent partner providing advisory and implementation services for your blockchain initiatives. Blockchain Innovation Group understand new technologies such as blockchain and distributed ledgers and enables the effective usage to run a business faster, cheaper and safer. Founding partners are blockchain enthusiast as well as entrepreneurs who are fully embedded into the various blockchain ecosystems (Crypto Valley Zug and Worldwide) and have been mentoring Fintech startups in the Blockchain space since 2015. An experienced team implements transformation and growth strategies, accompanies entrepreneurs to secure financings and is a trusted partner for M&A and corporate finance transactions.

## Blum&Grob Rechtsanwälte AG

### Contact Information

Address	Neumühlequai 6, 8021 Zürich
Telephone No	+41 58 320 00 00
Website	<a href="http://www.blumgrob.ch">www.blumgrob.ch</a>
Key People	Dr. Albrecht Langhart / Mr. Ralf Rosenow
Year of establishment / Employees	2008 / 65

### Short Company Profile

Legal and tax advice in M&A-, Private Equity-, Start Up-, restructuring and similar transactions, IPOs and subsequent rights issues. Support in all types of regulatory matters.

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## Borel & Barbey

### Contact Information

Address	Rue de Jargonnant 2, 1211 Genève 6
Telephone No	+41 22 707 18 00
Website	<a href="http://www.borel-barbey.ch">www.borel-barbey.ch</a>
Key People	Mr. Nicolas Killen / Mr. Luca Bozzo
Year of establishment / Employees	1907 / 90

### 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 and tax advice.

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## Bruppacher Anderes, Attorneys at Law

### Contact Information

Address	Dufourstrasse 58, 8702 Zollikon
Telephone No	+41 44 396 31 31
Website	<a href="http://www.barlaw.ch">www.barlaw.ch</a>
Key People	Dr. C. Mark Bruppacher
Year of establishment / Employees	1993 / -

### Short Company Profile

Company and Financial law

## business punks AG

### Contact Information

Address	Alfred Escher-Strasse 9, 8002 Zürich
Telephone No	+41 41 510 60 49
Website	<a href="http://www.business-punks.ch">www.business-punks.ch</a>
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.

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## Capstan Capital (Switzerland) LLC

### Contact Information

Address	Tannenriedstrasse 10, 8810 Horgen
Telephone No	+41 43 377 57 59
Website	<a href="http://www.capstan-capital.com">www.capstan-capital.com</a>
Key People	Mr. Steffen Bassler / Dr. Winfried Weigel
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	<a href="http://www.carey.ch">www.carey.ch</a>
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.

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## CFP Business Consulting AG

### Contact Information

Address	Bühelstrasse 27, 9497 Triesenberg
Telephone No	+423 79 161 49
Website	<a href="http://www.cfp-ag.com">www.cfp-ag.com</a>
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	<a href="http://www.cms.law">www.cms.law</a>
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.

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## CMS von Erlach Partners Ltd

### Contact Information

Address	Rue Bovy-Lysberg 2, 1211 Geneva 11
Telephone No	+41 22 311 00 10
Website	<a href="http://www.cms.law/en/CHE/Office/Geneva">www.cms.law/en/CHE/Office/Geneva</a>
Key People	Dr. 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.

## CPV Partners

### Contact Information

Address	18, avenue d'Ouchy, 1006 Lausanne
Telephone No	+41 21 566 11 00
Website	<a href="http://www.cpvpartners.com">www.cpvpartners.com</a>
Key People	Mr. Karim Piguet
Year of establishment / Employees	2011 / 5-10

### Short Company Profile

CPV Partners is a multi-awarded Swiss boutique law firm, specializing in M&A and business law, as well as in sports law. Its "startup desk" accompanies notably business angels, VCs and other investors and a large amount of the top startups and scale-ups based in Western Switzerland on a wide range of legal issues (commercial contracts, relationship between shareholders and investors, employment law, data protection, IP, corporate governance, financing round, restructuring and exit).

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## Drooms AG

### Contact Information

Address	Industriestrasse 13c, 6300 Zug
Telephone No	+41 41 767 44 10
Website	<a href="http://www.drooms.com">www.drooms.com</a>
Key People	Mr. Jan Hoffmeister / Ms. Sabine Nicoletti
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.

## Elaborx AG

### Contact Information

Address	Dammstrasse 16, 6300 Zug
Telephone No	+41 41 710 03 00
Website	<a href="http://www.elaborx.com">www.elaborx.com</a>
Key People	Mr. Mats Löfgren
Year of establishment / Employees	- / 3

### Short Company Profile

Elaborx is focused exclusively on meeting the needs of small- and mid-cap enterprises (SMEs). We provide Advisory Services in key areas such as Corporate Finance, Investor Relations, and Digital Marketing.

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## EquityPitcher Ventures

### Contact Information

Address	Pfingstweidstrasse 104a, 8005 Zürich
Telephone No	+41 44 273 07 07
Website	<a href="http://www.equitypitcher.com">www.equitypitcher.com</a>
Key People	Mr. Hermann Koch / Mr. Sascha Horrig
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 44 204 90 90
Website	<a href="http://www.eversheds-sutherland.ch">www.eversheds-sutherland.ch</a>
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.

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## Flexstone Partners

### Contact Information

Address	Chemin de Blandonnet 8, 1214 Vernier
Telephone No	+41 22 761 70 80
Website	<a href="http://www.flexstonepartners.com">www.flexstonepartners.com</a>
Key People	Mr. David Arcauz / Mr. Eric Deram
Year of establishment / Employees	2005 / 7 in Switzerland (49 in total)

### 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 \$ 9.6 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 \$1.4tr AUM as of 12/31/2020. | Further information: [www.flexstonepartners.com](http://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.

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**35+**

lawyers  
in Switzerland

## Your key contacts



Ludovic Duarte



Dr. Michael Mosimann

**[eversheds-sutherland.ch](https://eversheds-sutherland.ch)**

Berne | Geneva | Zug | Zurich

## Gestassur SA

### Contact Information

Address	Scheideggstrasse 45, 8002 Zürich
Telephone No	+41 43 497 28 67
Website	<a href="http://www.gestassur.com">www.gestassur.com</a>
Key People	Mr. Philip Waser
Year of establishment / Employees	1984 / 6

### Short Company Profile

Founded in 1984, Gestassur SA specializes in the analysis of professional and financial risks for Financial Institutions and in the transfer of these risks to an insurance structure.

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## H.I. Executive Consulting

### Contact Information

Address	Utoquai 37, 8008 Zürich
Telephone No	+41 44 256 10 00
Website	<a href="http://www.hiec.com">www.hiec.com</a>
Key People	Mr. Lucas Schellenberg
Year of establishment / Employees	1990 / 8

### 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	<a href="http://www.herculispartners.ch">www.herculispartners.ch</a>
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 TRUSTEES AG – trustee services, HERCULIS GUARDIANS SA – anonymous safe boxes, vaults and free port activity.

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## 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 Michel
Year of establishment / Employees	- / -

### Short Company Profile

## Hirzel.Neef.Schmid.Konsulenten

### Contact Information

Address	Gottfried Keller-Strasse 7, 8024 Zürich
Telephone No	+41 43 344 42 42
Website	<a href="http://www.konsulenten.ch">www.konsulenten.ch</a>
Key People	Mr. Andrés Luther / Ms. Marie-Hélène Hancock
Year of establishment / Employees	1997 / 23

### Short Company Profile

Strategy, corporate communications & investor relations consultants

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## HLD Group

### Contact Information

Address	Schnabelweg 51, 8832 Wilen bei Wollerau
Telephone No	+41 44 784 45 09
Website	<a href="http://www.groupehld.com">www.groupehld.com</a>
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 four teams in different European cities: Luxembourg, Paris, Milan and Zurich.

# Homburger AG

## Contact Information

Address	Prime Tower, Hardstrasse 201, 8005 Zürich
Telephone No	+41 43 222 10 00
Website	<a href="http://www.homburger.ch">www.homburger.ch</a>
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.

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# HPC Financial Services

## Contact Information

Address	Rue Arnold Winkelried 6, 1201 Geneve
Telephone No	+41 22 566 88 57
Website	<a href="http://www.otcexgroup.com/private-capital-en">www.otcexgroup.com/private-capital-en</a>
Key People	Mr. Pascal Marionneau
Year of establishment / Employees	1988 / 255

## Short Company Profile

The company is the Private Capital arm of the OTCex Group, a leading advisory, intermediation and investment management firm operating globally. The Private Capital division provides its clients with advisory services and investment solutions to address their capital needs, both on the buy-side and sell-side. The Private Capital division is a global business with dedicated professionals serving their clients from the Group's local offices in North America, Europe, Middle East and Asia. Through its strong network of institutional and private investors and expertise in structuring transactions the Private Capital team is able to deliver bespoke solutions to its clients across the full capital structure: Private Debt: Advise SMEs, large corporates and family holdings identifying financing solutions related to private debt / Private Equity: Advise both buy-side and sell-side in the origination, structuring and execution of Private Equity transactions / Real Assets: Arrange and execute real assets private debt or equity financing and direct transactions / Illiquid investments: Originate and distribute portfolios of illiquid assets and alternative investments

## IMCI GROUP INTERNATIONAL GMBH

### Contact Information

Address	Hardturmstrasse 161, 8005 Zürich
Telephone No	+41 79 349 25 26
Website	<a href="http://www.imci-group.com">www.imci-group.com</a>
Key People	Mr. Modesto N. Peña y Gorrin
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.

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## IRF

### Contact Information

Address	Rämistrasse 4, 8024 Zürich
Telephone No	+41 43 244 81 44
Website	<a href="http://www.irf-reputation.ch">www.irf-reputation.ch</a>
Key People	Mr. Martin Meier-Pfister
Year of establishment / Employees	2002 / 16

### 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.

# Making the difference is what makes the world go round

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## Keller Schneider Patent- und Markenanwälte AG

### Contact Information

Address	Beethovenstrasse 49, 8002 Zürich
Telephone No	+41 43 430 32 32
Website	<a href="http://www.kellerschneider.com">www.kellerschneider.com</a>
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	<a href="http://www.kellerhals-carrard.ch">www.kellerhals-carrard.ch</a>
Key People	Dr. Beat Brechbühl / Dr. Karim Maizar
Year of establishment / Employees	1885 / 400

### Short Company Profile

Kellerhals Carrard is a full-service law firm with about 220 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.

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## KESSLER & CO Inc.

### Contact Information

Address	Forchstrasse 95, 8032 Zürich
Telephone No	+41 44 387 87 11
Website	<a href="http://www.kessler.ch">www.kessler.ch</a>
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 / +49 152 227 227 31
Website	<a href="http://www.kloepfel-consulting.com">www.kloepfel-consulting.com</a>
Key People	Mr. Alexander Hornikel / Mr. Bruno Brunner
Year of establishment / Employees	- / 3-10

### Short Company Profile

Supply Chain & Purchasing Consulting Company

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## Lenz & Staehelin

### Contact Information

Address	Brandschenkestrasse 24 8027 Zürich	Route de Chêne 30 1211 Geneva 6
Telephone No	+41 58 450 80 00	+41 58 450 70 00
Website	<a href="http://www.lenzstaehelin.com">www.lenzstaehelin.com</a>	
Key People	Mr. Beat Kühni Dr. Patrick Schleiffer	Mr. Andreas Rötheli Mr. Sevan Antreasyan

### 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.



# Start-ups. Is your law firm as enthusiastic about your idea as you are?

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With an in-depth understanding of start-ups and enthusiasm for their ideas combined with leading expertise across the full bandwidth of relevant laws and sectors, Lenz & Staehelin is often chosen by start-ups, entrepreneurs and investors wishing to understand and navigate through the legal complexities of bringing new ideas to the world. Beat Kühni and Andreas Rötheli are the Partners to contact.

Brandschenkestrasse 24, CH-8027 Zurich  
Route de Chêne 30, CH-1211 Geneva 6  
Avenue de Rhodanie 40C, CH-1007 Lausanne

[www.lenzstaehelin.com](http://www.lenzstaehelin.com)

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## LEVERAGE EXPERTS AG

### Contact Information

Address	Neue Winterthurerstrasse 99, 8304 Zürich-Wallisellen
Website	<a href="http://www.leverage-experts.com">www.leverage-experts.com</a>
Key People	Mr. Kolja A. Rafferty / Mr. Heinz Brägger
Year of establishment / Employees	2012 / 15

### Short Company Profile

Leverage Experts AG (LE) was founded in 2012 as a boutique consultancy with offices in Zurich and in the Frankfurt area and close partnerships in North America. In the past 10 years we are helping global clients in critical and complex transformation challenges with an interdisciplinary approach, a strategic mind set and passion for implementation. We work with decision makers on eye level, and come on board, when it really matters. | Combining expertise from the five critical business areas, we help the senior management to master growth, innovation, restructuring, change and turnaround. We synchronize and manage governance, executive leadership, finance, risk, operational performance, digital and sales programs throughout the company, to help to lift the firm to the next level. | We enable the management to shape the future of the firm actively and effectively - at short notice, with high impact.

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## LPX AG

### Contact Information

Address	Florastrasse 17, 8008 Zürich
Telephone No	+41 44 382 90 22
Website	<a href="http://www.lpx-group.com">www.lpx-group.com</a>
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 with a focus on Listed Private Equity and Listed Infrastructure. LPX AG was founded in 2004 and launched the first investable private equity indices: the LPX Listed Private Equity Index Series. In 2007, the first infrastructure indices were launched which focus on core infrastructure companies: the NMX Infrastructure Index Series. The LPX and NMX index series are used as representative performance benchmarks or asset management mandates. The indexes 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.



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Neue Winterthurerstrasse 99  
CH-8304 Zürich-Wallisellen

Leverage Experts GmbH  
Ferdinand Secker Strasse 20  
55127 Mainz



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## 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

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## 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	<a href="http://www.morganstanley.com/im">www.morganstanley.com/im</a>
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.

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## Müller-Möhl Group

### Contact Information

Address	Weinplatz 10, 8001 Zürich
Telephone No	+41 43 344 66 66
Website	<a href="http://www.mm-grp.com">www.mm-grp.com</a>
Year of establishment / Employees	2000 / -

### Short Company Profile

The Müller-Möhl Group manages the investment portfolio belonging to the community of Müller-Möhl heirs who are the 100% owners of the Group. The Müller-Möhl Group owns substantial minority stakes in selected companies. Besides these entrepreneurial direct investments, the Müller-Möhl Group manages a broadly diversified portfolio of securities.

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## Multiplicity Partners

### Contact Information

Address	Bodmerstrasse 5, 8002 Zürich
Telephone No	+41 44 500 45 50
Website	<a href="http://www.mpag.com">www.mpag.com</a>
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	<a href="http://www.nkf.ch">www.nkf.ch</a>
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.

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## Oaklins Switzerland - Oaklins Binder AG

### Contact Information

Address	Zeughausgasse 20, 3001 Bern
Telephone No	+41 31 326 18 18
Website	<a href="http://www.oaklins.com">www.oaklins.com</a>
Key People	Dr. Roberto Tracia / Dr. Jürg Stucker
Year of establishment / Employees	1995 / 13

### Short Company Profile

Oaklins is the world's most experienced mid-market M&A advisor, with over 850 professionals globally and dedicated industry teams in 45 countries. We have closed 1,900 transactions in the past five years.



# We help creative minds grow!

Niederer Kraft Frey with its specialised team is the **first choice for legal advice** to help start-up companies to grow and investors to increase the value of their investments.

## Your advisor for all legal challenges

Ulysses von Salis  
Partner, Corporate/M&A,  
Venture Capital and Private Equity  
[ulysses.vonsalis@nkf.ch](mailto:ulysses.vonsalis@nkf.ch)

Clara-Ann Gordon  
Partner, Technology, Outsourcing  
and Data Protection  
[clara-ann.gordon@nkf.ch](mailto:clara-ann.gordon@nkf.ch)

Patrik R. Peyer  
Partner, Corporate/M&A,  
Venture Capital and Private Equity  
[patrik.r.peyer@nkf.ch](mailto:patrik.r.peyer@nkf.ch)



## OBERSON ABELS Ltd.

### Contact Information

Address	20, r. De-Candolle, 1211 Geneva 12
Telephone No	+41 58 258 88 88
Website	<a href="http://www.obersonabels.com">www.obersonabels.com</a>
Key People	Prof. 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).

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## ONE CREATION Impact finance

### Contact Information

Address	Quai Perdonnet 5, 1800 Vevey
Telephone No	+41 21 925 00 33
Website	<a href="http://www.onecreation.org">www.onecreation.org</a>
Key People	Ms. Elisa Benito / Mr. Fulvio Maccarone
Year of establishment / Employees	2010 / 7

### Short Company Profile

ONE CREATION Impact finance is a company under Swiss law for equity investments. Investors can enter its capital at any time "Evergreen". 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.

## PBFS SA

### Contact Information

Address	4-6 place de l'Universite, 1205 Geneve
Telephone No	+41 22 552 60 60
Website	www.pbfs.swiss
Key People	Ms. Natalia Kosenkova / Ms. Nataliya Skrypka
Year of establishment / Employees	- / 6

### Short Company Profile

We seek investment opportunities in the disruptive technologies, projects focused on sustainable energy production, storage, and transmission, as well as other ventures with a potential to become impactful companies of tomorrow

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## Pestalozzi Attorneys at Law

### Contact Information

Address	Löwenstrasse 1, 8001 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 private equity and corporate finance, including incorporation, fundraising, structuring of private equity investments, refinancing and all EXIT scenarios.

## Platinum Partners AG

### Contact Information

Address	Talacker 35, 8001 Zürich
Telephone No	+41 44 221 97 01 / +41 79 402 80 43
Website	<a href="http://www.platinum-partners.swiss">www.platinum-partners.swiss</a>
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](http://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](http://www.platinum-partners.swiss) for further information.

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## Prager Dreifuss AG

### Contact Information

Address	Mühlebachstrasse 6, 8008 Zürich
Telephone No	+41 44 254 55 55
Website	<a href="http://www.prager-dreifuss.com">www.prager-dreifuss.com</a>
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.

## Private Equity Invest AG

### Contact Information

Address	Bahnhofstrasse 69, 8001 Zürich
Telephone No	+41 44 215 70 00
Website	<a href="http://www.pei.ch">www.pei.ch</a>
Key People	Mr. Markus Ritter
Year of establishment / Employees	2000 / 21

### Short Company Profile

Private Equity Invest is a private equity firm focused on identifying high-growth, quality-driven and innovative Swiss technology companies. We actively support these companies to execute their business model and achieve their goals.

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## Privilège Ventures SA

### Contact Information

Address	Via C. Maderno 6, 6900 Lugano
Telephone No	+41 91 923 61 31
Website	<a href="http://www.privilege-ventures.com">www.privilege-ventures.com</a>
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	<a href="http://www.ramuscompany.com">www.ramuscompany.com</a>
Key People	Mr. Andrés F. Zweig / Mr. Joerg Eichenberger
Year of establishment / Employees	2016 / 9

### Short Company Profile

Active in M&A Advisory, Strategic Partnership, Equity & Debt Financing and Management Consulting

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## Remora Capital SA

### Contact Information

Address	Rue du Petit-Chêne 12, 1003 Lausanne
Telephone No	+41 21 213 03 12
Website	<a href="http://www.remora-partners.ch">www.remora-partners.ch</a>
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.

## Reyl & Cie SA

### Contact Information

Address	62, rue du Rhône, 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.

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## Rianta Capital Zurich AG

### Contact Information

Address	Rämistrasse 6, 8001 Zürich
Telephone No	+41 43 466 77 88
Website	
Key People	Mr. Shesan Khan / Mr. Patrick Schleiffer
Year of establishment / Employees	2006 / 12

### Short Company Profile

Rianta Capital is a Zurich and London based alternative investment advisor, with a focus on private equity and real estate. For its direct private equity allocation, the company aims to attain long-term risk-adjusted returns, with a preference for consumer facing businesses, such as retail, fashion or online commerce, amongst others.

## Rock Lake Advisors GmbH

### Contact Information

Address	Bahnhofstrasse 30, 6300 Zug
Telephone No	+41 79 418 30 67
Website	<a href="http://www.rock-lake.com">www.rock-lake.com</a>
Key People	Mr. John Cook / Mr. Jay Vontobel
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 150+ 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.

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## Schellenberg Wittmer AG, Rechtsanwälte

### Contact Information

Address	Löwenstrasse 19, 8001 Zürich
Telephone No	+41 44 215 52 52
Website	<a href="http://www.swlegal.ch">www.swlegal.ch</a>
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.

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Rock Lake Advisors assists clients with capital raising, private placements, business development, strategy implementation, joint ventures, M&A advisory and board level services. Our sector focus ranges from real estate, insurance, healthcare, technology, startups and growth equity to managers of traditional PE/VC funds and other alternative assets. Our investor network includes private and institutional investors, family offices, public sector and fund management platforms. Working with a global network of professionals across Europe, India, Asia, the Middle East and the U.S., we craft bespoke solutions appropriate to the client's objectives, resources and timeframe.

## Global Relationships



Rock Lake Advisors is proud to support Thunderbird School of Global Management, Horasis Global Visions Community, SECA, InvestEurope.

## SEFID Revision AG

### Contact Information

Address	Alte Steinhauserstrasse 1, 6330 Cham
Telephone No	+41 41 748 62 30
Website	<a href="http://www.sefid.ch">www.sefid.ch</a>
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.

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## schochauer ag, Attorneys-at-Law

### Contact Information

Address	Marktplatz 4, 9004 St. Gallen
Telephone No	+41 71 227 84 84
Website	<a href="http://www.schochauer.ch">www.schochauer.ch</a>
Key People	Mr. Nicolas Keller / Mr. Markus Diggelmann
Year of establishment / Employees	1970 / 29

### 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 are authorized to draft and execute transactions and deeds requiring public notarization. Although for the most part our lawyers advise their clients on a private and individual mandate basis, we are frequently requested to accept the duties of a directorship. Each of our partners acts as a member of several boards of directors in companies with whom schochauer maintains close ties.

# SIX

## Contact Information

Address	Pfingstweidstrasse 110, 8021 Zurich
Telephone No	+41 58 399 2245
Website	<a href="http://www.six-group.com">www.six-group.com</a>
Key People	Ms. Valeria Ceccarelli / Mr. Patrick Förg
Year of establishment / Employees	2008 / 3500

## 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 fourth largest incumbent exchange in Europe in terms of both free float market capitalisation and trading volume. It hosts 2 of the 3 highest capitalised companies in Europe, as well as a broad universe of bonds, ETFs, sponsored funds, ETPs and structured products. With Sparks - the new 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. (data as of 31 December 2021)

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# SMC Corporate Finance GmbH

## Contact Information

Address	Florastrasse 49, 8008 Zürich
Telephone No	+41 43 819 32 31
Website	<a href="http://www.smc-cf.ch">www.smc-cf.ch</a>
Key People	Mr. Robin Richiger / Mr. Marcel Goetsch
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.

## Sparrow Ventures

### Contact Information

Address	Stockerstrasse 38, 8002 Zürich
Telephone No	+41 79 332 08 01
Website	<a href="http://www.sparrow-ventures.com">www.sparrow-ventures.com</a>
Key People	Mr. Lorenz Lüchinger
Year of establishment / Employees	2018 / Total 60 (of which 6 are in the Fin./Inv. Team)

### Short Company Profile

Zurich-based Venture Builder and Growth Equity Investor. Sparrow Venture is part of Migros with the mission to build and invest in companies in a multitude of relevant verticals. In particular: E-Commerce, Logistics Tech, FinTech, Digital Health, Community, Lifestyle & Happiness.

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## Spicehaus Partners AG

### Contact Information

Address	Feldpark 9, 6300 Zug
Website	<a href="http://www.spicehaus.com">www.spicehaus.com</a>
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.

## Startup INVEST (formerly Swiss Startup Invest)

### Contact Information

Address	Färberstrasse 6, 8008 Zürich
Telephone No	+41 79 251 32 09
Website	<a href="http://www.startupinvest.ch">www.startupinvest.ch</a>
Key People	Mr. Jean-Pierre Vuilleumier / Dr. Christian Wenger
Year of establishment / Employees	2003 / 2

### Short Company Profile

Founded in 2003 Startup INVEST is the leading financing platform for Deep Tech Start-up companies in Switzerland. In 2017 Startup INVEST joined the initiative digitalswitzerland to foster even more the Swiss Startup Ecosystem. Startup INVEST is organizing Match Making events (Venture Days, IPO Days) and the most important & relevant Networking event in Switzerland, the Startup DAYS (with more than 1'500 participants in 2018). Startup INVEST has more than 100 members and is offering the following memberships: Institutional Investors, Industrial Partners/Corporate VC's, Business Angels/Clubs and Family Offices. Startup INVEST is a non-profit association that is financing all its activities with an annual membership fee and with sponsoring. Startup INVEST is one of the founding members of the newsportal [www.startupticker.ch](http://www.startupticker.ch) and also initiated the Startup GUIDE ([www.startupguide.online](http://www.startupguide.online)).

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## Suva

### Contact Information

Address	Rösslimattstrasse 39, 6005 Luzern
Telephone No	+41 41 419 51 11
Website	<a href="http://www.suva.ch">www.suva.ch</a>
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 Tiefenastrasse 6, 3050 Bern-Worblaufen
Telephone No	+41 58 223 27 36
Website	<a href="http://www.ventures.swisscom.com">www.ventures.swisscom.com</a>
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.

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## Tavernier Tschanz

### Contact Information

Address	11-bis, rue Toepffer, 1206 Geneva
Telephone No	+41 22 704 37 00
Website	<a href="http://www.taverniertszanz.com">www.taverniertszanz.com</a>
Key People	Mr. Jacques Bonvin
Year of establishment / Employees	- / -

### Short Company Profile

Tavernier Tschanz is a leading Swiss law firm focusing on corporate and commercial matters. The firm's services cover general corporate matters, corporate transactions, banking and finance, new technologies, competition and tax, as well as international arbitration and litigation. Tavernier Tschanz's corporate transactions practice is built on the firm's strong expertise in corporate finance and M&A, advising clients on all types of transactions such as acquisitions, takeovers, mergers, LBOs, MBOs, MBIs, IPOs, private equity and venture capital investments, restructuring, divestitures, spin-offs, as well as general domestic and international finance transactions.

## Ufenau Capital Partners AG

### Contact Information

Address	Huobstrasse 3, 8808 Pfäffikon
Telephone No	+41 44 482 66 66
Website	<a href="http://www.ucp.ch">www.ucp.ch</a>
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.

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## Verve Capital Partners AG

### Contact Information

Address	Gubelstrasse 12, 6300 Zug
Telephone No	+41 44 380 29 35
Website	<a href="http://www.verve.vc">www.verve.vc</a>
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	<a href="http://www.vischer.com">www.vischer.com</a>
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).

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## Walder Wyss Ltd.

### Contact Information

Address	Seefeldstrasse 123, 8034 Zürich
Telephone No	+41 58 658 58 58
Website	<a href="http://www.walderwyss.com">www.walderwyss.com</a>
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.

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## Wineus AG

### Contact Information

Address	Gubelstrasse 11, 6300 Zug
Telephone No	+41 58 274 77 00
Website	<a href="http://www.wineus.ch">www.wineus.ch</a>
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
Amlashi	Houman		London
Baldauf	Jörg	Secuens AG	Pfäffikon
Baumgartner	Philip		Meilen
Beck	Harald	Beck Management & Beteiligungs AG	Baar
Bergstroem	Christer	Capital Rewards Partners GmbH	Zug
Bernegger	Marc P.	Bernegger Ventures	Zürich
Biyani	Ruchi		Baar
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		Geneve
Bürge	Andreas	b-impact AG	Zürich
Burger	Max		Hong Kong
Camponovo	Oliver	IBEX FINANCE AG	Zug
Cavigilli	Anja	CH Advisors	Zollikon
Cesari	Mario	TBG AG	Zürich
Chenau	Jean-Luc	Kellerhals Carrard	Lausanne
de Vallière	Philippe		Niederlenz
Engel-Tomsa	Elena		Wien
Etter	Jürg		Winterthur
Faber	Dominic		Zug
Ferrato	Marco		Kilchberg
Frei	Patrik	Venture Valuation AG	Zürich
Gall	Alex E.		
Gerceker	Metin	AK2 Executive Consulting	Staad SG
Giustiniano	Michi		Unterägeri
Gnaegi	Thomas	Marcuard Family Office Ltd.	Zürich
Guida	Paolo	Blockchain Valley Ventures	Zug
Haemmig	Martin	CeTIM / Stanford University	Ennetbaden
Hainard	Loïs	Bonnard Lawson	Lausanne
Hauguel	Stéphane	Vistra Geneva SA	Genève
Helbling	Dominique	Coppertrail AG	Zug
Hinsen	Andreas	Loyens & Loeff Switzerland LLC	Zürich
Horwood	Sylvain		Zürich
Hostettler	Marcel	Heuking Kühn Lüer Wojtek	Zürich

Surname	Forename	Company	Town
Ilaboya	Emmanuel		Eglisau
Jeger	Rolf	Jeger Consult	Wollerau
Jesse	Max		Zürich
Joergensen	Mads	Georg Fischer AG	Schaffhausen
Kroll	Cathy		Wilen
Lankinen	Markus	Langen AG	Bern
Lorz	Michael		St. Gallen
Lucien	Eric	EngineOn Sarl	Le Mont-Pelerin
Maccarone	Fulvio		Chavannes des Bois
Mazzi	Ferdinando	RIVERFIELD®	Zollikon
Mestrangelo	Ivan	SINTEXX HOLDING AG	Pfäffikon
Moser	Martin	Bratschi AG	Bern
Ndiaye	Madjiguène		Zug
Oelgarth	Arndt	Oelgarth Management Consulting   Advisory Network	Basel
Orgland	Magne	Norga Capital AG	Teufen AR
Perez	Aj		Geneva
Perriard	Serge	BioTalk GmbH	Zumikon
Peter	Uwe		Dresden
Prinz	Patrick		Thalwil
Racine	Georges	Holman Fenwick Willan Switzerland LLP	Geneva
Ramseier	Urs	CS CorpSana AG	Pratteln
Reichmuth	Tobias	Reichmuth Global AG	Zug
Rey	Daniel		Windisch
Richmann	Martine	Integral Strategy GmbH	Zug
Roth	Balz		Zürich
Rueppel	Rainer A.		Rapperswil
Säuberlich	Stefan		Zürich
Schönmann	Beat	Beluga Capital Inc.	Zürich
Schwarz	Johannes	Zugimpex International GmbH	Cham
Schwarz	Tobias		Pfäffikon
Stahl	Reto	Agitaris GmbH	Zug
Stanat	Thomas		Gland
Steinmann	Adrian		Richterswil
Stohler	Sandra	Elisir Capital LLC	Zürich
Sturzenegger	Jens	Lonko Management Consulting	Wollerau
Sykes	Hugo	MGMT SA	La Croix-sur-Lutry
Taesch	Frederic		Zürich
Tanghe	Anicet	UR Capital	Geneva
Tchouanga	Wilfried		Geneva

Surname	Forename	Company	Town
Toni	Marco	Loyens & Loeff Schweiz GmbH	Zürich
Toral	Mehmet	id est avocats sàrl	Lausanne
Toretta	Jonathan	TAE Global GmbH	Luzern
Tschannen	Philippe	Heidrick & Struggles	Zurich
Tschopp	Felix	Tschopp Group AG	Zug
Tsering	Gonpo		Zug
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
Wang	Zhi	Swiss China Consulting GmbH	Zürich
Weibel	Matthias P.	FAES Finanz AG	Wollerau
Weigel	Winfried	CleanTech Capital AG	Zug
Wein	Nikolaus	Nikolaus Wein Management Consulting	Forch
Wendt	Karen	Eccos Impact	Cham
Werder	Matthias S.		Zumikon
Wiesli	Martin	Wiesli Rechtsanwälte	Zürich
Wilhelm	Christophe		Lausanne
Witta	Markus		Zürich
Zanon	Gaetano		Burtigny
Zein	Solaiman		Geneve
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
Ahmed	Sheraz		Montreux
Akbeg	Dylan		Zürich
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Ånerud	Erik	BE Bio Energy Group AG	Zurich
Antonucci	Giorgio	G.A.Bucefalo GmbH	Trogen
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Aymard	Sébastien	Largilliere Finance	Geneva
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Ballek	Richard		London
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Bollag	Cédric		Zürich
Brawand	Christophe	PwC	Zürich
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Christen	Alexander	FiveT Fintech AG	Zürich
Cordoni	Silvia	VOCE	Lutry
de Camborne Lucy	Thomas		Rougemont
De Luca	Sandro		Pfäffikon SZ
Derinck	Jean- Romain	Berney Associates	Geneve
Dimitrov	Radoslav		Zürich

Surname	Forename	Company	Town
Dippe	Miriam	IRF	Zürich
Djagova	Iliana	Lenz & Staehelin	Zürich
Du	Patrick Xin		Baar-Zug
Duss	Christoph	Wineus AG	Zug
Eckel	Daniel	Ernst & Young Ltd	Zürich
Egger	Raphael	DUFOUR Advokatur AG	Basel
Egle	Carlo		Zürich
Eitle	Michael	Scope Law AG	Zürich
Eschmann	Alexander		Zürich
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Fehr	Oliver		Zumikon
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Fischer	Severin		Hünenberg
Friedemann	Laeticia		Zürich
Friedrich	Alain	Lex Futura AG	Root
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Froese	Hendrik	Ernst & Young AG	Zürich
Fuerst	Andreas		Zurich
Fuochi	Dan	EPERLY   ELAM   FUOCHI (Switzerland)	Genève
Gallopin	Alexandre	Borel & Barbey	Genève
Gansen	Chris Frank	Private Investment Partners (VP Bank AG)	Vaduz
Gasparini	Davide	Credit Suisse AG	Zürich
Gradis	Cyril		Zürich
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Gutzwiller	Tobias		Zurich
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Kalbermatten	Pascal	Mervin Scientific AG	Zug
Knabenhans	Arwed	Kellerhals Carrard	Zürich
Kobel	Dominic	KPMG AG	Zürich

Surname	Forename	Company	Town
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Korotkovs	Vitalijs	Ernst & Young AG	Zürich
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Kunz	Michael		Zürich
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Maquelin	David		Lausanne
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Mauriand	Christian	Roivant Sciences GmbH	Basel
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Müller	Sigrid		Zürich
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Surname	Forename	Company	Town
Pitschen	Gilles	Loyens & Loeff Switzerland LLC	Zürich
Pizzatti	Emanuele	EPIC (Ad) ventures	Aarau
Poltéra	Piroska	Badertscher Rechtsanwälte AG	Zurich
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Saner	Stefan	saner consulting	Olten
Sbetta	Gianmaria	Venturelab	Schlieren
Schaad	Samuel		Volketswil
Schaffner	Tom		Aarau
Schenk	Norbert		Zürich
Schilling	Robert		Zürich
Schleiffer	Patrick	Rianta Capital Zurich AG	Zürich
Schmid	Ralph	Artisa Developer AG	Zurich
Schmidli	Chantal-Claire	UBS Switzerland AG	Carouge
Schmucki	Fabio		Wollerau
Schmuckli	Andreas	PwC	Zürich
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Schwyn	Andreas		Binningen
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Soriano	Massimo		Zürich
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Stahel	Patrick	Ernst & Young AG	Zürich
Stäheli	Sandro		Adetswil
Stampfli	Quentin		Geneva
Stämpfli	Luana	Bär & Karrer	Zürich
Stark	Anatoli		Zürich
Steiner	Stefan	Venturelab	Schlieren
Stephenson	Mona	MLL Meyerlustenberger Lachenal Froriep AG	Genève
Stöckl	Alex		Zürich
Stont	Valentina		Zürich

Surname	Forename	Company	Town
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Studer	Casper		Zürich
Sulser	Carlo	Homburger AG	Zürich
Tokovic	Vladimir	Grant Thornton AG	Zürich
Tribolet	Grégoire	Schellenberg Wittmer AG	Geneva
Tripet	Léna Anne	Aravis SA	Zürich
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Trnjanin	Admir		Zürich
Turrettini	Pierre	Borel & Barbey	Genève
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Uster	Raphael	Invision AG	Zug
v. Hohenhau	Thomas		Triesen
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Verboonen	Rey		Zürich
Vetterli	Benjam		Wilten bei Wollerau
Vibert	Timothy	Venture Kick	Küsnacht
Vignieu	Benjamin	ABR Avocats	Genève 11
Vogel	Jolanda	UBS Switzerland AG	Zürich
Vollmar	Cédric		Luzern
von Burg	Cyrill		Sempach
Vontobel	Yves		Hinteregg
Weber	Noah	CONSTELLATION CAPITAL AG	Freienbach
Weber	Martin K.	Roesle Frick & Partners	Zürich
West	Melissa	Cevian Capital	Pfäffikon
Wiesendanger	Sandro	Storskogen Schweiz AG	Zürich
Wildberger	Gabriel	Leva	Bern
Willi	Brian		Zürich
Winkler	Christian	asc impact GmbH	St.Gallen
Wollschlaeger	Benedict		Zürich
Zemp	Marcel	Credit Suisse (Schweiz) AG	Zug
Ziegler	Sven	Invision AG	Zug
Zimmermann	Meinrad		Zürich
Zosso	Fabrice	Petiole Asset Management	Zürich
Zurfluh	Fabian		Küsnacht

## Honorary Members - Young SECA

(without academic titles)

Surname	Forename	Company	Town
Bernegger	Marc P.	Bernegger Ventures	Zurich
Frei	Alan	Astille GmbH	Zurich

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

# Partner Associations

## AVCO - Austrian Private Equity and Venture Capital Organisation



### Contact Information

Address	Lothringerstrasse 12, 1030 Vienna
Telephone No	+43 1 526 38 05
Website	<a href="http://www.avco.at">www.avco.at</a>
Key People	Mr. Arnaud Béasse
Year of establishment / Employees	2001 / 2

### Short Company Profile

AVCO is the national association for Austria's Venture Capital and Private Equity industry. The umbrella organisation covers over 80% of the Austrian VC/PE market and is supported by its members – VC/PE funds, advisors, service providers, banks, investors, portfolio companies, professionals and other institutions which are interested in developing the VC/PE industry in Austria as well as a functioning and growing capital market. AVCO strives for understanding, visibility and acceptance of the economic importance of private growth capital and aims to foster the VC/PE ecosystem in all its facets. AVCO's purpose is to communicate VC/PE activities and issues to the appropriate target audience and the general public. Furthermore, the exchange of ideas and cooperation between the members and the VC/PE community is encouraged.

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## German Private Equity and Venture Capital Association e.V. (BVK)



### Contact Information

Address	Reinhardtstraße 29b, 10117 Berlin
Telephone No	+49 30 306 98 20
Website	<a href="http://www.bvkap.de">www.bvkap.de</a>
Key People	Ms. Ulrike Hinrichs
Year of establishment / Employees	1989 / -

### Short Company Profile

Bundesverband Deutscher Kapitalbeteiligungsgesellschaften - German Private Equity and Venture Capital Association (BVK) 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	<a href="http://www.lpea.lu">www.lpea.lu</a>
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.



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## Europe's Private Equity and Venture Capital Association Landscape



- |                                                                                                                                                                                                   |                                                                                                                                                                                                           |
|---------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|-----------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|
| <p>1) <b>APCRI – Associação Portuguesa de Capital de Risco</b><br/>Lisbon<br/><a href="http://www.apcri.pt">www.apcri.pt</a> / <a href="mailto:geral@apcri.pt">geral@apcri.pt</a></p>             | <p>4) <b>BVCA – British Private Equity &amp; Venture Capital Association</b><br/>London<br/><a href="http://www.bvca.co.uk">www.bvca.co.uk</a> / <a href="mailto:bvca@bvca.co.uk">bvca@bvca.co.uk</a></p> |
| <p>2) <b>ASCRI – Asociación Española de Capital, Crecimiento e Inversión</b><br/>Madrid<br/><a href="http://www.ascr.org">www.ascr.org</a> / <a href="mailto:info@ascr.org">info@ascr.org</a></p> | <p>5) <b>France Invest</b><br/>Paris<br/><a href="http://www.franceinvest.eu">www.franceinvest.eu</a> / <a href="mailto:m.lelu@franceinvest.eu">m.lelu@franceinvest.eu</a></p>                            |
| <p>3) <b>IVCA – Irish Venture Capital Association</b><br/>Dublin<br/><a href="http://www.ivca.ie">www.ivca.ie</a> / <a href="mailto:sjlarkin@ivca.ie">sjlarkin@ivca.ie</a></p>                    | <p>6) <b>BVA – Belgian Venture Capital &amp; Private Equity Association</b><br/>Brussels<br/><a href="http://www.bva.be">www.bva.be</a> / <a href="mailto:info@bva.be">info@bva.be</a></p>                |

- 7) **Invest Europe**  
Brussels  
[www.investeurope.eu](http://www.investeurope.eu) /  
[info@investeurope.eu](mailto:info@investeurope.eu)
- 8) **SECA – Swiss Private Equity and Corporate Finance Association**  
Rotkreuz ZG  
[www.seca.ch](http://www.seca.ch) / [info@seca.ch](mailto:info@seca.ch)
- 9) **AIFI – Italian Private Equity, Venture Capital and Private Debt Association**  
Milan  
[www.aifi.it](http://www.aifi.it) / [info@aifi.it](mailto:info@aifi.it)
- 10) **AVCO - Austrian Private Equity and Venture Capital Organisation**  
Vienna  
[www.avco.at](http://www.avco.at) / [office@avco.at](mailto:office@avco.at)
- 11) **CVCA – Croatian Private Equity and Venture Capital Association**  
Zagreb  
[www.cvca.hr](http://www.cvca.hr) /  
[mirna.marovic@cvca.hr](mailto:mirna.marovic@cvca.hr)
- 12) **HVCA – Hellenic Venture Capital Association**  
Athens  
[www.hvca.gr](http://www.hvca.gr) / [info@hvca.gr](mailto:info@hvca.gr)
- 13) **BVCA – Bulgarian Private Equity and Venture Capital Association**  
Sofia  
[www.bvca.bg](http://www.bvca.bg) / [office@bvca.bg](mailto:office@bvca.bg)
- 14) **AAF – Asociatia Administratorilor de Fonduri din Romania**  
Bucuresti  
[www.aaf.ro](http://www.aaf.ro) / [office@aaf.ro](mailto:office@aaf.ro)
- 15) **SPEA – Serbian Private Equity Association**  
Belgrade  
[www.spea.rs](http://www.spea.rs) / [office@spea.rs](mailto:office@spea.rs)
- 16) **HVCA – Hungarian Private Equity and Venture Capital Association**  
Budapest  
[www.hvca.hu](http://www.hvca.hu) / [hvca@hvca.hu](mailto:hvca@hvca.hu)
- 17) **SLOVCA – Slovak Venture Capital & Private Equity Association**  
Bratislava  
[www.slovca.sk](http://www.slovca.sk) / [slovca@slovca.sk](mailto:slovca@slovca.sk)
- 18) **CVCA – Czech Private Equity & Venture Capital Association**  
Praha  
[www.cvca.cz](http://www.cvca.cz) / [pickova@cvca.cz](mailto:pickova@cvca.cz)
- 19) **BVK – German Private Equity and Venture Capital Association**  
Berlin  
[www.bvkap.de](http://www.bvkap.de) / [bvk@bvkap.de](mailto:bvk@bvkap.de)
- 20) **Aktive Ejere**  
København  
[www.aktiveejere.dk](http://www.aktiveejere.dk) /  
[aktiveejere@aktiveejere.dk](mailto:aktiveejere@aktiveejere.dk)
- 21) **SVCA – Swedish Private Equity and Venture Capital Association**  
Stockholm  
[www.svca.se](http://www.svca.se) / [info@svca.se](mailto:info@svca.se)
- 22) **RVCA – Russian Venture Capital Association**  
Saint Petersburg  
[www.rvca.ru](http://www.rvca.ru) / [rvca@rvca.ru](mailto:rvca@rvca.ru)
- 23) **PSIK – Polish Private Equity and Venture Capital Association**  
Warsaw  
[www.psik.org.pl](http://www.psik.org.pl) /  
[b.nowakowska@psik.org.pl](mailto:b.nowakowska@psik.org.pl)
- 24) **UVCA – Ukrainian Venture Capital & Private Equity Association**  
Kiev  
[www.uvca.eu](http://www.uvca.eu) / [office@uvca.eu](mailto:office@uvca.eu)





**SECA**

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](http://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.

## **NEW: 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

# PROGRESSIVE PRACTICAL.

**Digital Finance:** Supporting companies with passion and knowhow to use the full potential of the digital transformation for all relevant CFO topics.





**SECA**

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](http://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](http://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](mailto:info@seca.ch).

## Benefits of a Full Membership

**Full Members** are companies which are professionally involved in one or more activities related to the objectives of the SECA. The Full Membership is not personal and therefore transferable within the company. Full Members profit of the following benefits:

- SECA eNewsletter
- Appearance of the company logo on the SECA homepage
- Web entry of the company profile in the member section on our homepage
- Online access to the member area on the SECA homepage (e.g. SECA eNewsletter archive, selected event documentations)
- Free entry for up to 5 people to every SECA Evening Event (Entry fee for Non Members: CHF 60.-)
- Free entry for up to 5 people to every SECA Breakfast Event (Entry fee for Non Members: CHF 50.-)
- Free entry for up to 3 people to the Swiss Private Equity & Corporate Finance Conference (Entry fee for Non Members: CHF 300.-)
- Free entry to Young SECA events
- Reduced entry fee for Trend Luncheons
- One full page for the company portrait in the membership reporting of the SECA Yearbook
- Possibility to take out an ad in the SECA Yearbook
- Discount for selected SECA affiliated events
- Free books of the SECA publication series
- Periodically mailings with special brochures, flyers, etc.

### Annual fee:

- |                                             |                     |
|---------------------------------------------|---------------------|
| ▪ For companies with up to 9 employees:     | CHF 1900.- per year |
| ▪ For companies with more than 9 employees: | CHF 2500.- per year |

## Benefits of an Associate Membership

**Associate Members** are companies which are interested in one or more activities related to the objective of the organisation, but do not have their main business in the corporate finance area. The Associate Membership is not personal and therefore transferable within the company. Associate Members profit from the following benefits:

- SECA eNewsletter
- Web entry of the company profile in the member section on our homepage
- Online access to the member area on the SECA homepage (e.g. SECA eNewsletter archive, selected event documentations)
- Free entry for up to 3 people to every SECA Evening Event (Entry fee for Non Members: CHF 60.-)
- Free entry for up to 3 people to every SECA Breakfast Event (Entry fee for Non Members: CHF 50.-)
- Free entry for up to 2 people to the Swiss Private Equity & Corporate Finance Conference (Entry fee for Non Members: CHF 300.-)
- Reduced entry fee for Trend Luncheons
- One third page for the company portrait in the membership reporting of the SECA Yearbook
- Possibility to take out an ad in the SECA Yearbook
- Discount for selected SECA affiliated events
- Up to 1 free book of the SECA publication series
- Periodically mailings with special brochures, flyers, etc.

### Annual fee:

- |                                             |                     |
|---------------------------------------------|---------------------|
| ▪ For companies with up to 9 employees:     | CHF 1200.- per year |
| ▪ For companies with more than 9 employees: | CHF 1900.- per year |

## Benefits of an Individual Membership

**Individual Members** are private people interested in the field of private equity or corporate finance. The Individual Membership is personal and therefore not transferable. Individual Members profit from the following benefits:

- SECA eNewsletter
- Web entry of the individual profile in the member section on our homepage
- Online access to the member area on the SECA homepage (e.g. SECA eNewsletter archive, selected event documentations)
- Free entry to every SECA Evening Event (Entry fee for Non Members: CHF 60.-)
- Free entry for up to 5 people to every SECA Breakfast Event (Entry fee for Non Members: CHF 50.-)
- Free entry to the Swiss Private Equity & Corporate Finance Conference (Entry fee for Non Members: CHF 300.-)
- Reduced entry fee for Trend Luncheons
- One full liner in the membership reporting of the SECA Yearbook
- Discount for selected SECA affiliated events
- Periodically mailings with special brochures, flyers, etc.

### Annual fee:

- For individuals: CHF 500.- per year

## Benefits of a Young SECA Membership

Young SECA Members are **private** people under 40 years old or less than two years professional experience in the field of private equity, venture capital and corporate finance. As a Young Professional you are part of Young SECA and will only have access to selected SECA services. The Young SECA Membership is personal and therefore not transferable. Young SECA Members profit from the following benefits:

- SECA eNewsletter
- Web entry of the individual profile in the member section on our homepage
- Online access to the member area on the SECA homepage (e.g. SECA eNewsletter archive, selected event documentations)
- Free entry to Young SECA events
- Free entry to every SECA Evening Event (Entry fee for Non Members: CHF 60.-)
- Free entry for up to 5 people to every SECA Breakfast Event (Entry fee for Non Members: CHF 50.-)
- Free entry to the Swiss Private Equity & Corporate Finance Conference (Entry fee for Non Members: CHF 300.-)
- Discount for selected SECA affiliated events
- Periodically mailings with special brochures, flyers, etc.

### Annual fee:

- For individuals: CHF 200.- per year

## Recent SECA and SECA related Publications



For further publications, information and the possibility to order, please see: [www.seca.ch](http://www.seca.ch) / Publications & Media

## SECA eNewsletter

Since the first SECA eNewsletter was released in September 2002 we published more than 530 SECA eNewsletters. They are released frequently and contains news about the SECA, Venture Capital, Private Equity, Corporate Finance, and Mergers & Acquisitions industry. For registration, please visit our website or send us an e-mail.



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

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