

Tech Venture Building like a Pro

3

Series 3 / 3 with Focus Management & Growth

From Venture Building Plan to Funding, CAC to CLTV in Swiss B2C Fintechs and Data Driven Valuations with Equidam

Speakers



Peach Zwysig

Co-Founder & CEO Axelra



Stefan Bütler

Senior Venture Builder Axelra
Co-Founder Swiss Fintech Innovations



Daniel Faloppa

Founder & CEO Equidam

If you completed Series 1 and 2 - congratulations!
Todays focus: Management & Growth



1

26.03.2024

Actionable Insights of 38 Ventures to Double the Speed until Profitability in Product, Management & Growth

This session delves into the crucial 4 stages of tech venture building: finding the fit for the customer/problem, problem/solution, solution/market, and business model. We emphasize the core aspects of product, management, and growth and reveal actionable insights. Learn and exchange with Peach, Lucas and Sacha and how they doubled the venture's speed toward profitability.

Speakers

- Peach Zwysig
- Sacha Uhlmann (GigTech / Beyond Beauty)
- Lucas Pelloni

2

04.04.2024

Focus Product: Validation in 50 Days, Launch MVP and Generate Revenues in 100 Days and Pivot Successfully

Speed and adaptability are crucial when building a startup. Learn about efficient ways to design and validate your digital product or service and launch an MVP so that you can start generating revenue within 100 days. We will also talk about the need and efficient ways to pivot and the impact on the validation and traction.

Speakers

- Peach Zwysig
- Dr. Stephan Meyer (Obligate / FQX)
- Lucas Pelloni

3

15.05.2024

Focus Management & Growth: from Venture Building Plan to Funding, CAC to CLTV in Swiss B2C Fintechs and Data Driven Valuations with Equidam

We refer to building a compelling venture building and hiring plan, incl. a business case with CAC and CLTV in the context of Swiss tech startups, creating a valuation report, and crafting a pitch deck. And we talk about securing early funding for Swiss tech ventures and the funding map. For creating the valuation report, we show insights from our partner Equidam and have the opportunity to talk with the founder & CEO.

Speakers

- Peach Zwysig
- Daniel Faloppa (Equidam)
- Stefan Bütler



10'	1. Introduction in the Tech Venture Building Journey and its 4 Stages	Peach Zwyszig
5'	2. The Venture Building Plan	Peach Zwyszig
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Axelra in a nutshell



We are co-creating and shipping revenue-generating MVPs after 100 days since 2019

We accelerate Tech Venture at early stage for **Corporates** and **Startups** with skin in the game.



Privately owned, entrepreneurial and accelerating Tech Venture Building with skin in the game.

Track Record

Since 2019, we accelerated 43 companies, co-created 20 tech ventures, and hold equity in 10 portfolio startups. 4 tech ventures have valuations 10 - 100 Mio each:

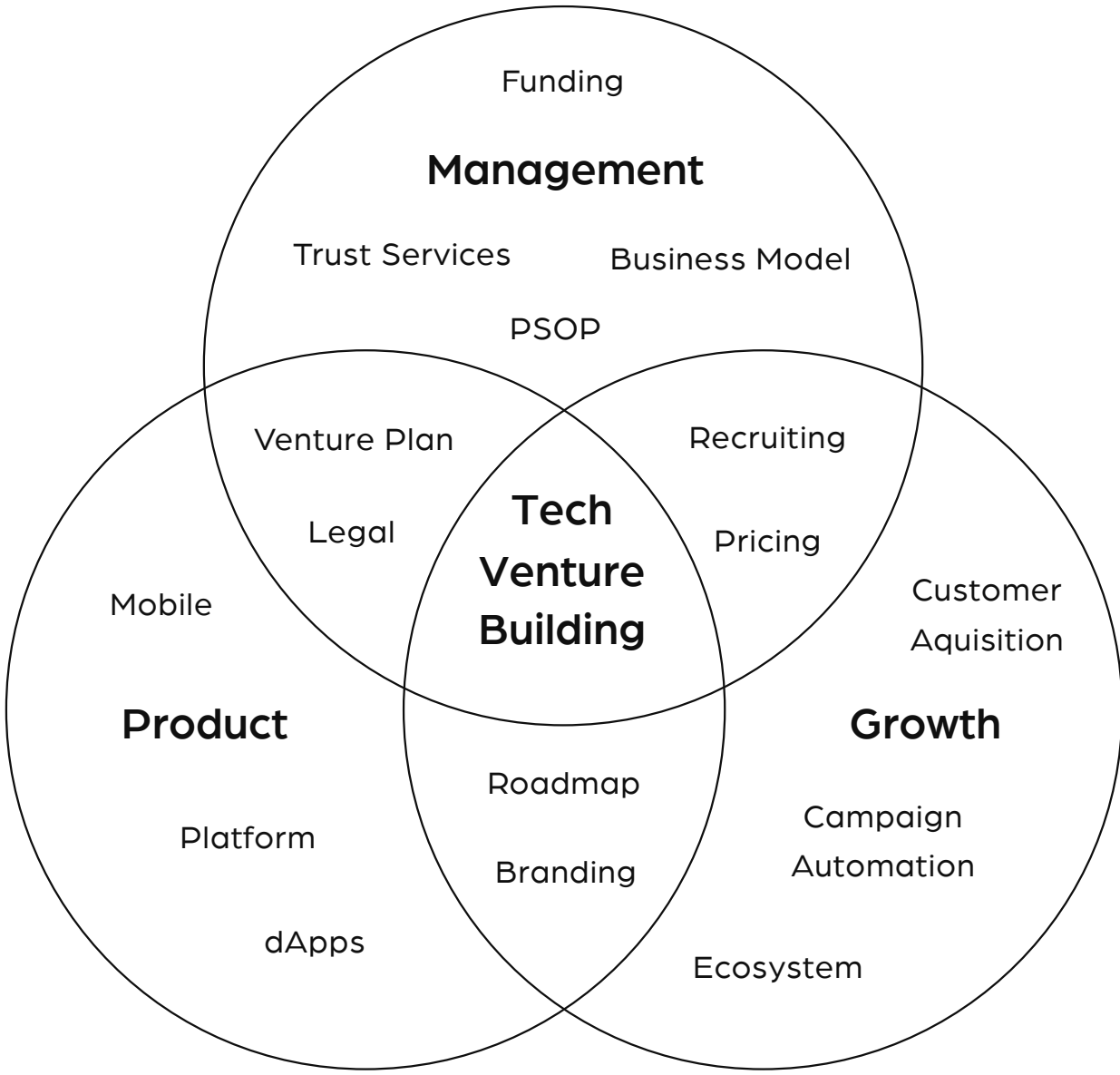
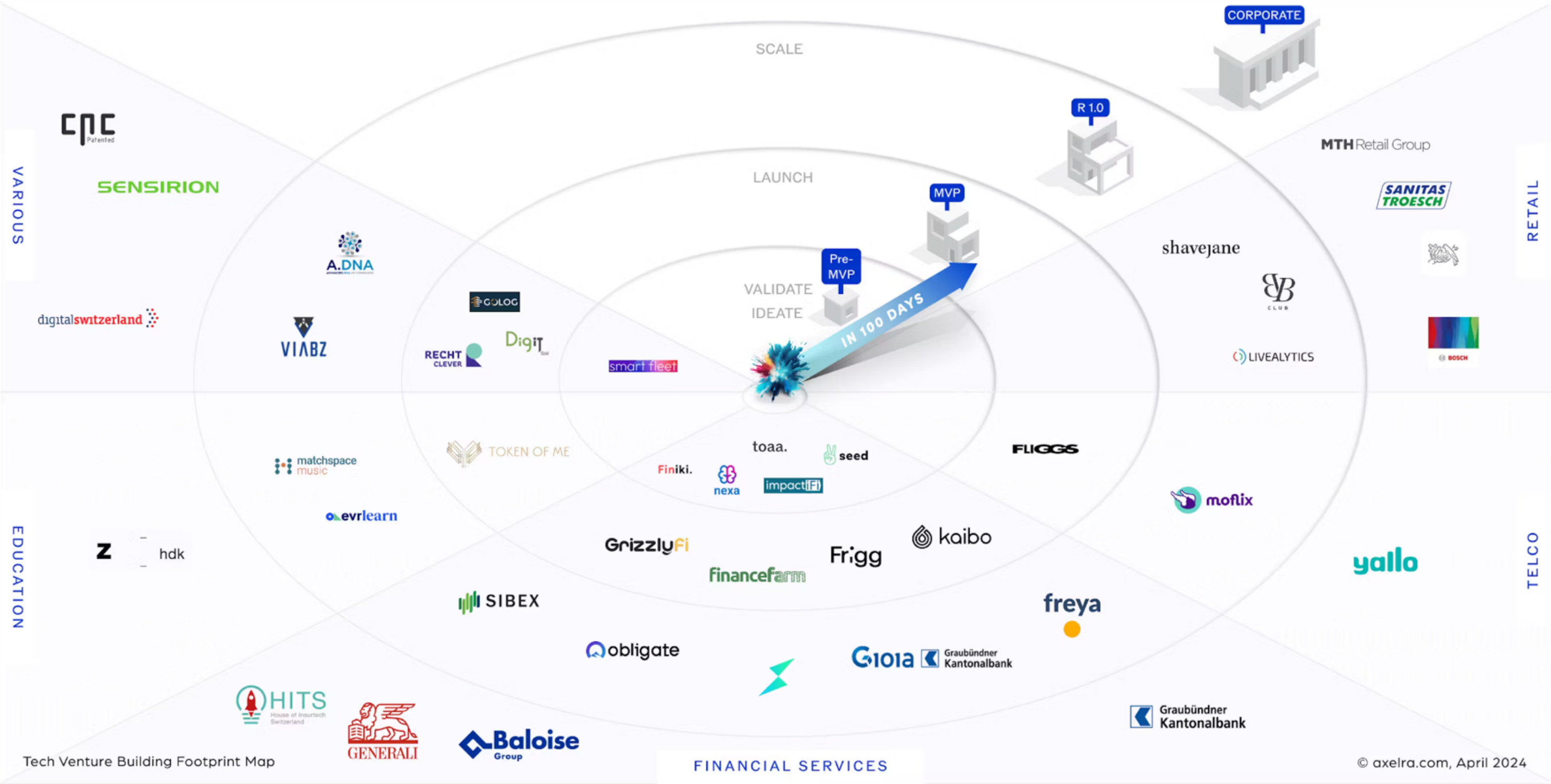
Obligate (former FQX)
Debt capital markets on-chain

DeFi Suisse
The Revolution of DeFi

Moflix
TelcoTech Platform to drive growth

Beyond Beauty Club (GigTech)
The Next Level of Personalized Social Selling

More: <https://www.axelra.com/ventures>



Our Approach

We are industry-agnostic and build in 100 days B2B, B2C, and D2C tech startups, and cover the whole company-building process in the areas of Product, Management, and Growth. We contribute up to 50% of our costs as sweat equity, aligning our interests directly with our ventures.

More: www.axelra.com/offering

The worldwide rise of Venture Builder

Venture Builder = Company Builder = Startup Studio





Better economics and a higher chance of success

Better Economics

Founder Economics

Higher equity than typical VCs due to "founder economics".

Less Dilution

Lower build costs, reducing the need for higher funding and dilution.

Deal Flow Access

Investors have access to Venture Builder deal flow.

Recycle Investment

Reuse learnings from successes and failures.

Better Chance of Success

Better Ideation

Venture Builder find opportunities and build it. They don't wait

Access to Talent

Attraction of top talent that standalone ventures cannot

Shared Resources

Sharing of talent, customers, tech and infrastructure

Brand Effect

«Sequoia Effect» - Brand help for hiring, biz dev and fundraiser



A tech venture builder delivers experience and speed

Higher IRR –
Return on investment

Traditional Startup

21.3%

Venture Builder

53%

Higher Multiple –
Ratio investment and earnings

Traditional Startup

1.57

Venture Builder

5.8

Shortening of Time –
from 0 to Series A

Traditional Startup

56 month

Venture Builder

25.2 month

Axelra identified as one of Europe's Leading Startup Hubs 2024

#1 in Switzerland and #32 in Europe

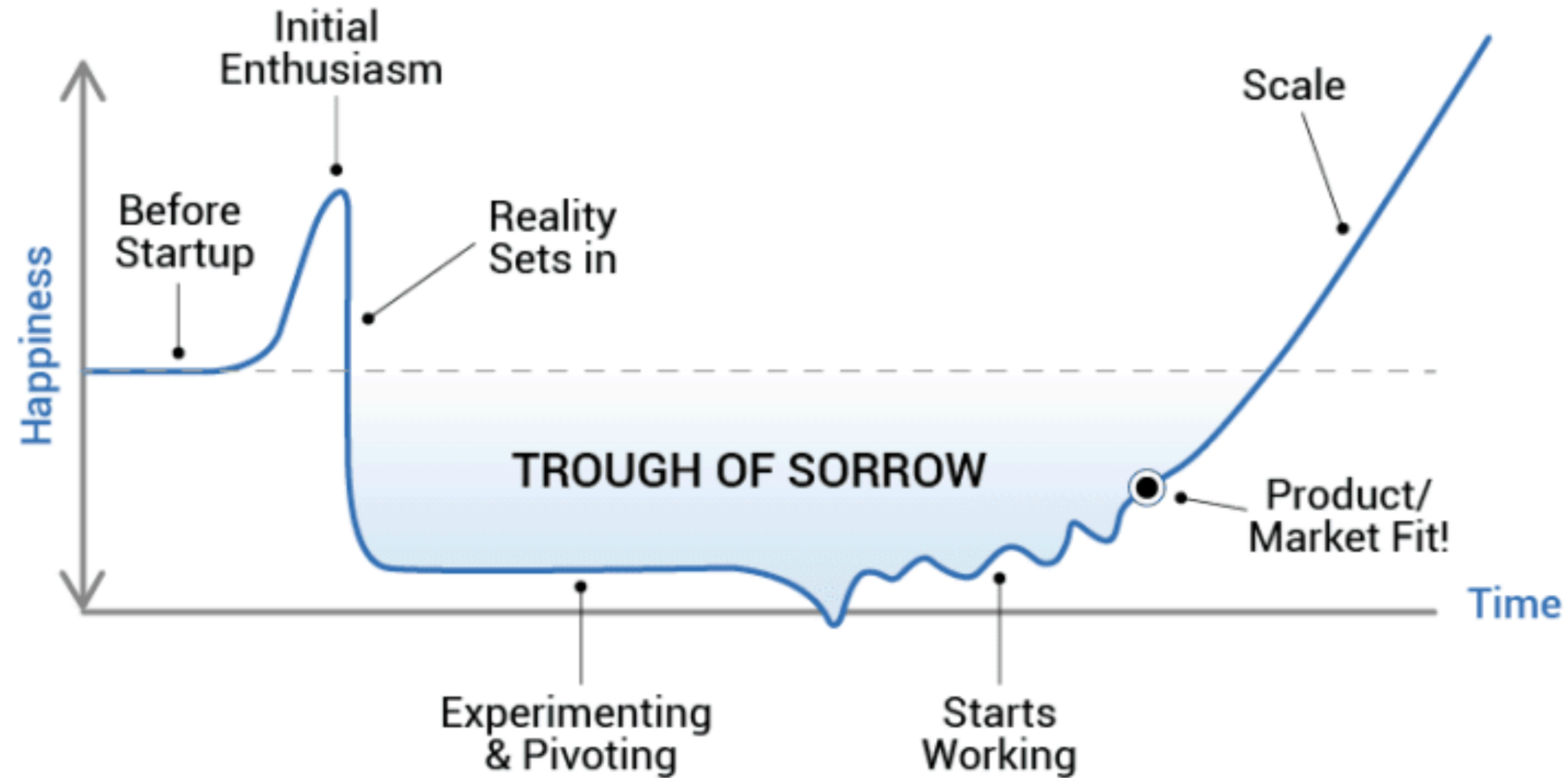




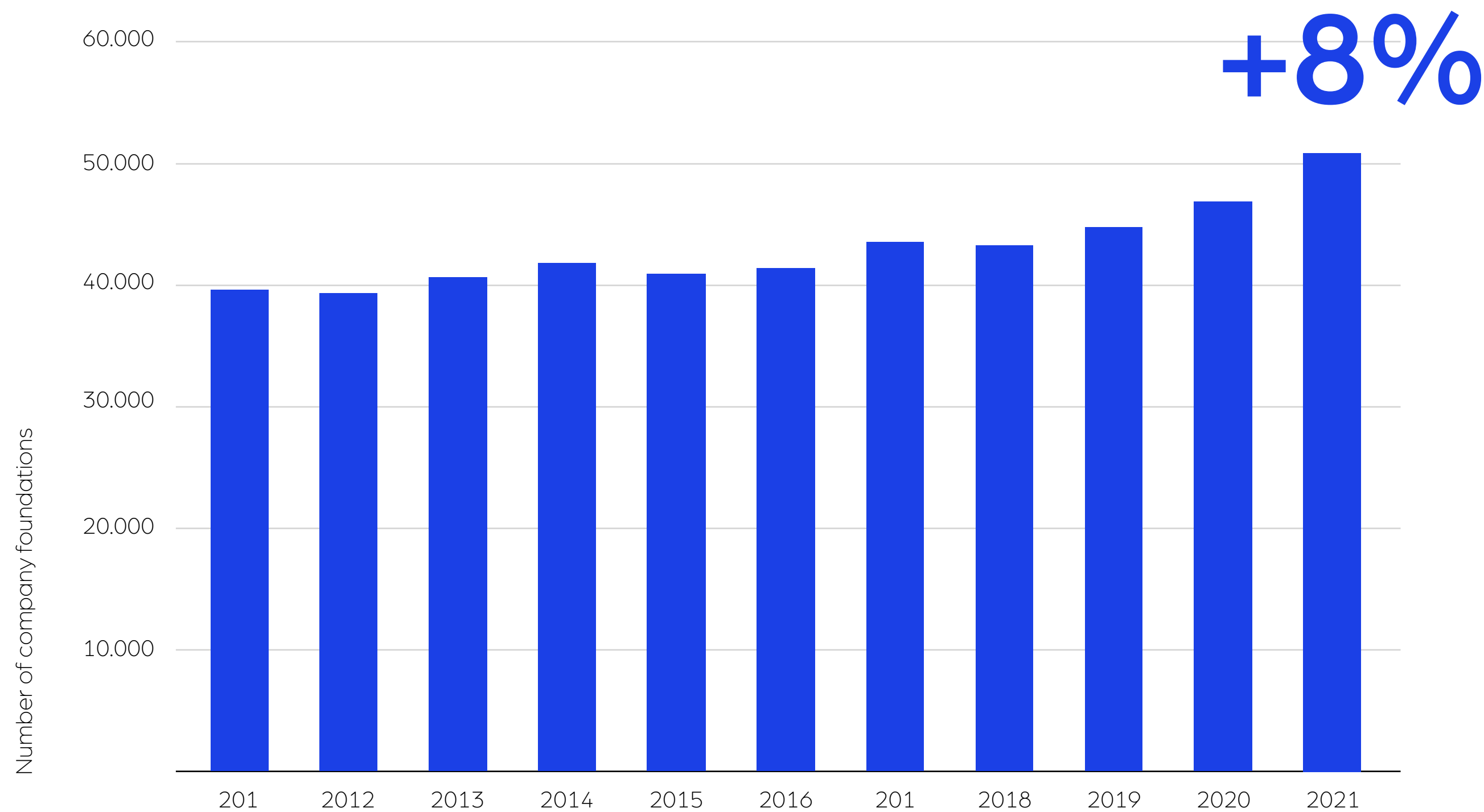
Let's dive into the stages of the
Tech Venture Building Journey

The Tech Venture Building Journey is super intense

With lots of ups and downs



50'500 New Startups in Switzerland in 2021 (51'637 in 2023)
+8% compared to the previous year



company foundation (2021)

50'537

Foundation rate (2020)

9.2 %

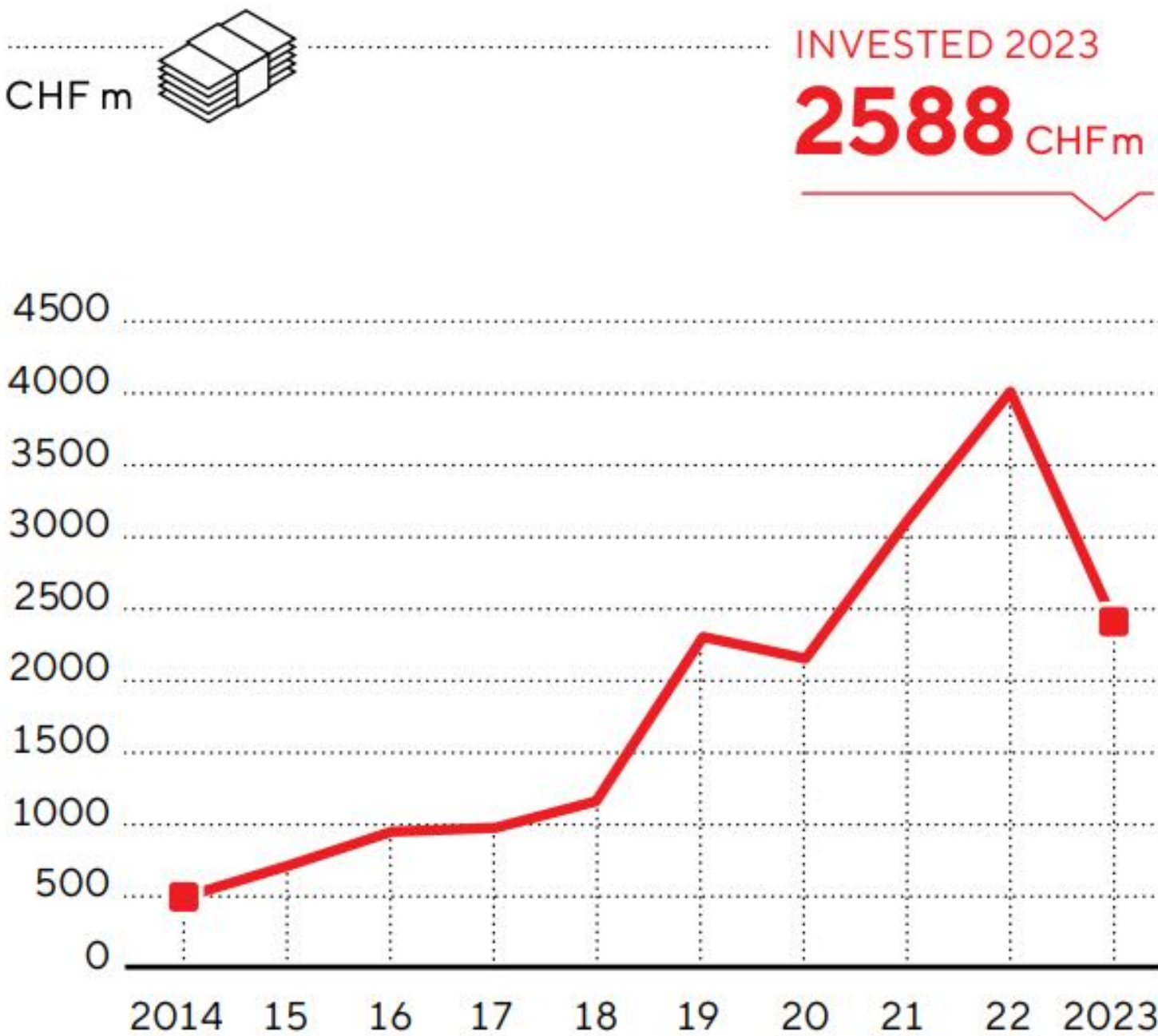
Venture Capital-Investments (2021)

3.1 Mrd. CHF

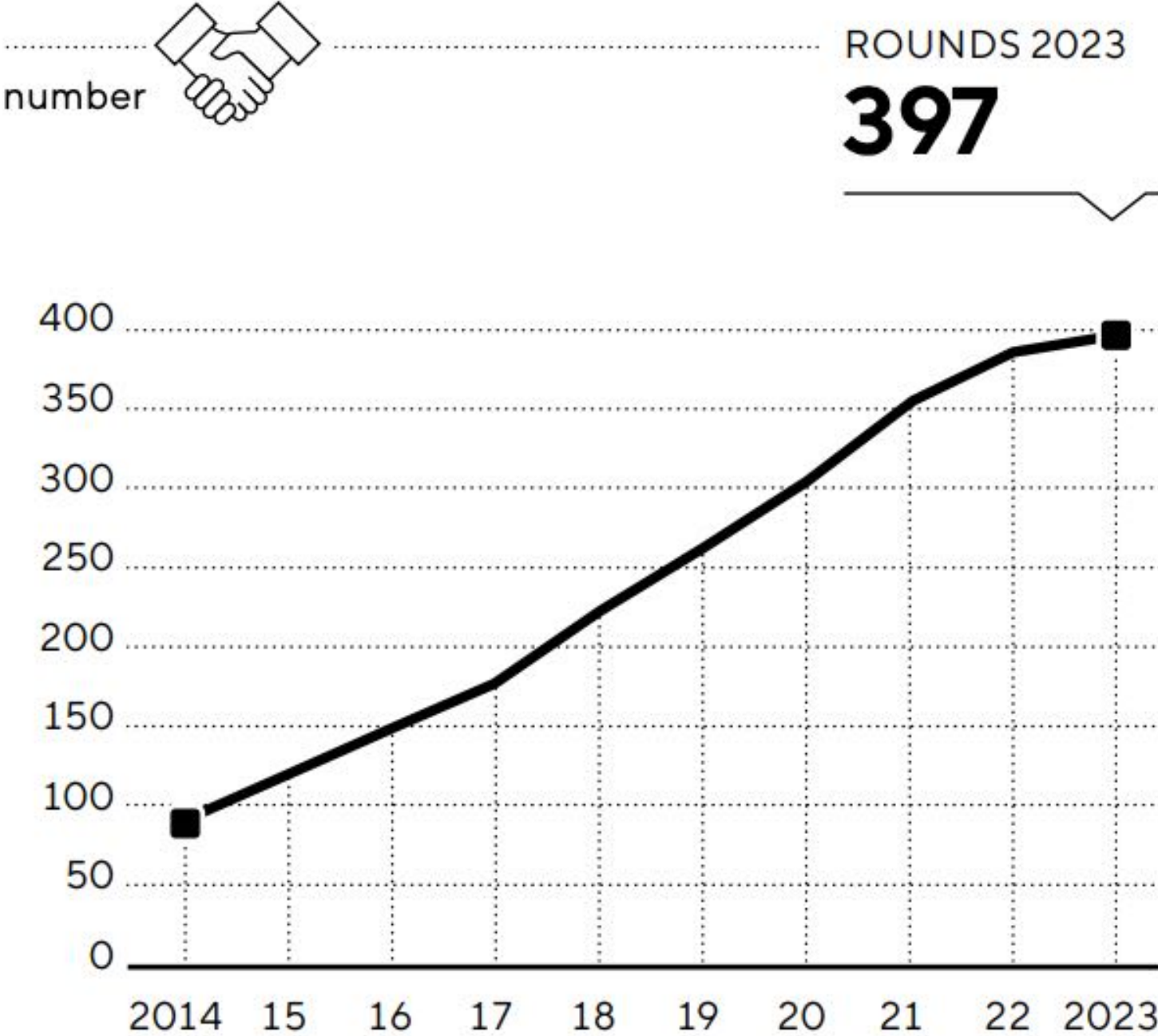


Hard brake after 10 years | gloomy with some bright spots

Invested capital
in Swiss start-ups



Financing rounds
of Swiss start-ups



Summary:

- First downturn since financial crisis (-35 % VC Money was invested compared to last year in CH, Canton Zurich had the most decrease with -59%)
- Record number of rounds: almost 400 rounds (but with smaller amounts)
- Early Stage still works + increase of rounds with size 0-2 Mio
- Well known weaknesses: ICT (-62%) and growth
- Risk aversion: Swiss investors and established companies
- Small but successful: 24 Swiss VCs with first closing

The survival rate is low

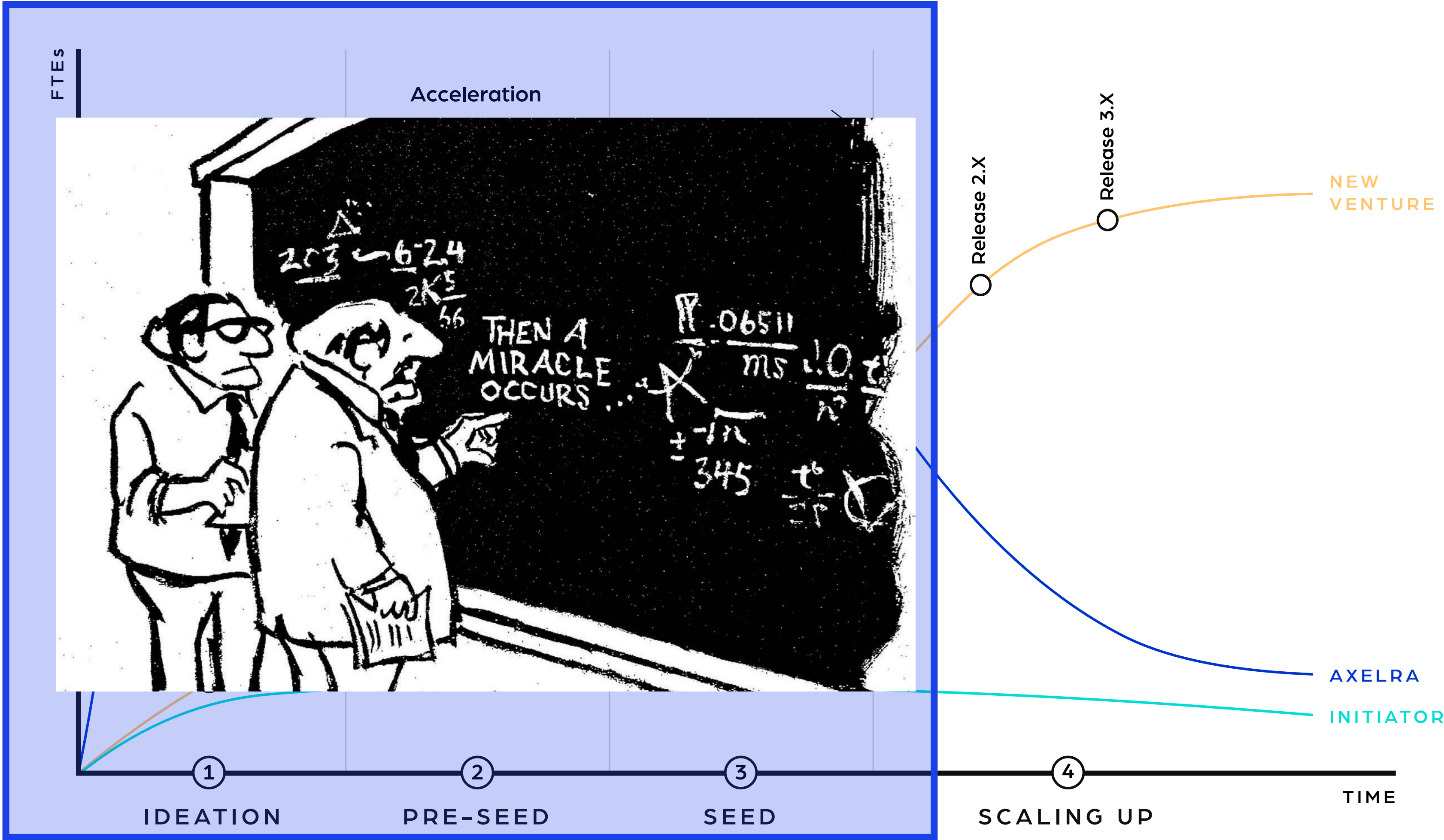


80-90% of startups fail - 10% in the first year and 70% in the second to fifth year

Timing 42%	Team 32%	Idea 28%	Business 24%	Funding 14%
No market need	Incorrect team	Poor market fit	Legal challenges	No funding/ investor interest
Product mistimed	Lose focus	Pricing/cost issues	Didn't use network	
Failed geographical expansion	Disharmony among team/investors	Poor UX Poor marketing	Outcompeted	Ran out of cash
	Lack passion Ignore customers		Lacking business model	
			Failure to pivot	

From co-creation to independence in 100 days

Let's decompile the this in 4 Steps & 4 Stages



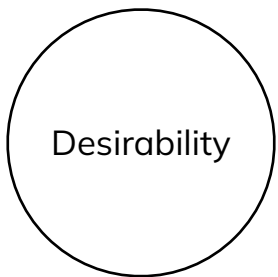


The 4 x 4 of Tech Venture Building Journey like a Pro

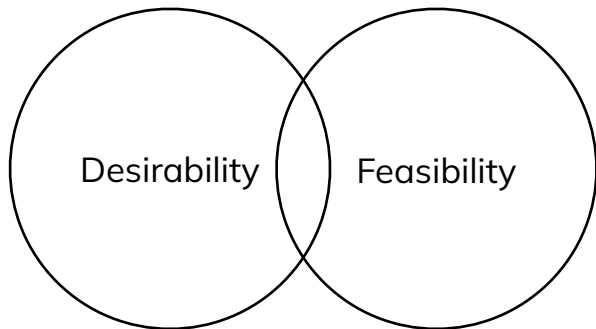


The 4 fits that determine successful scaling and it starts with the problem (customer need)

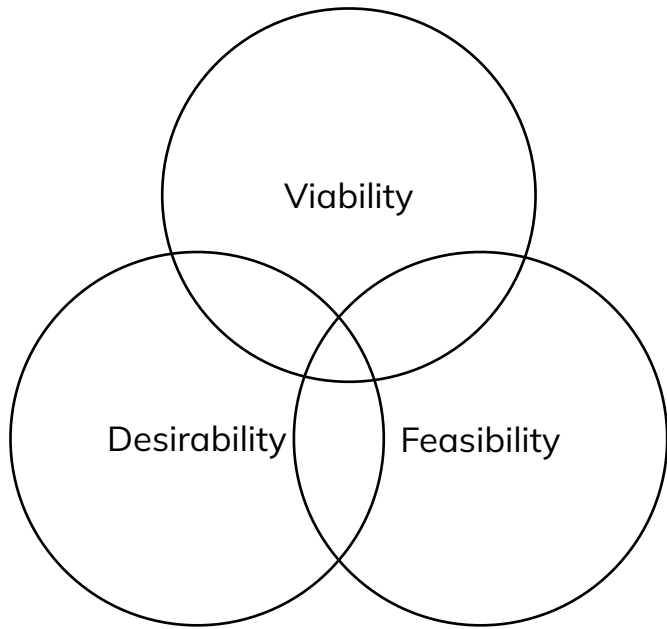
Customer need



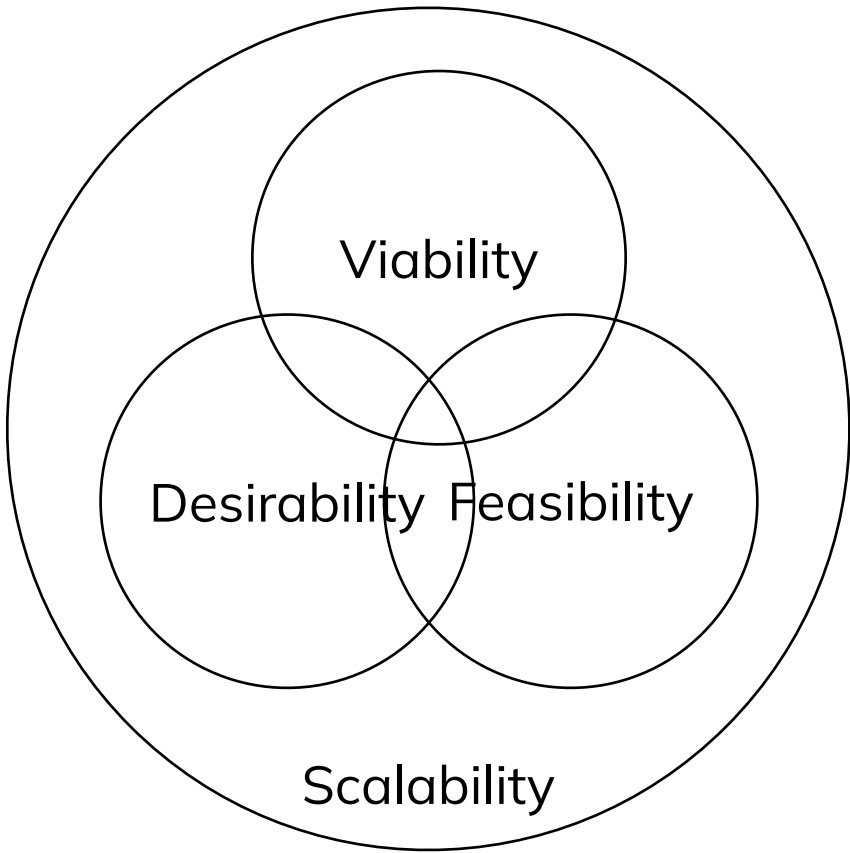
Product design



Go to Market & Pricing



Scaling costs



1. Customer / Problem Fit

Find a problem that is worth solving for a target group

2. Problem / Solution Fit

Get validation from customers that your solution solves their problem (partially)

3. Product / Solution Market Fit

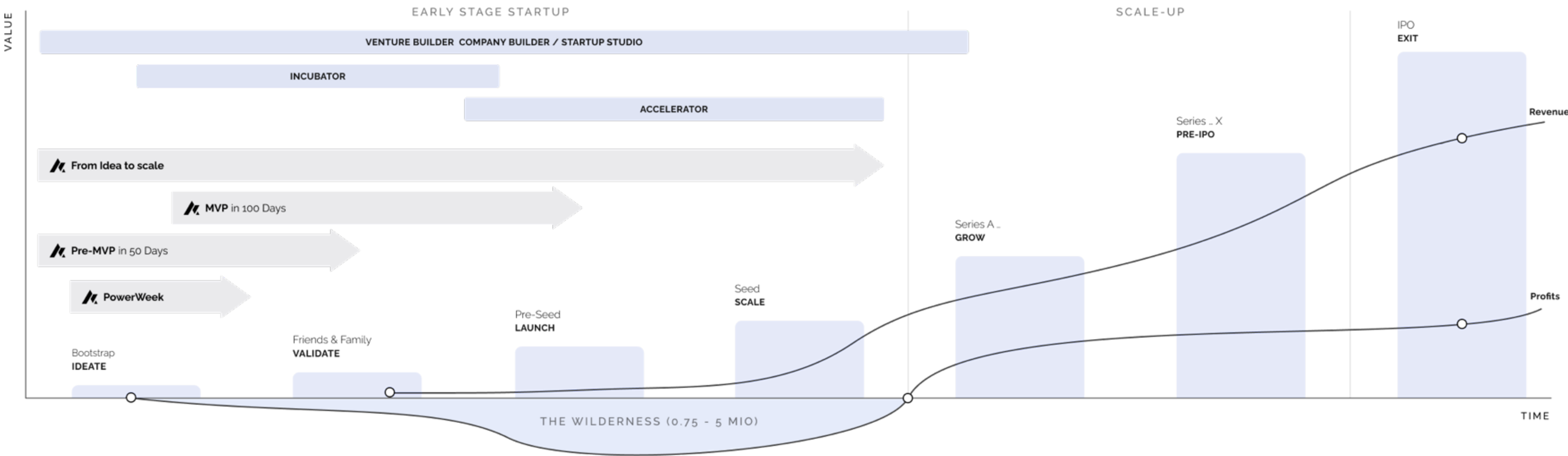
Build an MVP and sell your solution to the market as a product / service

4. Business Model Fit

Scale the business model profitably and pay attention to quality

Axelra Essentials: 4 Stages for overcoming the wilderness of your Tech Venture Journey

Understanding both your «End-Game» and the pivotal steps leading there

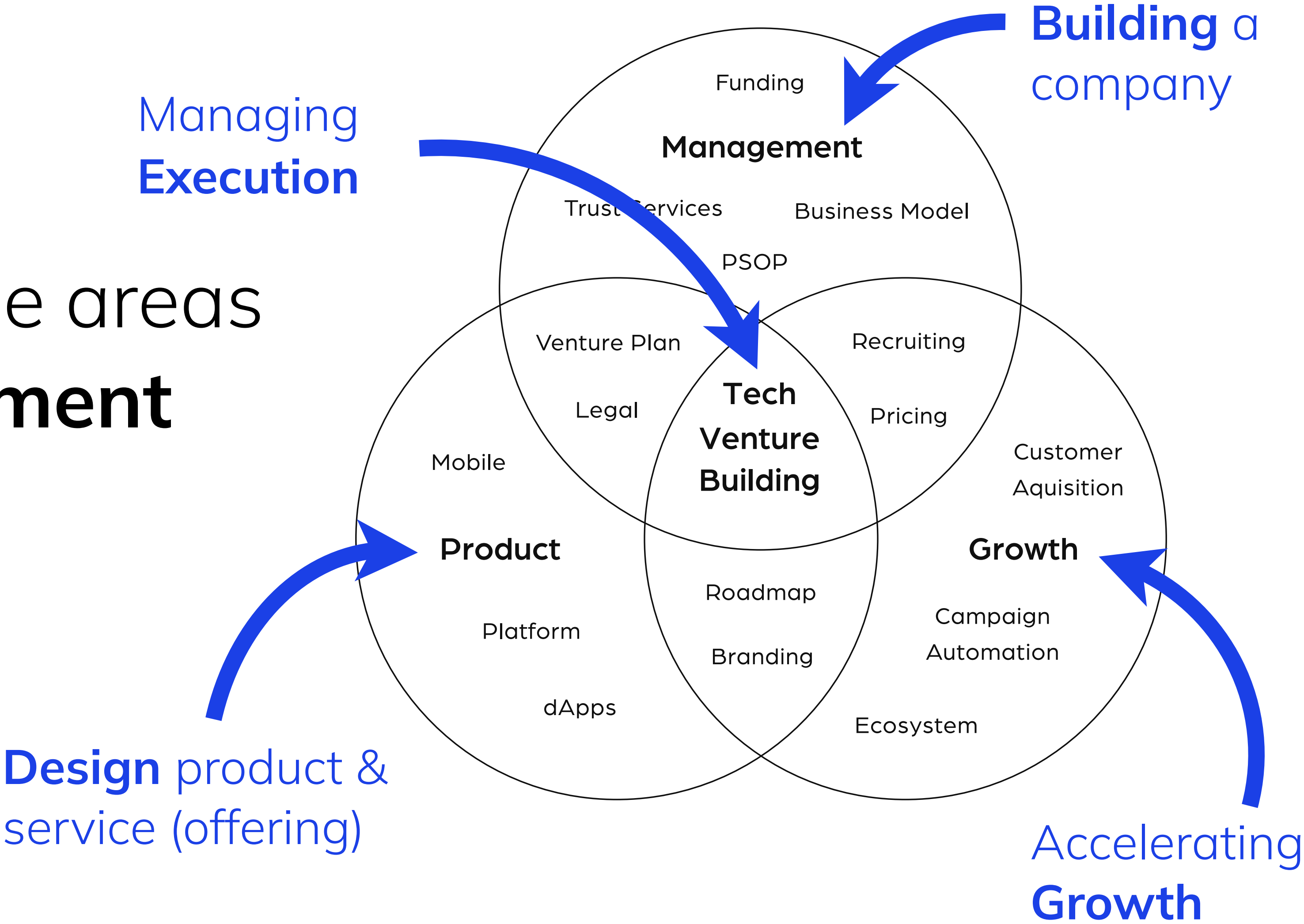


Scribble	Pre-MVP	MVP	R 1.0	R 2.0	R 3.0	R 4.0
Customer/Problem Fit Find a problem worth solving for a target group	Problem/Solution Fit Get validation from customers that your solution solves the problem	Solution/Market Fit Build an MVP and sell your solution to the market as a product/service	Business Model Fit Scale the business model profitably and pay attention to quality	Revenue Growth Scaling revenue by investing in hiring, marketing / branding to expand market	Growth Acquiring businesses and scale to international markets	Exit sell the shares to the public in a new stock issuance for the first time
Revenue: 0 Profit < 0 Valuation: 0.01	Revenue: > 2k Profit < 0 Valuation: 0.1 - 1 Mio	Revenue: > 100k Profit < 0 Valuation: 4 - 6 Mio	Revenue: > 1 Mio Profit > 0 Valuation: 10 Mio	Revenue: > 15 Mio Profit > 0 Valuation: 16 Mio	Revenue: > 20 Mio Profit > 0 Valuation: 40 Mio	Revenue: > 100 Mio Profit > 0 Valuation: 200 Mio
50 k Bootstrap, Family & Friends	100 k Family & Friends, Grants, Angels	0.5 - 1 Mio Angels, Early Stage VCs	1 - 3 Mio VCs, Funds, Family Offices	2 - 8 Mio VCs, Private Equity Firms	15 - 50 Mio VCs, Private Equity Firms, Hedge Funds	30 - 100 Mio Venture loans, Bank funds, IPO Investors



It is about co-creation in the 4 areas of connecting to achieve bottom line results

We are working in the areas of **Product, Management and Growth.**





Booster accelerating the time to market based on disruptive SaaS solutions and newest technologies



Onboarding & Identity Management

Provide a hybrid or fully digital and compliant customers onboarding for private and institutional customers 24x7 in any language.

- Institutional Onboarding with Video Identification
- Onboarding with Mobile Online Identification
- Crypto Onboarding and Wallet Creation
- Qualified Electronic Signature (QES)
- Identity & Access Management (IAM)



Traffic Generation & Conversion

Generate leads and convert them into paying customers while keeping an eye on your CAC (customer acquisition costs).

- Trigger Based Campaign Automation
- Referral Programs
- Social Selling
- 3D Avatar in Selling Process



Customer Lifetime Value Enhancement

Retaining customers and maximizing their value with personalized and gamified experiences, engaging sales and loyalty programs and academies.

- AI Skin Analysis & Personalisation
- Virtual Office App with Tasks & Gamification
- Academy & Micro Learning



Operational Excellence & Customer Service

Streamlining operations, enhancing customer service, and scaling business globally.

- DWH Dashboard
- Predictions and Benchmarks
- Subscription & Billing Engine
- Multichannel Customer Services with Whatsapp & Zendesk
- Customer Transfer Service
- FAQ for Mobile and Website



Tech Venture Building like a Pro - Series 3 / 3

10' 1. Introduction in the Tech Venture Building Journey and its 4 Stages Peach Zwyszig

5' 2. The Venture Building Plan Peach Zwyszig

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5' 4. Startup Metrics - Diving into CAC and CLTV Stefan Bütler

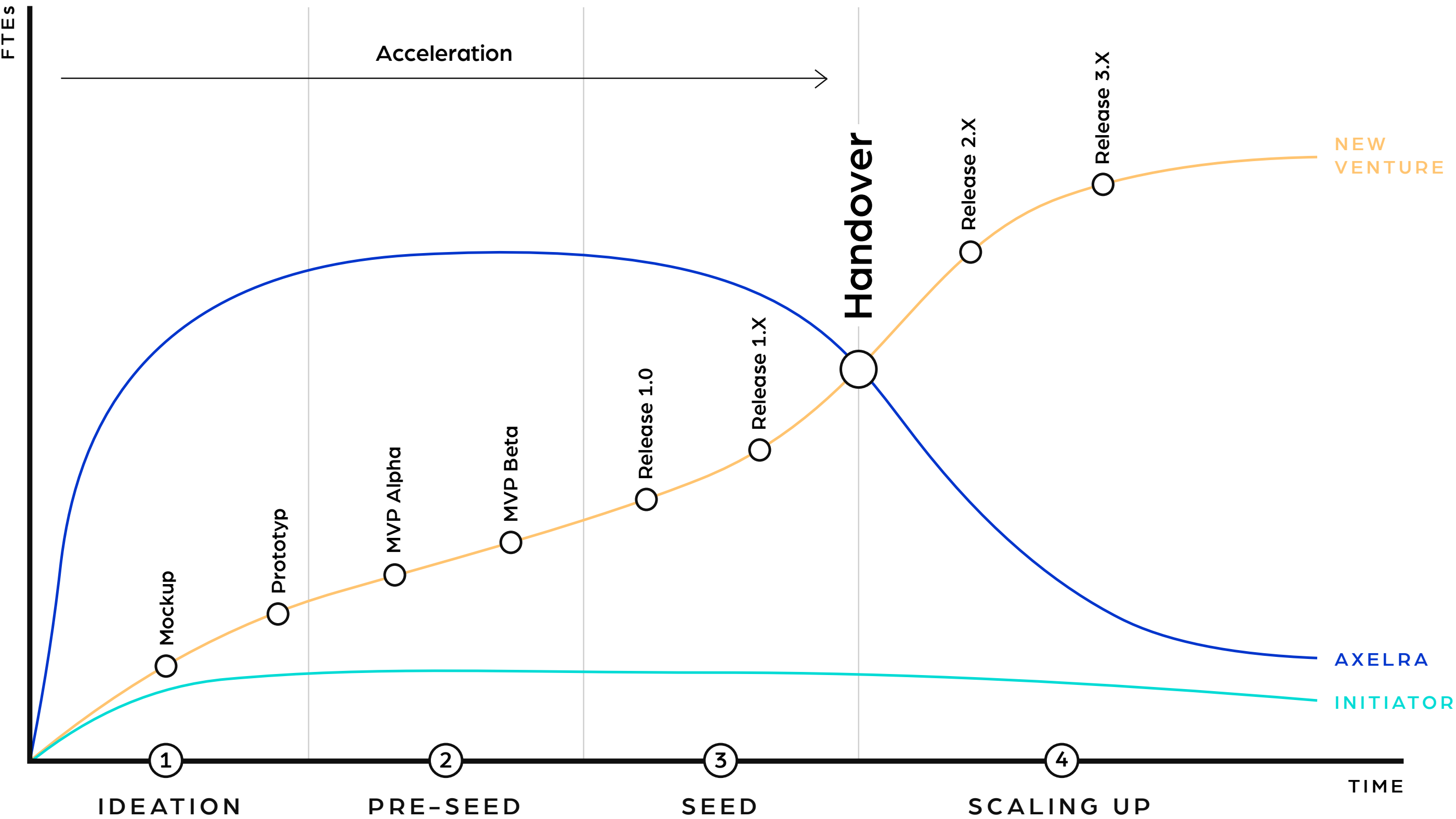
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Daniel Faloppa

2. The Venture Building Plan

From co-creation to independence in 100 days



Venture Building- & Business-Plan

Overall Plan including Handover across all parties:

- 1. Estimation (T-Shirt Sizing)
- 2. Capacity, Handover & Recruiting
- 3. Businessplan (Revenue & Cost)
- 4. Funding Approach

Comment

It's a first draft at this point of time - but important to have an aligned view.

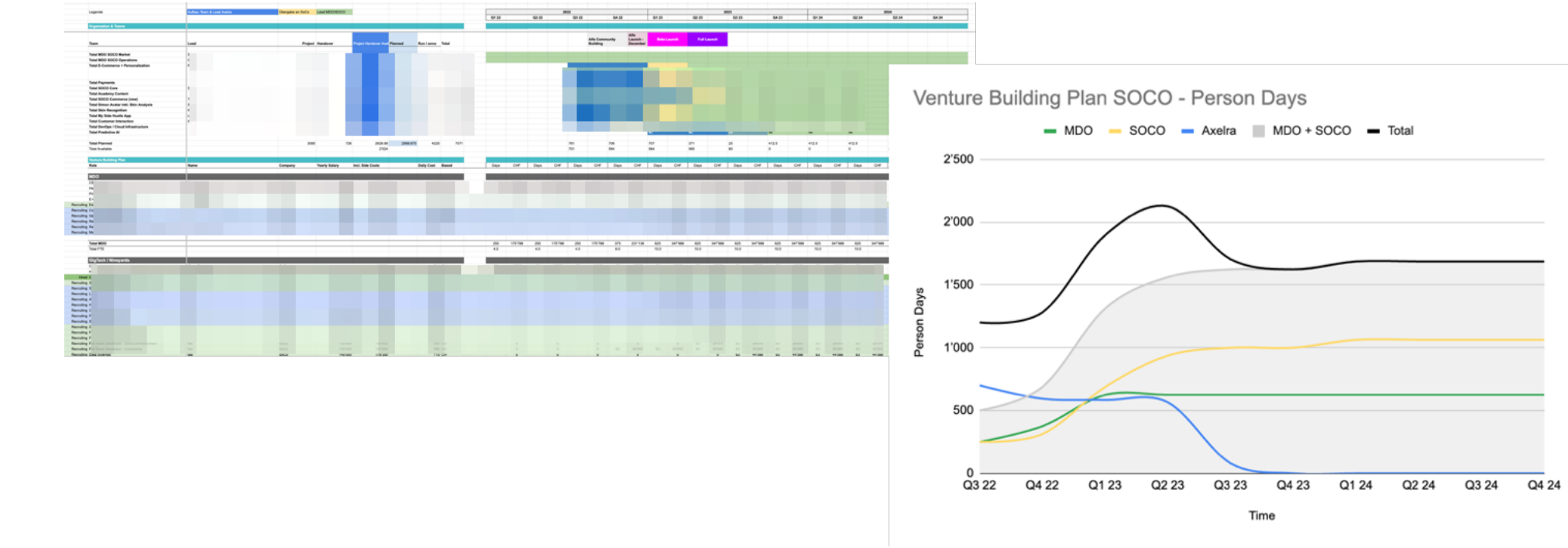
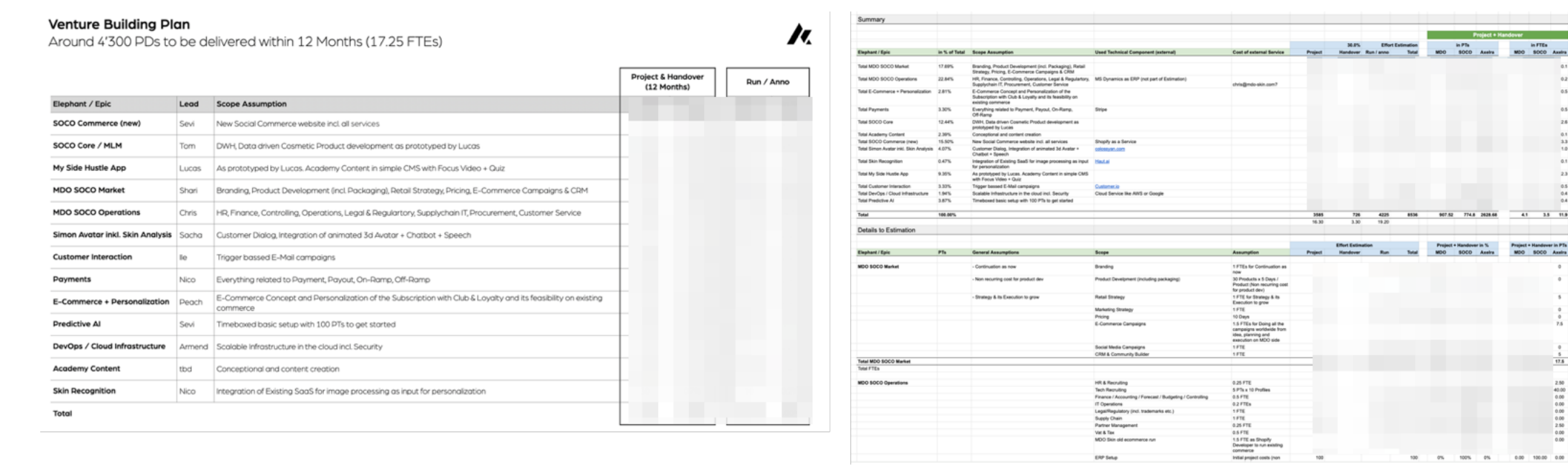
2. The Venture Building Plan

Venture Building- & Business-Plan (1 Master-Excel)



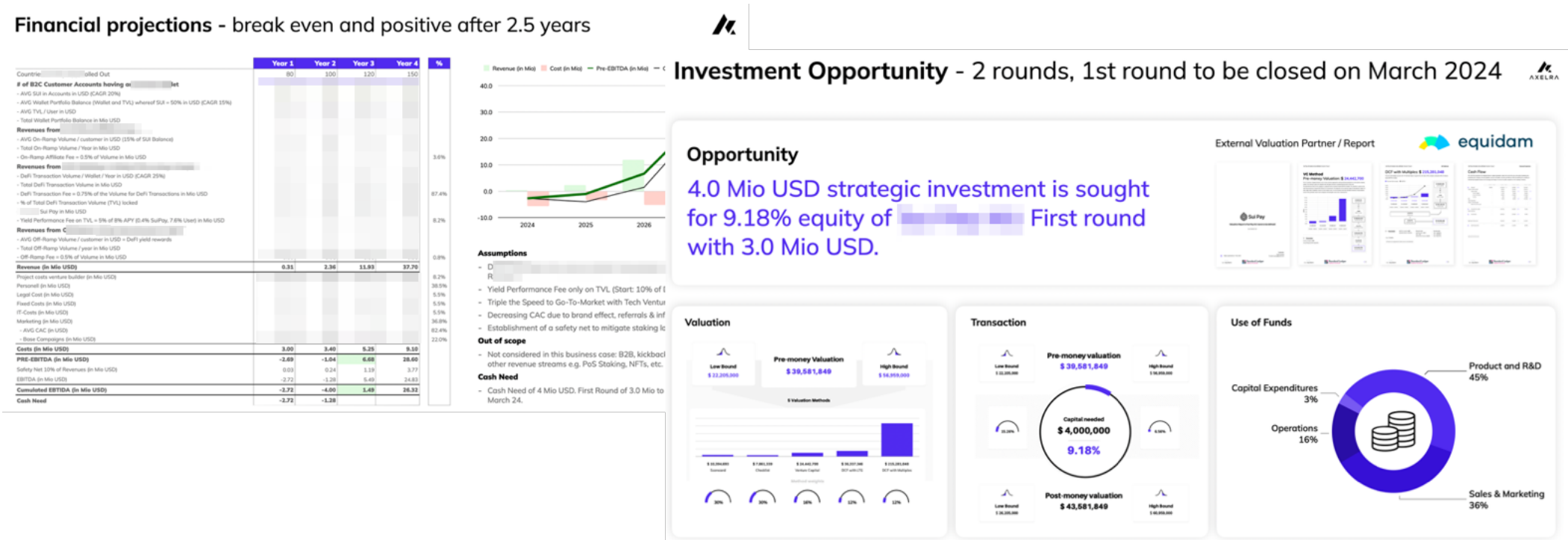
1. Estimation (T-Shirt Sizing)

2. Capacity, Handover & Recruiting



3. Business Plan (Revenue & Cost)

4. Funding Approach





Internal planning view done

How about convincing external
stakeholders?



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3. Pitch Perfect - How to convince investors

What is a pitch deck?



250-pages Business Plan



Sales Presentation



Pitch Deck
Your story, packaged and presented to convince investors of your vision

3. Pitch Perfect - How to convince investors

Structure of a well-crafted Pitch Deck



PROBLEM

Meeting Rising Food Demands

As global demand for foods swells, optimized and sustainable farming is no longer optional – it's imperative.

External factors are accelerating the need for more optimized and sustainable farming

Population Surge

Food Demand is growing fast

Environmental challenges

There is an undeniable impact in order to make sustainable farming. Addressing it requires the power and know-how from technology.

Disappearing Arable Land

The world will not produce enough food to feed the growing population unless we find a way to make farming more efficient.

Farmer faces the following pain challenges when it is a sustainable technology solution

1. Inexpensive fertilizer application recommendations
2. High cost of using unsustainable synthetic fertilizers
3. Underutilizing existing farm machine
4. Complex fertilizer application planning process

VALUE PROP. & SOLUTION

Revolutionizing Precision Farming

Our patent-pending soil analyzer and fertilizer application recommender will revolutionize precision farming

Sampling and analysis

Fertilization recommender

Fertilization planning

1. The digit soil app gathers data from soil and weather and other data to present when make fertilization recommendation to farmer
2. Collected samples are placed into machines
3. The machine recommendation will help with efficient and optimized use of fertilizer
4. The soil analyzer measures the fertilizer precise and send the data to fertilizer recommender

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DEMO

Make Sustainable Farming an Attractive Choice Worldwide

The optimum between yield, cost, and environmental impact.

GO-TO-MARKET

Our Go-to-Market Approach

Starting with a simple B2C model to prove product market fit, transitioning to a B2B2C model for scale

B2C - Farmer Product Market Fit

B2B2C - Scale the business

Farmer Benefits

- Reduce fertilizer costs by 10%
- Reduce pollution by 10%
- Increase harvest quality by 10%

Farmer Benefits

- Reduce fertilizer costs by 10%
- Reduce pollution by 10%
- Increase harvest quality by 10%

BUSINESS MODEL

Affordable Access with Flexibility

Our pricing model has a low entry barrier and the option to lease or buy the solution

MARKET & SIZE

Eyeing a highly attractive market

We're targeting a \$7.4 billion market that is growing at a CAGR of more than 13% in the next few years.

TAM \$7.4B

SAM \$1.6B

SOM \$300M

Precision fertilizer technologies market (US\$ Bn)

CAGR 13.2%

COMPETITORS & USP

Standing Tall among Competitors

Our edge over competitors is the combination of reducing fertilizer costs, pollution and ease of use

COMPETITOR	GEOMETRY	PRODUCT TYPE	REDUCED NUTRIENTS	REDUCED POLLUTION	EASY REDUCTION	POLLUTION REDUCTION	FOSTER HIGH YIELD	EASE OF USE
Digit	OK	Smart & Sustainable Fertilizer	✓	✓	✓	✓	✓	✓
LAQUA	Global	Mobile app for fertilizer	✓	✓	✓	✓	✓	✓
NERITE	OK	Smart & Sustainable Fertilizer	✓	✓	✓	✓	✓	✓
schelon	USA	Smart & Sustainable Fertilizer	✓	✓	✓	✓	✓	✓

MARKET TRACTION

Significant Achievements

We've made significant strides: real-world impact and industry recognition

- Received 5th Annual & Merit Award from Axcelra
- Positive feedback from early adopters
- First revenue generated
- Patent filed in Germany

ROADMAP

Charting the Future

Here's how we envision digit soil's journey over the next few years

TEAM

We are Digit Soil

An all female-led, mission-driven ETH spin-off set out to make sustainable farming an attractive choice worldwide

Higher yield

Reduce pollution

Lower fertilizer costs

Make Sustainable farming an attractive choice worldwide

Helene Ivan - CEO

Sara Miller - CTO

Jessica Fischer - COO

FINANCIAL PROJECTIONS

Financial Projections

Serving 25k farms and achieving \$94m revenue by EOY 2028

INVESTOR ASK

Our Ask for the Pre-Seed round

We are looking for 600k to develop our MVP and test it with farmers

10 tips for well-crafted pitch decks



1. Start with a Strong Narrative
2. Keep It Concise and Consistent
3. Focus on the Problem and Your Unique Solution
4. Quantify the Market Opportunity
5. Demonstrate Traction & Learning
6. Detail Your Business Model
7. Introduce Your Team
8. Financial Projections and Key Metrics
9. Clearly State Your Funding Needs
10. Listen to Feedback and Iterate



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Startup Metrics you need to know

Metrics are more than just numbers; they are the insights that startups need to validate their business model, optimise their operations, and scale effectively. By identifying and focusing on the key metrics that directly influence growth and sustainability, startups can strategically navigate the complex terrain of launching and growing a new business.

Financial metrics	Customer metrics	Product metrics	Growth Metrics
<div>1. Revenue</div> <div>2. Burn Rate</div> <div>3. Runway</div> <div>4. Gross/Net Profit (Margin)</div>	<div>1. Customer Acquisition Cost</div> <div>2. Customer Lifetime Value</div> <div>3. Active Users</div> <div>4. AARRR Metrics</div>	<div>1. Activation Rate</div> <div>2. User Retention</div> <div>3. Adoption Rate</div>	<div>1. Monthly Recurring Revenue</div> <div>2. Customer Acquisition Rate</div> <div>3. Customer Retention Rate</div>
The heartbeat of your business and provide insights into the financial health and sustainability of your venture.	Provide valuable insights into your customers' journey, enabling you to measure and track key aspects of their interactions with your business	Provide insights into how users interact with and respond to your product and help you optimise the product	Measurements that provide insights into the expansion, scalability, and overall success of your business



What are CAC & CLTV

Customer Acquisition Costs (CAC)

$CAC * = SalesAndMarketingExpenses / NumberofNewCustomersAcquired$

* There are multiple alternative formulas to calculate CLTV

Customer acquisition cost (CAC) measures the **amount of money your startup spends on acquiring new customers**. It includes various marketing and sales expenses, such as advertising costs, sales commissions, and marketing campaigns. Calculating the CAC allows you to evaluate the effectiveness and efficiency of your customer acquisition efforts.

Improve CAC by

Marketing channels effectiveness, optimising conversion funnel, segmenting customers, adopting product-led growth strategies, referral programs

Customer Lifetime Value (CLTV)

$CLTV * = (GrossRevenue - CostofGoodsSold) / NumberofUniqueCustomers$

* There are multiple alternative formulas to calculate CLTV

Customer Lifetime Value (CLTV or CLV) **represents the total revenue a customer is expected to generate throughout their relationship with your startup**. It helps you you quantify the long-term value of acquiring and retaining customers. By understanding CLV, you can allocate resources effectively, focus on high-value customer segments and prioritise retention efforts.

Improve CLTV by

Employing strategies like upselling, cross-selling, exceptional customer service that fosters loyalty

CAC to LTV Ratio

The common benchmark for a good CAC is to keep it significantly lower than the LTV. Ideally, you should strive for an CAC to LTV ratio of 1:3 or 1:4.



Customer Acquisition Costs vary by industry

Industry	Average CAC for SaaS
Fintech	\$1'450
Insurance	\$1'280
Medtech	\$921
Hospitality	\$907
Chemical & Pharmaceutical	\$816
Education	\$806
Security	\$805
Agtech	\$712
Telecommunications	\$694
Cleantech	\$674
Building Management & IoT	\$574
Industrial	\$542
Proptech	\$518
Staffing & HR	\$410
Legaltech	\$299
eCommerce	\$274
Average	\$702

- The **average customer acquisition cost** companies incur in the SaaS industry is **\$702**.
- The **highest customer acquisition cost is in the fintech industry**, where businesses incur an average of \$1,450 to acquire a new customer.
- In contrast, the **eCommerce industry has the lowest customer acquisition cost**, with an average of \$274 to acquire a new customer.



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About Me



Daniel Faloppa

Co-Founder, CEO

Italian residing for 13 years in NL

M.Sc. Finance and Investment RSM

12 Years in Startup Valuation

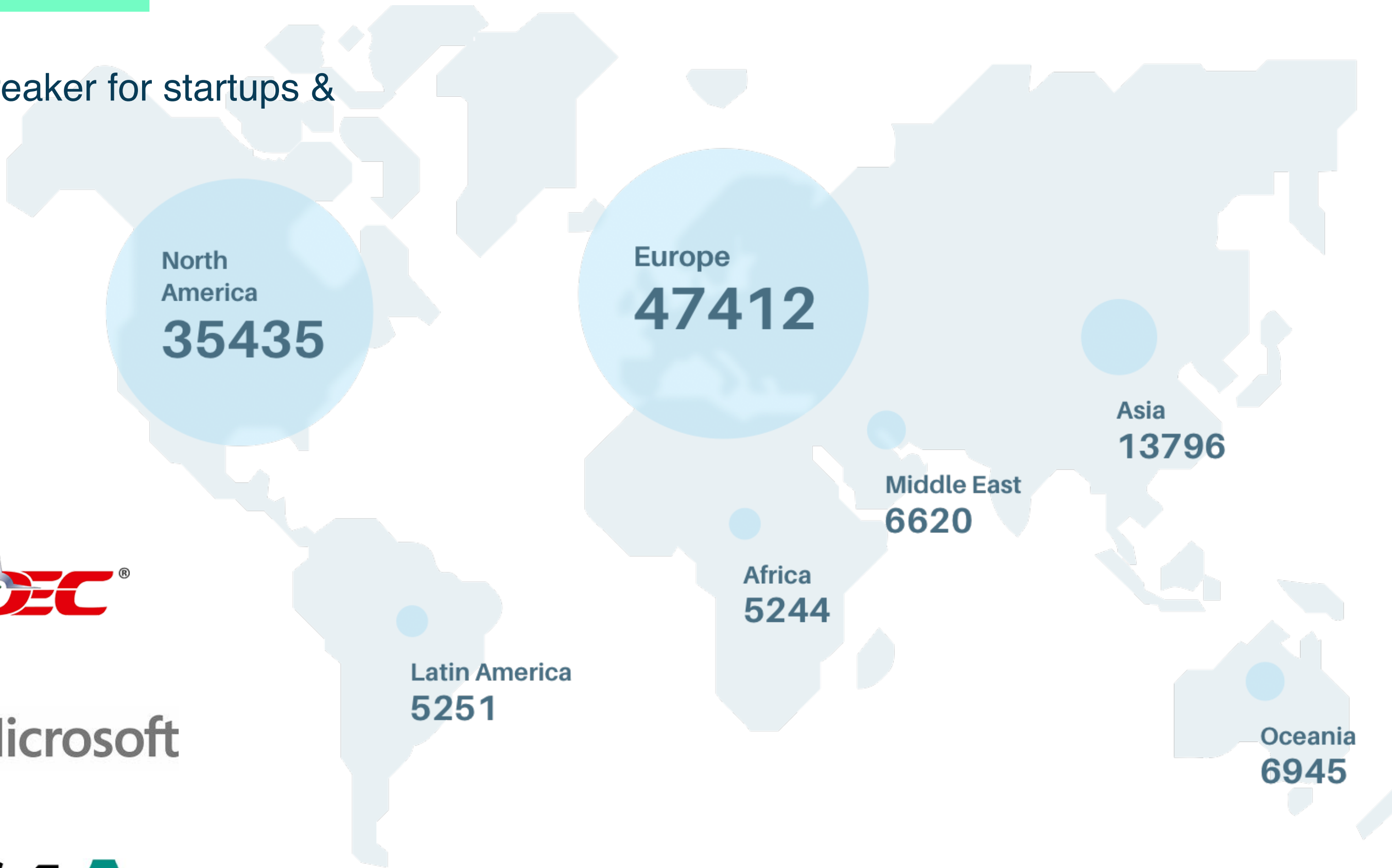
Everything from \$20k F&F to \$2B Nasdaq

ABOUT EQUIDAM

Make sure that valuation is not a deal-breaker for startups & investors

140,000+
Startups valued

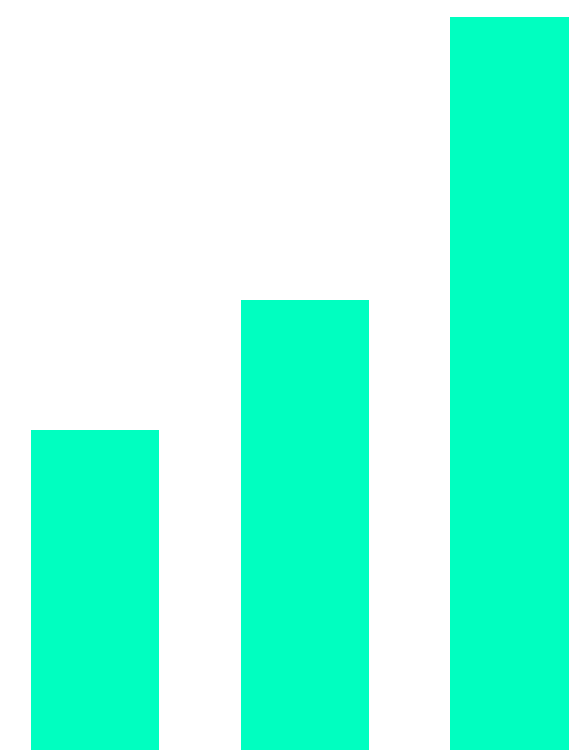
Our Partners



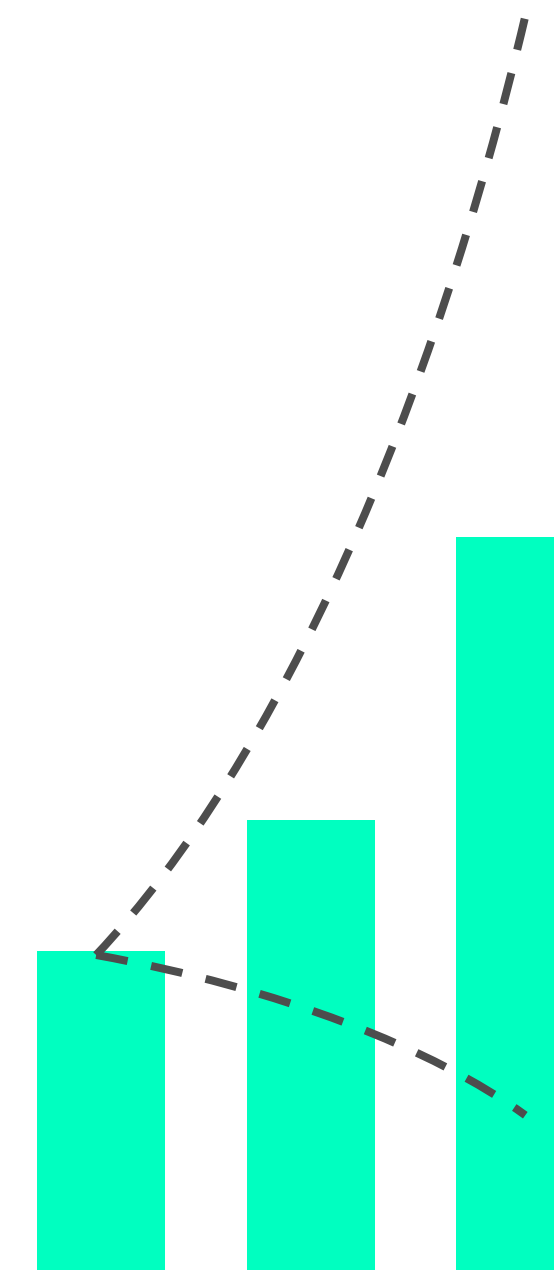
Founded
2013

SETTING THE STAGE

Valuation is about the **future of the company**
and the story we tell, with particular attention to:



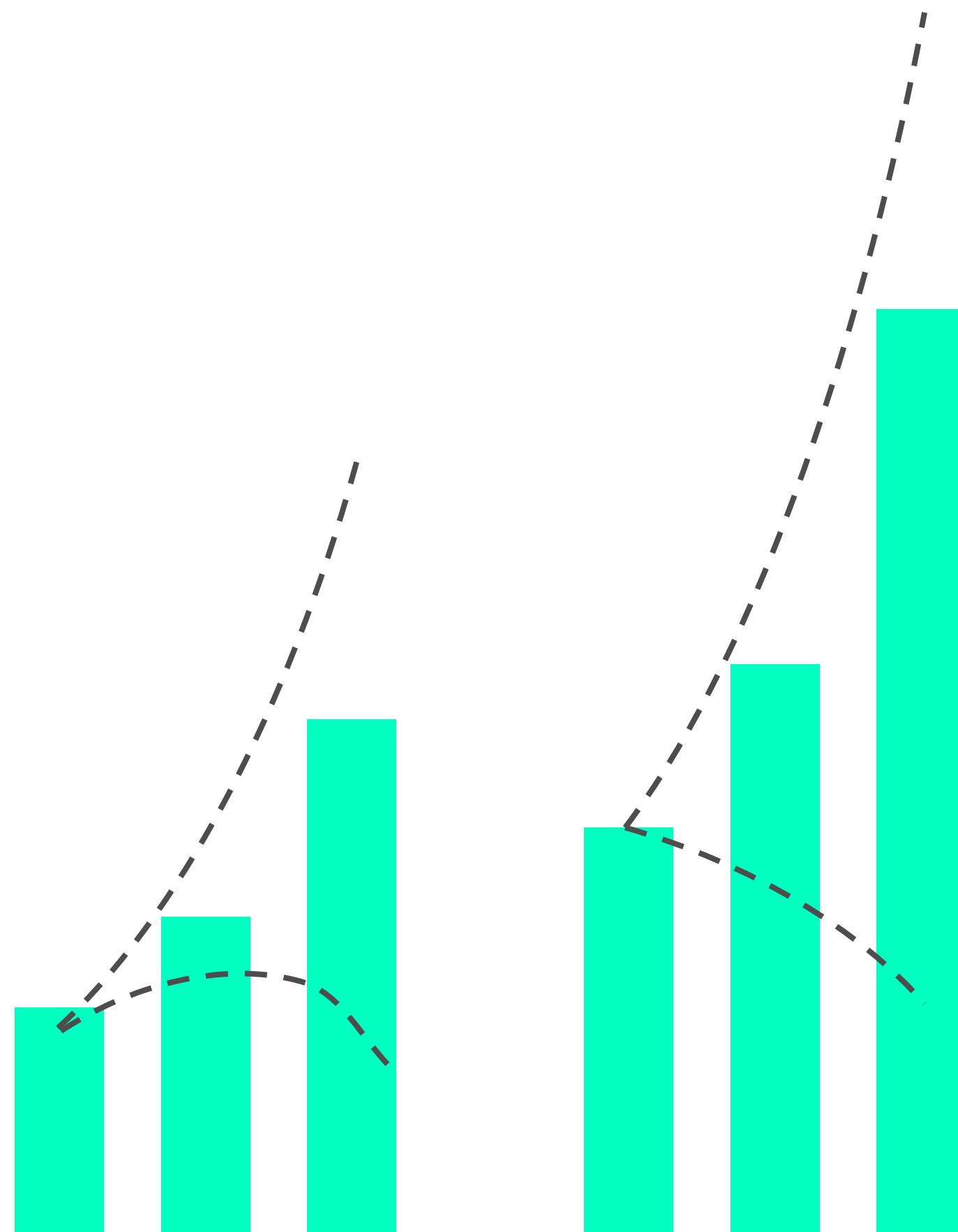
Potential (return)



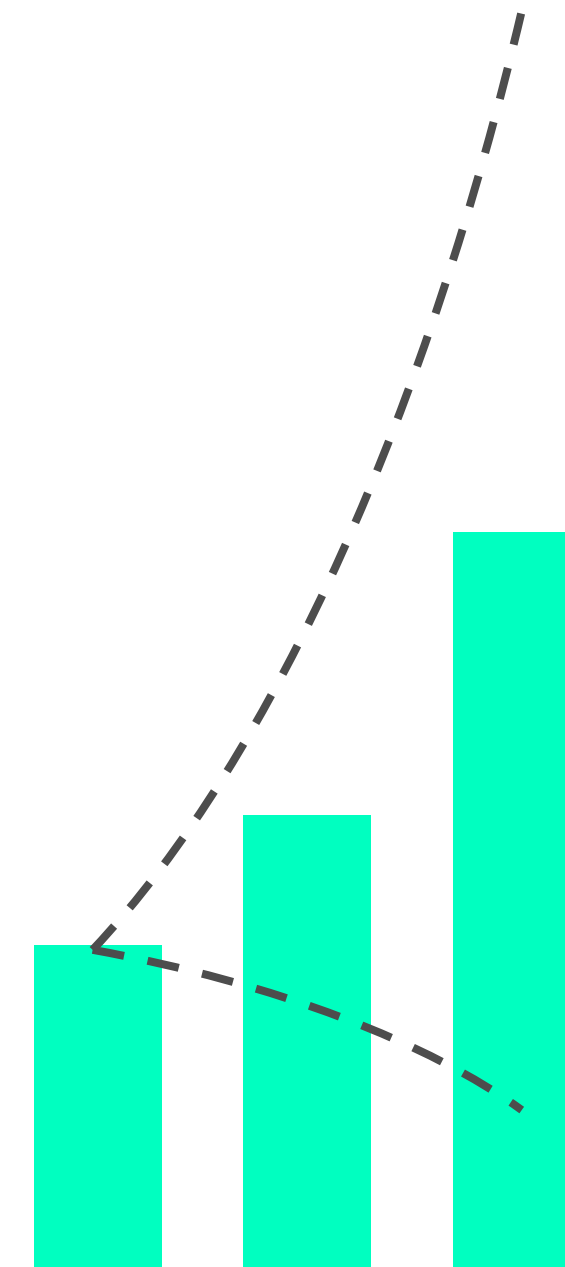
Risk

SETTING THE STAGE

2 Strategies



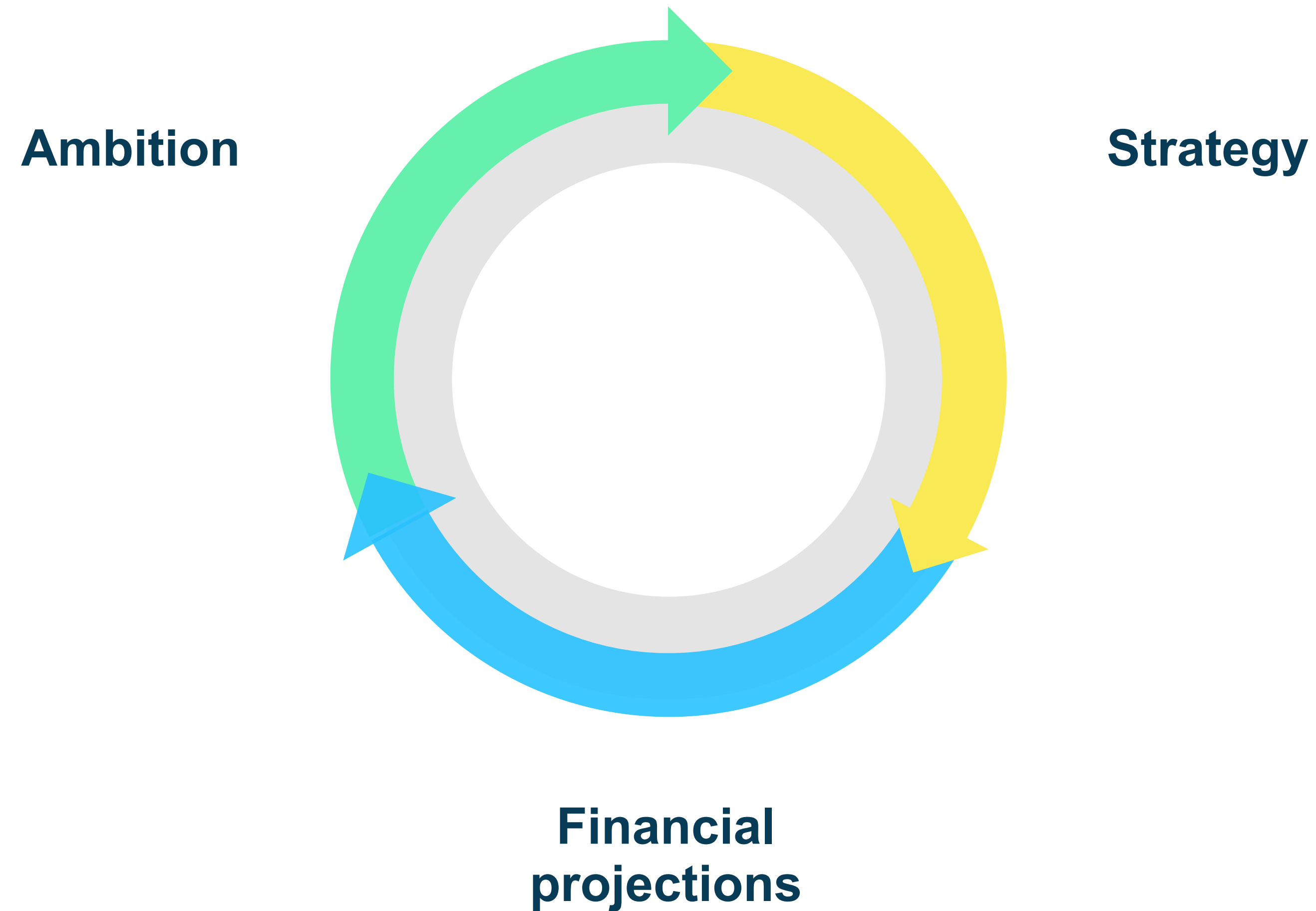
Increase potential



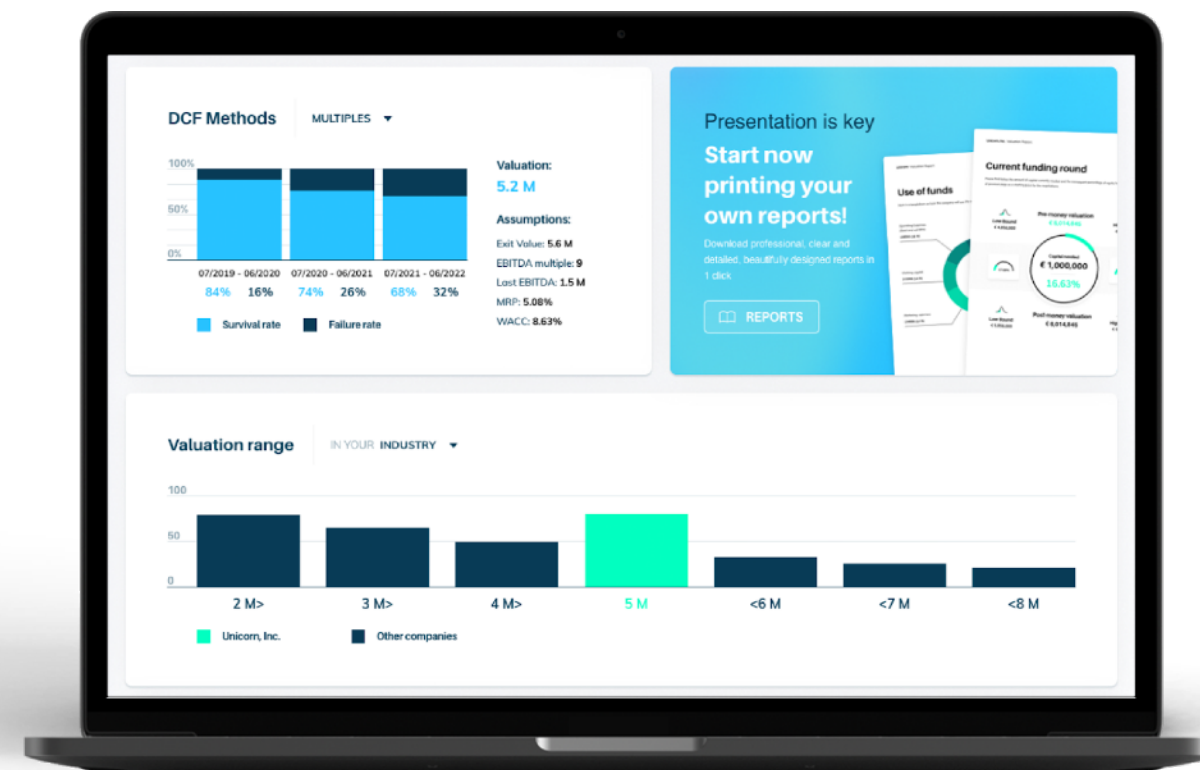
Decrease risk

CRAFT THE STORY

How to make a **coherent** story



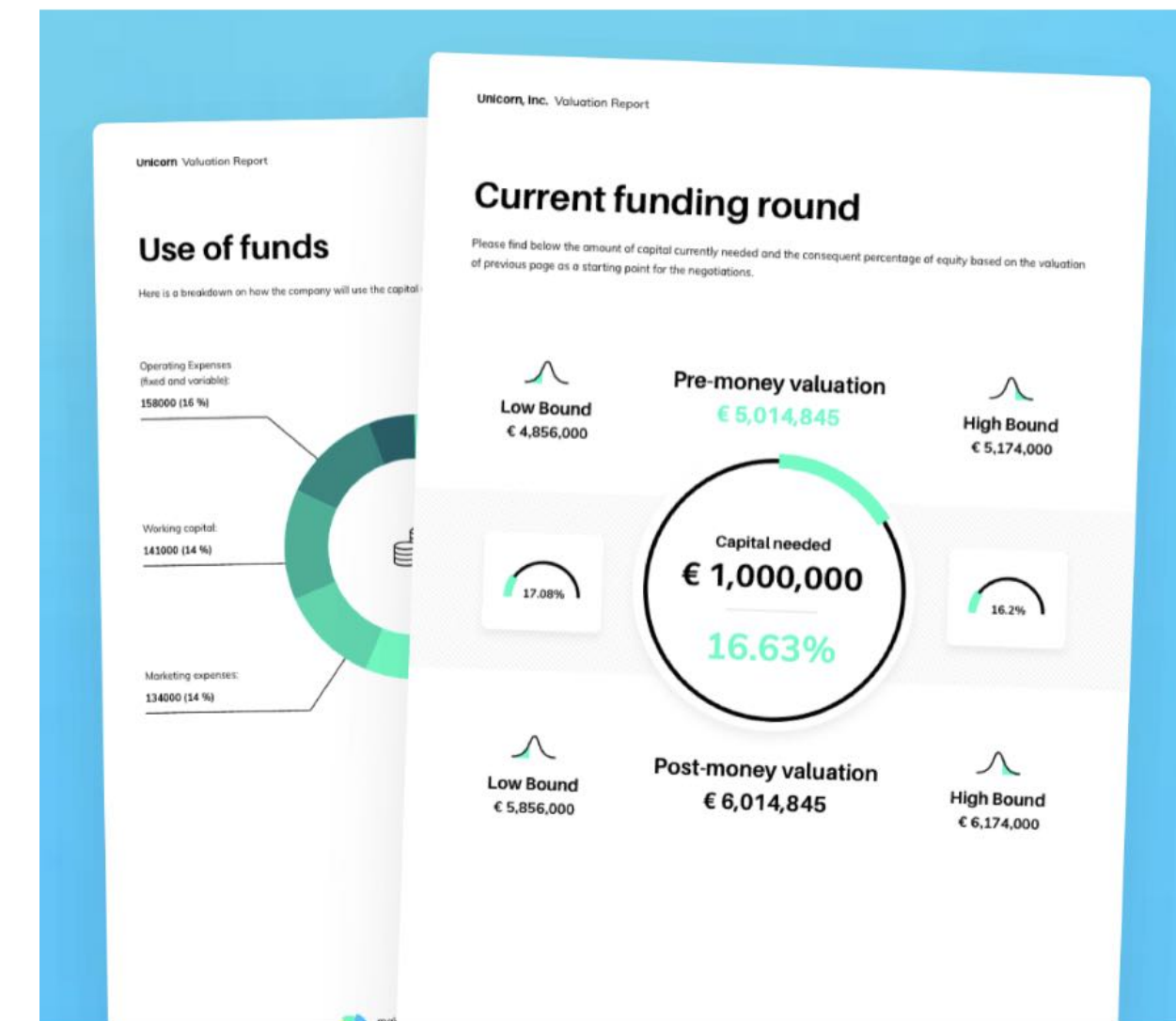
CALCULATE YOUR VALUATION



Input:

- 34 questions: team, business model, IP, legal
- Financial projections

Data provided by Equidam



Output:

- 5 Valuation methods
- 24 Pages report

Alternatively: DIY or Financial Advisor/Valuator

VALUATION METHODS

Why 5 methods?

Always take into account more than one

- Each has a different point of view
- Each has different biases
- Each has a different take on comparing risk and return

Our 5 methods and how they work together

- Qualitative as the baseline
- VC relatively stable in the middle
- DCF to account for specifics of the plan that can change

NEGOTIATE THE VALUATION

+ HOW

The report is the result of a professional process

Valuation is uncertain

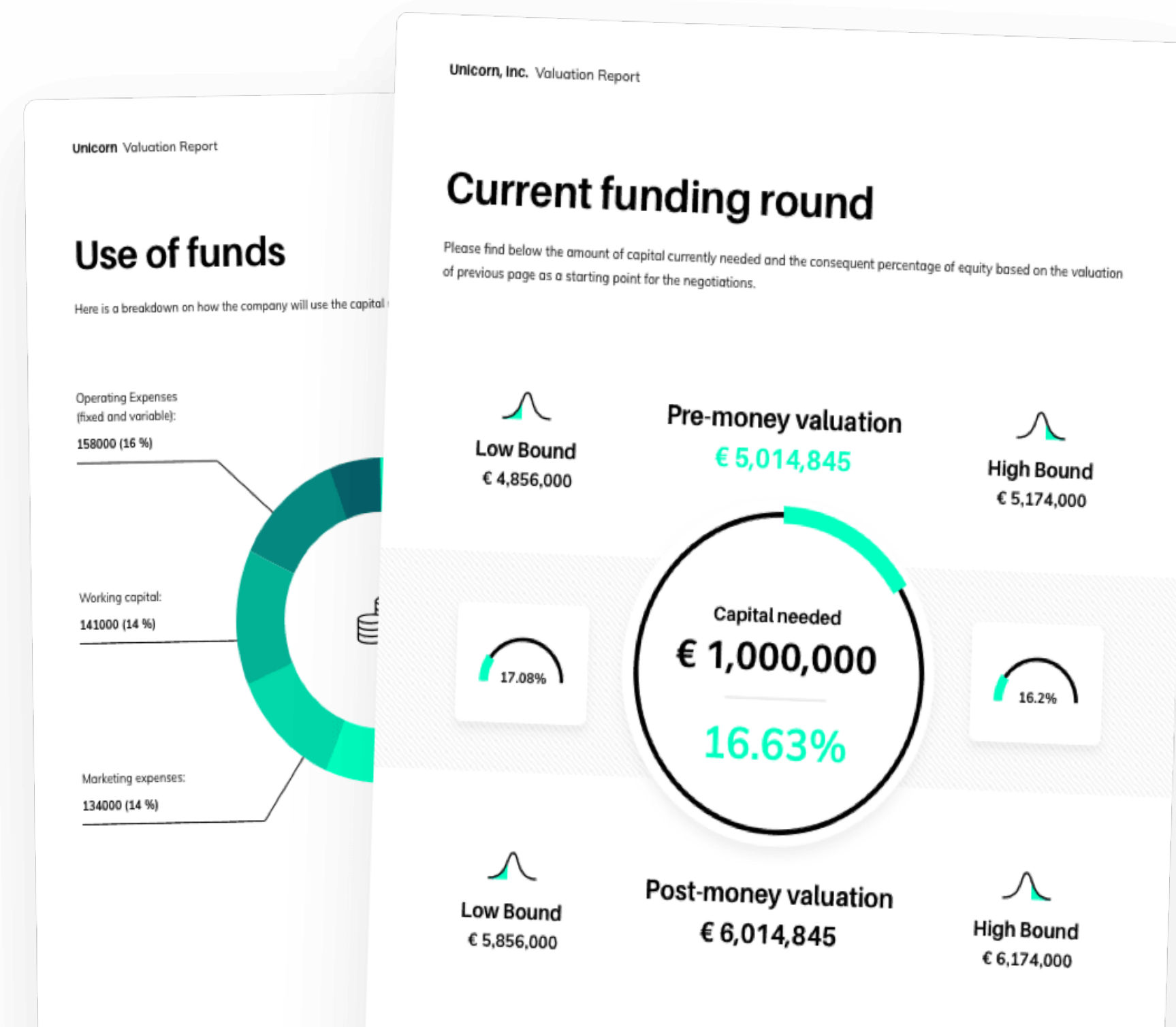
This is the value according to these assumptions

+ WHEN

Tendency is to leave it for last

Ok if investor is trusted

If not, bring it early to avoid wasting time



NEGOTIATE THE VALUATION



Present, listen, modify, repeat

You are the sell side

You can never know the assumptions on the other party until you ask



equidam

Make it worth it



Tech Venture Building like a Pro - Series 3 / 3

10'	1. Introduction in the Tech Venture Building Journey and its 4 Stages	Peach Zwyszig
5'	2. The Venture Building Plan	Peach Zwyszig
10'	3. Pitch Perfect - Make it easy for investors to understand what your are building	Stefan Bütler
5'	4. Startup Metrics - Diving into CAC and CLTV	Stefan Bütler
15'	5. Venture Valuations - How much is your venture worth?	Daniel Faloppa
5'	6. Swiss Early Stage Tech Venture Funding Map - How to find Your Match	Peach Zwyszig
10'	7. Interactive Q&A	Peach Zwyszig, Stefan Bütler, Daniel Faloppa

Swiss Early Stage Tech Venture Funding Map 2024



Swiss

Early Stage

Tech Venture

Funding Map

2024

Innovation and Tech Ventures born in Switzerland

Switzerland ranks first among the most innovative countries and is an attractive location for tech ventures far beyond fintechs. Around 50.000 new companies are founded every year, of which statistically only 10-20% survive. Good entrepreneurs are more in demand than ever, because they and their teams make the difference.

But how good is Switzerland for finding funding at Early stage?

Every entrepreneur knows the challenge of having to build up their company and find customers and talent - and, above all, having to raise funds. Especially at early stage (before the company earns more money than it spends), quick and easy access to liquidity and support are needed in Switzerland. In 2022 CHF 3.9 billions of venture capital has been injected into the Swiss startup ecosystem. And there are other funding sources outside Switzerland that invest in Swiss startups.

Accelerate Your Early-Stage Tech Venture's Funding Journey

As a Swiss tech venture builder, we deal with startups and investors daily and have compiled our findings from all meetings in this Tech Venture Funding Map for Switzerland. We want to contribute to the Swiss venture ecosystem and help founders and investors make the best use of their precious time. Get in contact with us for changes and we will gladly include them in the next update.

After all, innovation comes from doing and not just talking :-). Let's get things done together!

Why choosing a Venture Builder?

A tech venture builder delivers experience and speed execution, is a powerful attractor for top talent, and provides access to a relevant network in corporate and investor circles. Regarding speed execution, data shows that with a venture builder like Axelra, startups can reduce the time from idea to Series A funding to just 25.2 months, compared to 58 months in traditional setups. Financially, this translates to an IRR of 53%, tripling the valuation of your venture. (Source: <https://inniches.com/startup-studies-research/>)

About Axelra

Axelra is a Zurich (Switzerland) based Tech Venture Builder accelerating ideation, validation, launch, and scaling early-stage tech ventures for startups and corporates with skin in the game. We are industry-agnostic and build B2B, B2C, and D2C companies, and cover the whole company-building process in the areas of Product, Management, and Growth.

Since 2019, we accelerated 38 companies, co-created 20 tech ventures, and hold equity in 9 portfolio startups. We contribute up to 50% of our costs as sweat equity, aligning our interests directly with our ventures. Our service are offered depending on the stage of the startup and fine-tuned to meet your needs, whether you're in ideation, (Pre-)MVP launch or scaling phase. Our unique execution capabilities, experience and re-use of Axelra Boosters speed you and your go to market up and kick your valuation.

Peach Zwyssig
Axelra AG
Co-Founder & CEO
www.axelra.com



Connect with Peach
on LinkedIn



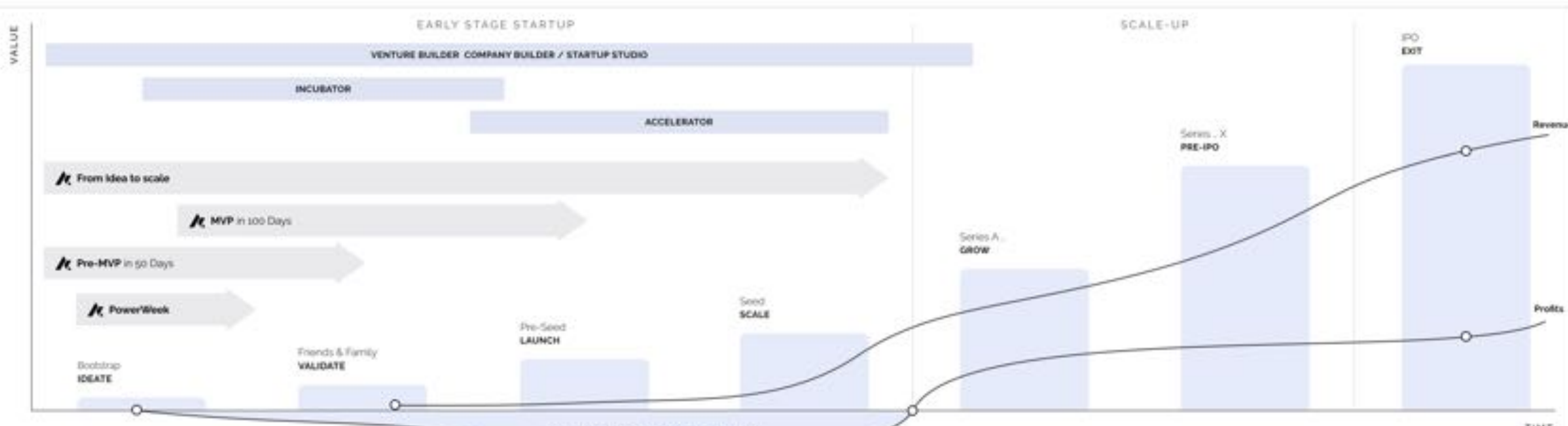
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Printout 95g cm x 10g cm
sent to your address
Early Bird Price: 29 CHF for CH
39 EUR for AT, DE



Invest
in Tech Venture Building with
Axelra Early Stage



Overcoming the wilderness of your Tech Venture Journey



Swiss Early Stage Tech Venture Funding Map - How to find Your Match

Get your valuation (in collaboration with Equidam)



We're happy to announce



equidam



AXELRA


Quick Venture Valuation






axelra.com/valuation


Swiss Early Stage Tech Venture Funding Map 2024

Order now





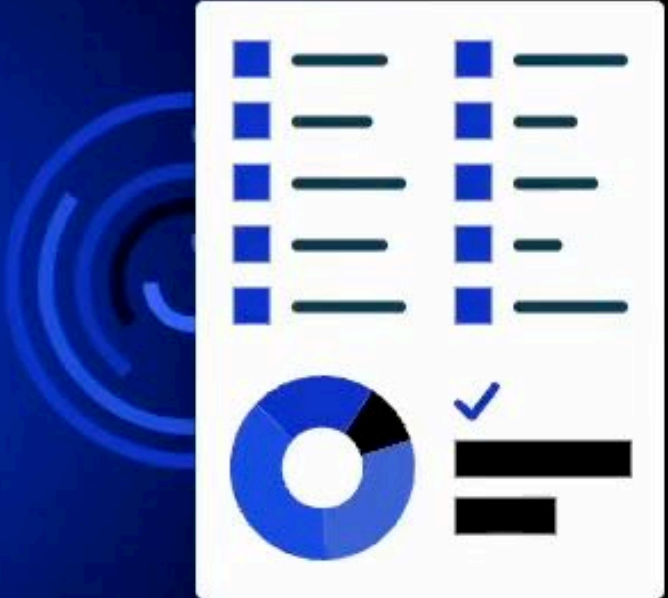
EUROPE'S LEADING
START-UP HUBS
2024




**10 Short Questions,
Immediate Result**

Answer 10 swift questions, and get your valuation right away!

START THE SURVEY →



Axelra AG
Hagenholzstrasse 83
8050 Zürich

 [Routenplaner](#)

Let's start with a coffee →

Let's drink a coffee and figure out how we can together accelerate the next tech venture with skin in the game.



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Thank you

Peach Zwysig
Co-Founder & CEO

Phone **+41 78 870 57 28**

E-Mail **peach.zwysig@axelra.com**

Axelra AG | Hagenholzstrasse 83 | 8050 Zürich