



## Facts & Figures about Canton of Vaud



**3<sup>rd</sup> biggest State in Switzerland**  
800'000 inhabitants



**+2.2% Jobs creation**  
annual growth in average from 2005 to 2015



**+2.6% GDP's growth**  
annual growth in average from 2005 to 2015



**+3.6% Exports**  
annual growth in average from 2005 to 2015



**13.8% income tax rate** as per 2019



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## 1.1 The 6 pillars of a well established eco-system

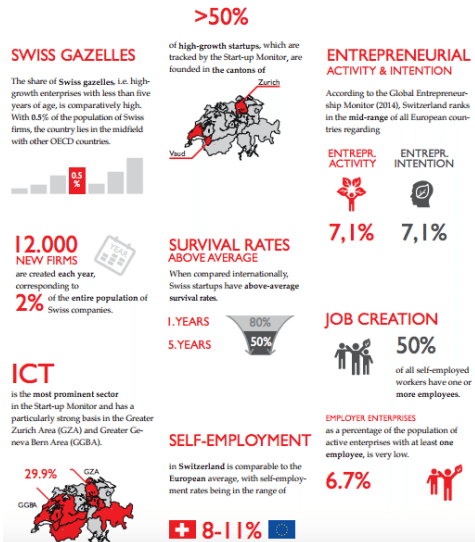
1. ENTREPRENEURIAL CULTURE 😊 😞
2. TALENTS 😊
3. STRONG ACADEMIC INSTITUTIONS 😊
4. CROSS-STAGES INVESTORS 😊 😞
5. MULTINATIONAL PRESENCE 😊 😞
6. GOVERNMENT INCENTIVES 😊 😞

## 1.2 Entrepreneurial culture

### Just a matter of mindset :

- Risk is (not) good !
- Failure is (not) great !
- Celebrations are (not) necessary !

#### KEY FACTS ABOUT ENTREPRENEURIAL ACTIVITIES IN SWITZERLAND



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## 1.3 Great talents and successful entrepreneurs



1. Ava
2. Less
3. Flyability
4. Bexio
5. Mindmaze
6. Gamaya
7. Bestmile
8. Beekeeper
9. Lunaphore Technologies
10. Advanon

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## 1.4 Strong academic institutions

- Largest academic and research campus in Switzerland
- High spending on R&D
- Pool of talents



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## 1.5 Innovation hotspots in Canton of Vaud

**A bridge to access the best talents and the most advanced technologies**

- |                   |                      |
|-------------------|----------------------|
| • Digital health  | • Cyber Security     |
| • Neurotech       | • Energy Efficiency  |
| • Oncology        | • UAV – Drones       |
| • Immunology      | • Sport Technologies |
| • LabTech         | • Aerospace          |
| • Materials       | • AgriTech           |
| • Robotics        |                      |
| • Digital Society |                      |

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## 1.6 Cosmopolitan and international environment

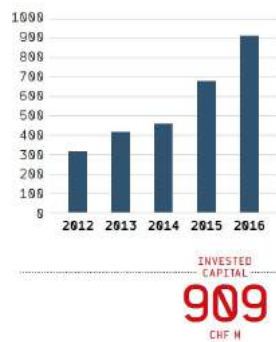
## Access to international talents and highly qualified workforce

- **More than 30% of the population is non Swiss**
- **175 nationalities are represented in the Canton of Vaud**

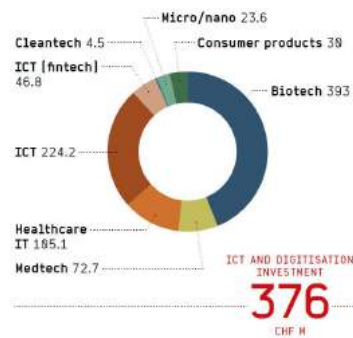
## 1.8 Swiss Venture Capital Report 2017 (1/2)

**CHF 909 millions raised by Swiss-based startups in 2016**  
**Biotech, Medtech & Healthcare IT : CHF 571 millions (63%)**

Invested capital  
in Swiss start-ups  
(CHF m)



Invested capital by sector, 2016  
(CHF m)



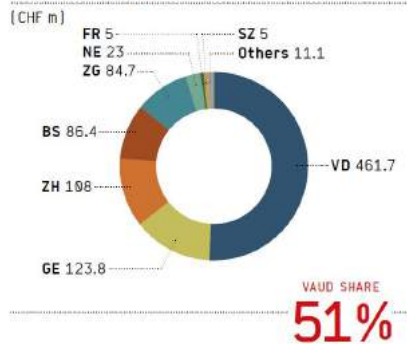
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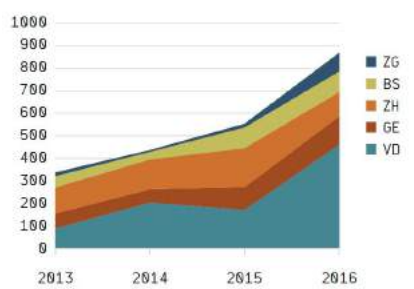
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## 1.8 Swiss Venture Capital Report 2017 (2/2)

Invested sum by canton  
(CHF m)



Invested sum by canton  
2013–2016  
(CHF m)



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## 1.5 Multinational presence in a diversified economy with world-class clusters

- **A concentration of top players**  
2'000 companies and 52'000 people are involved in high technology and cutting edge companies
- **A presence of world-leading corporates and foreign companies**  
~100 multinational companies have established their European or EMEA HQ in Vaud



### Pharma/Biotech Medtech

Merck Serono  
Medtronic  
GSK  
Edwards Life Science  
Ferring Pharmaceuticals  
Accuray  
Intuitive Surgical

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### ICT

Cisco  
Logitech  
Kudelski  
Siemens  
Salesforce  
Swissquote



### Nutrition / Agri-food

Nestlé  
Nespresso  
General Mills  
CPW  
Starbucks  
Chiquita  
ADM



### Headquarters

Adecco  
SC Johnson  
Tetra Laval  
Honeywell  
Sunstar  
Philip Morris  
Nissan  
Parker Hannifin



### Microtech / Precision Industries

Jaeger-LeCoultre  
Audemars Piguet  
Breguet  
Hublot  
Hexagon  
Bobst  
Lemo

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## 2.0

### Government policy and incentives



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## 2.1 Strategic sectors and activities

### Strategic economic sectors











1. Life Sciences
2. Information & Communication Technologies
3. Microtechnology / Precision Industries
4. Nutrition and agri-food
5. Cleantech
6. Watchmaking and luxury goods industry
7. Tourism
8. International Sport

### Strategic type of activities

1. Research & Development
2. Manufacturing
3. Headquarters

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## 2.2 A very dense and dynamic eco-system with a full range of support

Financing Grants	Cluster Promotion	Tech Parks Innovation Centers	Innovation Tech transfer Coaching
 Office for Economic Affairs (SPECo)  FIT  CAUTIONNEMENT ROMAND  match INVEST	 bioalps  MICRONARC  Cleantech ALPS  ALP ICT  THINK SPORT	 EPFL Innovation Park  PARC  biopôle  Les ATELIERS de Renens  Technopôle Sainte-Croix  TECORBE	 innovaud  platinn  alliance  GENILEM

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## 2.3 Financial incentives

### Incentives for accelerating innovation and internationalisation

#### Innovation Grants

- Acquiring intellectual property rights
- Developing new products, improving or developing R&D or manufacturing facilities
- Obtaining certification or homologation

#### Internationalisation Grants

- Attending exhibitions or business conventions
- Developing new markets

#### Training Grants

- Training of technical or scientific staff
- Sustainable development training

#### Investment support

- Loan guarantees
- Grant for Partial coverage of bank interest

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## 2.4 Seed Capital (FIT)



Pre-creation

0 – 12 months

12 – 36 months



## 2.5 Economic impact 2012-2016 (1/3)

- **Companies**  
About 1'200 companies were supported through the Vaud Economic Promotion
- **Projects**  
3'150 projects were financially supported
- **Financial support**  
CHF 152 millions were granted
- **Investments**  
CHF 614 millions were generated by the companies
- **Financial leverage of 4**  
For every CHF 1 invested by the public sector, the private sector invests CHF 4
- **New companies**  
133 companies were created through the Vaud Economic Promotion  
175 companies established with the support of the Vaud Economic Promotion

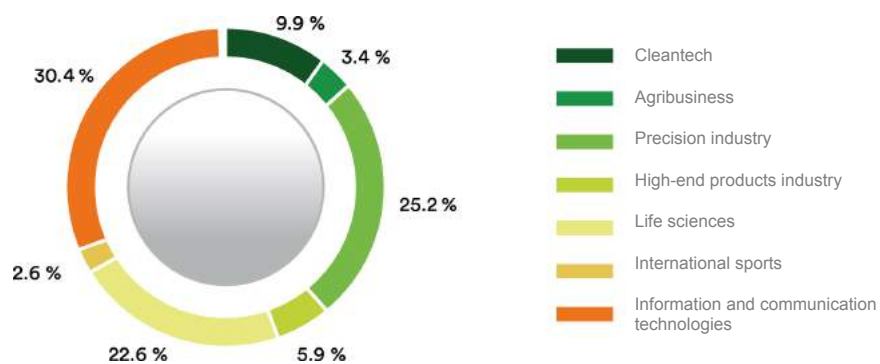
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## 2.5 Economic impact 2012-2016 (2/3)

Distribution by strategic sectors



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## 2.5 Economic impact 2012-2016 (3/3)

An average of 50 new jobs created within the 10 fast growing scale-up !

Company	Sector	Nb of employees 2016 Switzerland	Nb of employees 2016 Abroad
Sensefly	Drones	97	11
Nextthink	ICT	95	152
Sophia Genetics	Life sciences	74	57
Pix4D	Drones	72	6
AC Immune	Life sciences	71	-
Mindmaze	Life sciences	69	9
Shockfish	ICT	31	2
Crossing Tech	ICT	21	2
Flyability	Drones	30	-
Atracsys	ICT	26	2

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## 2.6 Technology parks Innovation Centers

- **6 Tech/Innovation Parks**

410 companies based

- **Employees**

4'200 jobs

- **Premises**

100'000 sqm of offices & labs  
5'000 sqm for incubation

- **Land**

Biopôle : 80'000 sqm  
Y-Parc : 250'000 sqm



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## 2.7

Hotspot for entrepreneurs, innovators  
and investors



The 24th MedTech Investing  
Europe Conference

5 & 6 April 2017 • Royal Savoy Hotel, Lausanne, Switzerland

Startup Champions Seed Night @ EPFL  
**Wednesday, April 26<sup>th</sup>, 2017**  
from 18:30 - 21:00 (doors open at 17:00 for startups' exhibition)  
Rolex Learning Center Forum, EPFL



seedstarssummit \*  
GOOD FESTIVAL 2017 17 - 21 October 2017  
Lausanne, Switzerland



digitalswitzerland

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Thank you for  
your attention !

