

Agenda

Fund raising alternative

“The greatest fear in life is not of death, but unsolicited change.”
— Raheel Farooq

Fund raising: VCs vs ICOs

Development in Switzerland in 2017

Traditional investment 2017	
Company	amount (CHF M)
1 ADC therapeutics	196.8
2 Getyourguide	75
3 Xeltis	52
4 Nouscom	48.7
5 Polyphor	40
6 Beqom	33.5
7 Prexton Therapeutics	31
8 Sophia Genetics	28.9
9 Knime	23.2
10 Amicus	21.3
TOTAL	550.4

ICO Switzerland 2017	
Company	amount (CHF M)
1 Tezos	238.1
2 Bancor	152.3
3 Status.im	99
4 Cardano Foundation	62.2
5 SingularityNET	36
6 Bread	32
7 Ambrosus	30
8 Eidoo	27.9
9 Monaco Technology	26.7
10 Aeternity	23.6
TOTAL	727.8

175 financing rounds (937 million CHF) top 10 - 550 m CHF
Biotech 443 m CHF

ICOs worldwide 2016: 62.8 million CHF, 2017: 2.2 billion CHF.
The Swiss-based AI start-up SingularityNET took \$ 36 million
in 60 seconds in December

How does it work?

We must create value

Marketing Vs Regulatory

Investor side: IPO vs STO

Secondary markets

High cost?