



evaluate SCIENCE

Swissparks.ch: Pilot Benchmarking Bio-Technopark Schlieren

Report for:
Individual Centre

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1 Introduction

This report for Bio-Technopark Schlieren summarizes the outcomes from the Swissparks.ch Pilot benchmarking project, an in-depth survey about the innovation ecosystem of the participating Swissparks.ch centers and their companies. The pilot benchmarking project was supported by Swissparks.ch, Bio-Technopark Schlieren, Business Parc, EPFL Innovation Park, and Startfeld. It was conducted by BAK Economics and EvaluateScience.

The pilot benchmarking is designed to be expanded to the broader Swissparks.ch community.

The surveys allow to paint a fine-grained picture of the breadth and diversity of the participating centers and their companies. To date, no such systematic and targeted analysis has been undertaken in Switzerland. The data generated in the project forms a foundation to describe the contributions and impact the Swissparks.ch Technology Parks and Business incubators have on the Swiss innovation and start-up ecosystems. It helps the centers to benchmark their operations, to improve their services, and to demonstrate their added value and impact to increase their support from the public and private sector.

The surveys targeted the centers themselves, as well as the companies the centers serve. Thus, the project generated novel data from companies associated with the participating centers. The combination of center-level and company-level data (including data on economic performance, growth characteristics and technology fields) allows powerful analysis of the Swissparks.ch innovation ecosystem.

Project Methodology

BAK and EvaluateScience developed in collaboration with Swissparks.ch and the participating centers two online surveys, one which included a center-specific questionnaire (Results Center Manager Surveys) and another that included a questionnaire specifically focused on the companies within the centers (Results Company Surveys). The detailed surveys are attached in the Appendix. The surveys were open to the centers and companies between the 26.5.2021 and 16.7.2021. During that period all four manager surveys were completed, while 227 companies completed the company surveys. For companies which did not participate the data was estimated by their center managers (111 companies).¹

All data the study received from the centers and the companies are being handled in a confidential manner. Specifically, BAK and EvaluateScience guaranteed to all survey participants

- a) that they do not share individual company data (raw data) with the participating centers, Swissparks.ch companies, nor other third parties;
- b) to publish only anonymized data, that is, data which has been aggregated and analyzed such that it cannot be linked to individual companies;
- c) to use the data only for the project at hand and future extensions of it such as a monitoring of or a report about the Swissparks.ch eco-system. In any case, points a) and b) will always apply.

¹ In the case of the EPFL Innovation Park the company survey was focused on the on-site companies at the Lausanne premises. In the case of the other centers all companies were invited to take part in the survey.

2 Results Center Manager Surveys

2.1 Qualitative profile Bio-Technopark Schlieren

«In very close proximity to the Swiss Federal Institute of Technology (ETH), the University and Zurich University Hospital, a science park for life science companies and institutions has developed in the last two decades, which has acquired both national and international significance. Based in and around what was once the site of the industrial firm Schweizerische Wagons- und Aufzügefabrik AG, with a base area of **55,000 m²**, the park now hosts more than **50 companies** and **25 academic research centers** representing a healthy mix of young start-ups and global companies as well as universities.

The **Bio-Technopark** has gained a great deal of respect, thanks in part to the successful sales of start-ups to major corporations and international companies such as Roche, Novartis, J&J, GSK, Pfizer, Thermo Fisher Scientific, Cell Medica, Sunstar and Heptares. Considerable financing rounds, the public offerings of Molecular Partners and Kuros, and successful product developments like Gazyva, Beovu and Aduhelm have also made headlines. Today, the life science organizations on the site employ **1,500 people** in companies and academic organizations.»

Source: BAK, eS: MS4

Mission

Business Development

- Single point of contact for all kind of requests
- Giving advice, coaching, and support to those who are setting up companies and looking for financing
- Providing company development coaching
- Providing specialist support for the local business development associations when foreign companies locate in the area



Promotion

- Promoting the exchange of ideas between the start-ups and with academic research groups, in order to identify and maximize synergies
- Facilitating contacts with industry, universities, investors and network partners
- Organizing events
- Cluster management and cluster representation
- Lobbying to optimize framework conditions for start-ups
- Engagement in apprentice subsidy and bio-entrepreneurship courses for university students



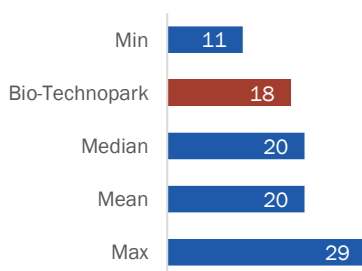
Infrastructure

- Providing laboratory, production and office facilities, as well as specialized infrastructure and used equipment



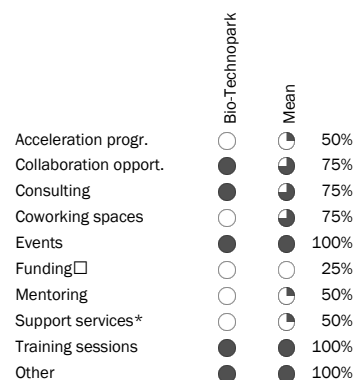
Source: BAK, eS: MS4

A2 Age of centers (in years)



Source: BAK, eS: MS2

A1 Support structures across centers



*accounting, legal, HR, etc

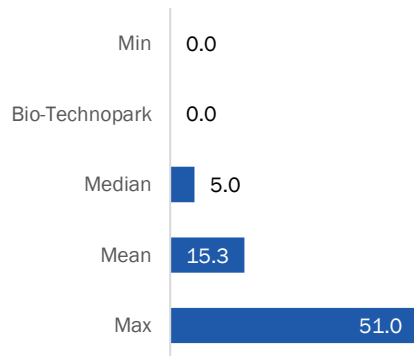
Source: BAK, eS: MS26. *accounting, legal, HR, etc. Note: Multiple selection possible. Circle with black filling: support provided. Circle with white filling: support not provided.

Description of USPs and/or aspects which differentiate the center from others

1. University of Zurich, University Hospital Zurich and ETH with top notch research centers on site.
2. Functional and affordable laboratory and production space pre-financed by landlord: from small units with shared space and flexible rental terms until huge expansion opportunities and long-term agreements.
3. Sophisticated CT/PET/MRI center, cyclotron for the production of radio pharmaceuticals, huge animal facility for up to 100'000 mice, GMP production facility, incubator space.
4. Perfect mix of start-ups, established companies, subsidiaries of big pharmaceutical companies and academic research centers of excellence.
5. High quality of living and internationality (+ for the attraction of foreign high-class employees) and conveniently located for all forms of transportation (international airport in vicinity).

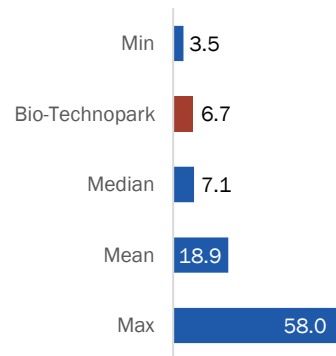
Source: BAK, eS: MS5

A3 Number of FTEs employed by center in 2020



Source: BAK, eS: MS25

A4 Number of FTEs operationally engaged* in center in 2020



Source: BAK, eS: additional data. *Includes FTEs employed by the center (see previous figure / MS25) plus FTEs working for the center but employed by a third party.

2.2 Financing and business model

Description financing and business model

“The Bio-Technopark is backed by its members (tenants and stakeholders) with annual membership fees (27.3%), financial contribution from city of Schlieren, Economic Department of Canton Zurich and landlord (41.4%), and sponsors (31.3%). Infrastructure (land, buildings, fittings) belongs to and is fully financed by landlord. Landlord charges rental fees.”

Source: BAK, eS: MS6

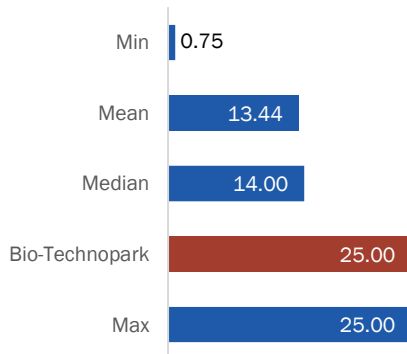
50% of the participating centers own the center's real estate while 75% mention a third-party landlord. The rent contracts are in 75% of the cases made with the centers and only in 25% of the cases with a third-party landlord.

A5 Owner of the real estate and rent contracts

	Bio-Technopark	Mean	
Owner of real estate			
center	<input type="radio"/>	<input checked="" type="radio"/>	50%
3rd party landlord	<input checked="" type="radio"/>	<input type="radio"/>	75%
Co. enter rent contracts w/			
center	<input type="radio"/>	<input checked="" type="radio"/>	75%
3rd party landlord	<input checked="" type="radio"/>	<input type="radio"/>	25%

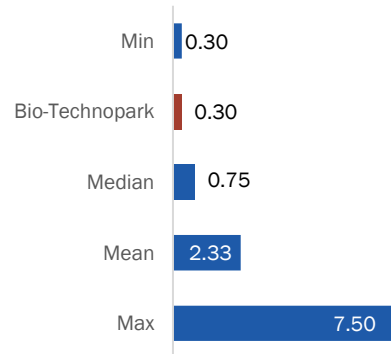
Source: BAK, eS: MS7/MS8. Note: Multiple selection possible. Circle with black filling: yes. Circle with white filling: no.

A6 Operating budget incl. real estate in 2020 (in M. CHF)



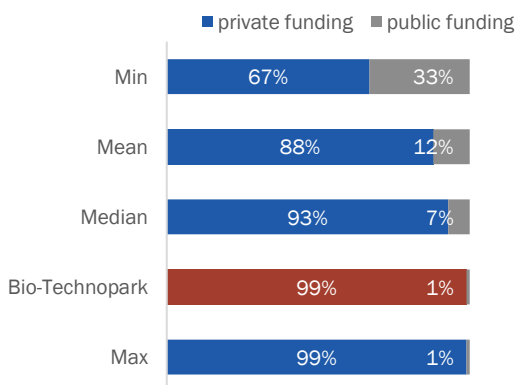
Source: BAK, eS: MS9. Note: This question asked for budget categories (multiple choice). However, for the analysis and this chart, the mean values of the category boundaries were used.

A7 Operating budget excl. real estate in 2020 (in M. CHF)



Source: BAK, eS: MS10. Note: This question asked for budget categories (multiple choice). However, for the analysis and this chart, the mean values of the category boundaries were used.

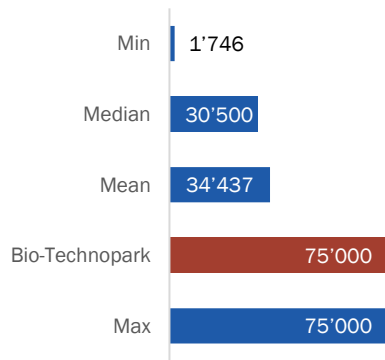
A8 Public and private funding contribution to operation cost incl. real estate



Source: BAK, eS: MS11

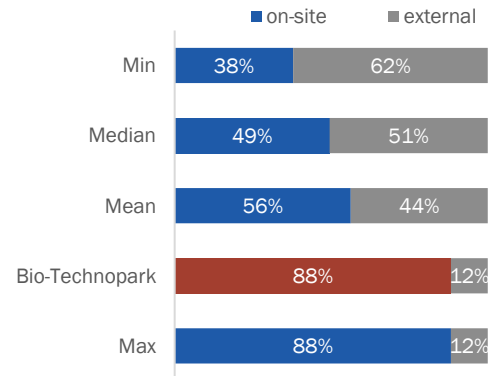
2.3 Companies associated with the park

A9 Leased floor space in m²



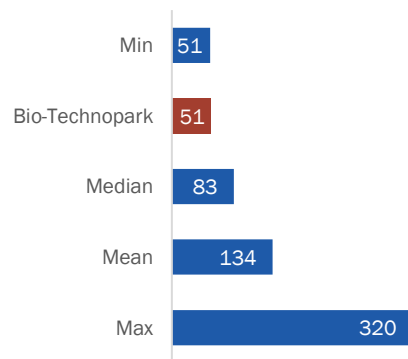
Source: BAK, eS: MS12

A10 Location of companies



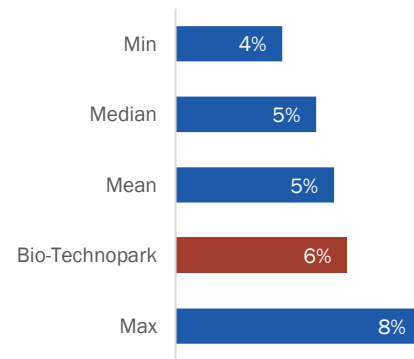
Source: BAK, eS: MS13

A11 Total number of companies per center



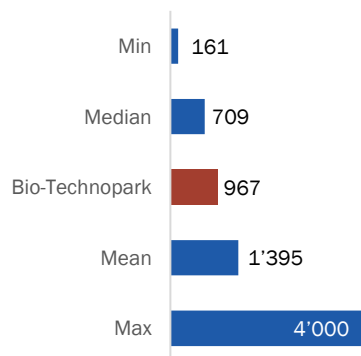
Source: BAK, eS

A12 Number of local branches or subsidiaries of foreign companies in 2020



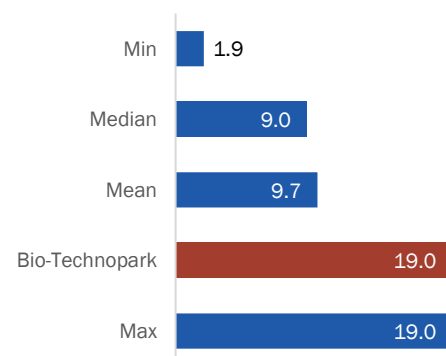
Source: BAK, eS: MS15

A13 Total number of FTEs at companies



Source: BAK, eS: MS16

A14 Average number of FTEs at companies



Source: BAK, eS: MS16

A15 Total revenue, expenses and funding of the companies (in M. CHF)

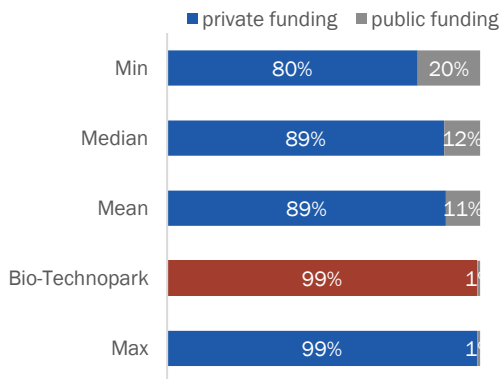
Revenue	2020			since foundation			
	TOT	per co.	per FTE	TOT	Ø year	Ø year per co. (*)	Ø year per FTE (*)
Bio-Technopark	210	4.1	0.22	3500	194	3.8	0.20
Mean	97	1.9	0.18	1457	84	1.5	0.14

Expenses	2020			since foundation			
	TOT	per co.	per FTE	TOT	Ø year	Ø year per co. (*)	Ø year per FTE (*)
Bio-Technopark	450	8.8	0.47	4266	237	4.6	0.25
Mean	180	3.5	0.27	1739	101	1.8	0.16

Funding	2020			since foundation			
	TOT	per co.	per FTE	TOT	Ø year	Ø year per co. (*)	Ø year per FTE (*)
Bio-Technopark	190	3.7	0.20	1971	110	2.1	0.11
Mean	147	2.9	0.08	1275	56	0.6	0.04

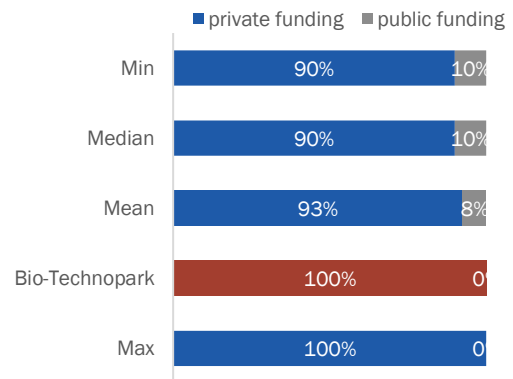
Source: BAK, eS: MS17, MS18, MS19, MS20, MS20, MS21, MS23. Note: "per co" means per company, "per FTE" per company FTE. (*) Calculated based on 2020 data about the number of companies / company FTEs which may not be representative for each year since the center's foundation.

A16 Funding sources of companies in 2020



Source: BAK, eS: MS22

A17 Funding sources of companies since foundation of center



Source: BAK, eS: MS24

2.4 Growth dynamics and success stories of companies

A18 Success stories

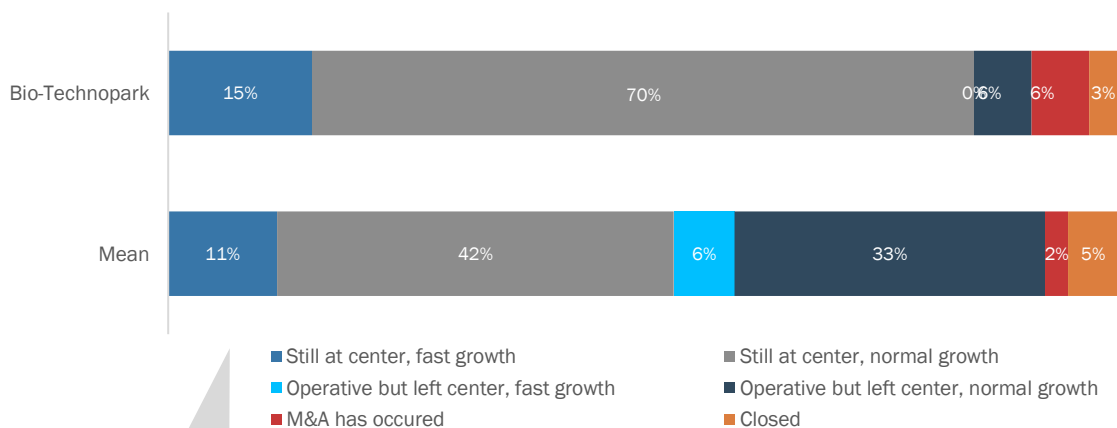
Glycart Biotechnology AG was initially established in September 2000 as a spin-off of the Swiss Federal Institute of Technology (ETH) in Zurich and was one of the first companies at Bio-Technopark. In the summer of 2005, it was acquired by the Roche Group and integrated in Roche Pharma Research and Early Development (pRED). In 2013 Roche gained FDA approval with breakthrough therapy designation for its chronic lymphocytic leukemia agent Obinutuzumab (Gazyva/Gazyvaro) which was discovered at Roche Glycart. The new drug generated CHF 632 million revenue in 2020. In 2018 Roche Glycart moved into a 11-story state-of-the-art laboratory complex and became Roche's Center of Excellence for Cancer Immunotherapy employing 185 people.

Neurimmune AG, a spin-off from University of Zurich and located in the Bio-Technopark, licensed its antibody Aducanumab for the treatment and prevention of Alzheimer's disease to Biogen in 2007, and collaborates with Biogen on its development. Neurimmune received USD 292.5 million upfront payment and up to USD 395 million in contingent payments. FDA approved Aducanumab (ADUHELM) in 2021. Neurimmune will receive royalty on net sales. End of 2020 the company moved with 60 employees into the third and new 11-story laboratory building renting 2'000 m2.

The University of Zurich spin-off **ESBATEch AG** relocated in 2001 from university campus to Schlieren and was one of the first tenants at Bio-Technopark. ESBATEch raised more than CHF 80 million in venture capital before it was in 2009 acquired by US company Alcon for USD 150 million in cash and USD 439 million milestones payments. Alcon was later merged with Novartis. In 2019 Novartis got FDA approval for Brolucizumab (Beovu) against age-related macular degeneration, a severe human eye disease. The new therapeutic was discovered and developed by ESBATEch.

Source: BAK, eS: MS27

A19 Fate of the companies since 2015

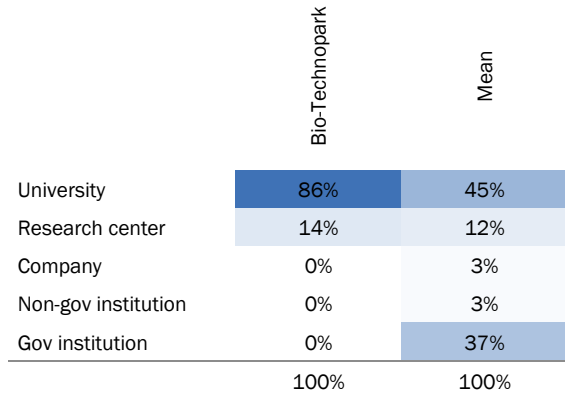


Source: BAK, eS: MS28/29

On average 11% of the companies that were in a center in 2015 are today still at center, but indicate a fast growth.

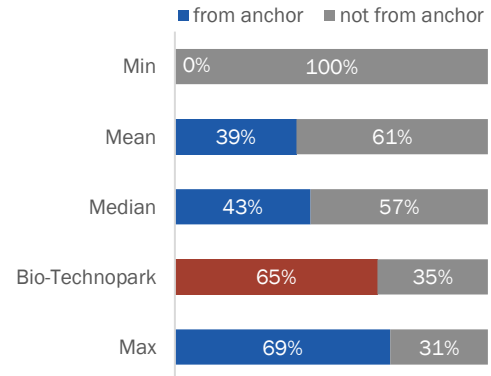
2.5 Connection to (local) anchor institutions

A20 Importance of anchor institution types for centers



Source: BAK, eS: MS30 Note: Anchor institutions are institutions your center originates from and/or has close dependencies with.

A21 Number of companies originating from anchor institution



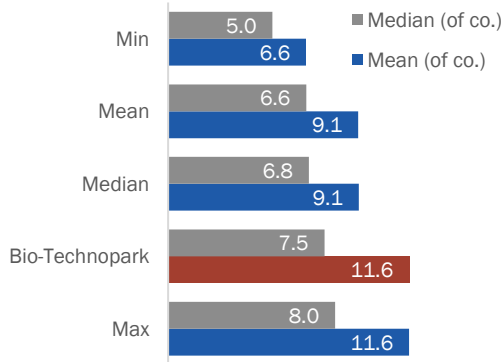
Source: BAK, eS: MS31

Survey participants were asked to rank anchor institution types in order of importance. This information was converted to a scoring for each center: The score of an anchor institution type indicates its importance relative to the other anchor institution types; the scores add up to a total of 100%.

3 Results Company Surveys

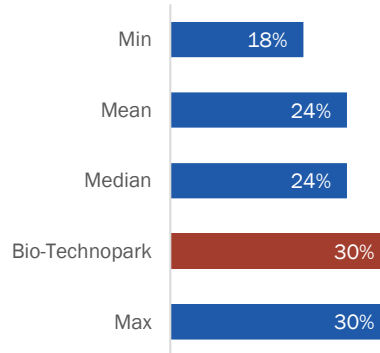
3.1 Company profiles

A22 Age of companies at centers



Source: BAK, eS: CS3

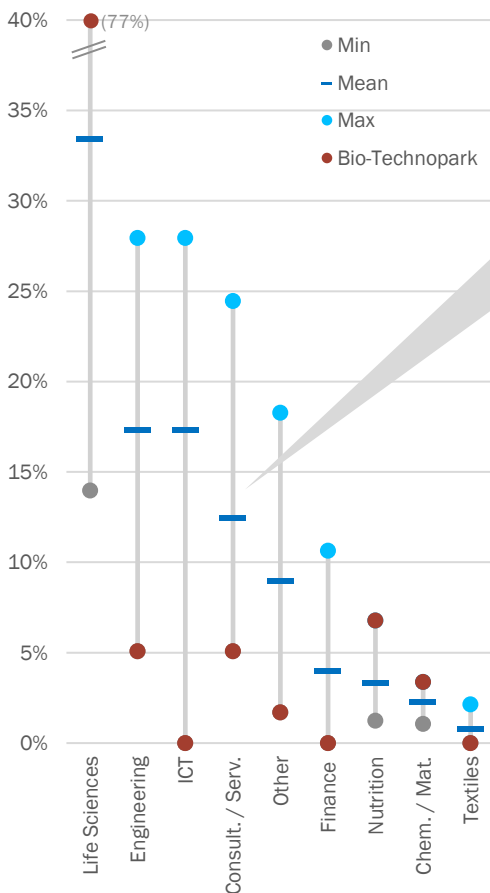
A23 Number of fast-growing companies in 2020



Source: BAK, eS: CS6, MS16. Note: Fast-growing company is defined as a company with FTE-growth > 10% p.a. for 3 years. The data shown is the average of the CS and MS results.

3.2 Sectors and Technology

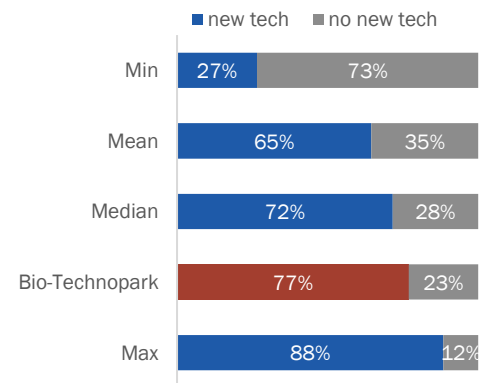
A24 Distribution of companies across sectors



The figure shows how the companies in the centers are distributed across sectors. For each center (and the mean of centers) the percent values across sectors add up to 100%. For example: At the Bio-Technopark 77% of companies are active in Life Sciences, 5% in Engineering, 5% in Consulting etc. On average (mean of all centers) 33% of companies are active in Life Sciences, 17% in Engineering, 17% in ICT and so on.

Source: BAK, eS: CS7. Multiple selection possible.

A25 Number of companies developing new technological applications



Source: BAK, eS: CS8

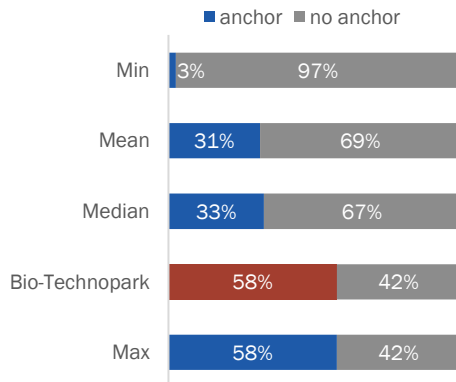
A26 Distribution of companies across technology fields

	Bio-Technopark	Mean		Bio-Technopark	Mean
Mach./Electr./Mobil.	2%	15%	Green Tech	0%	5%
Add. Manufact. (3D-Print.)	0%	1%	Biomass Fermentation	0%	0%
Autonomous Driving	0%	1%	Carbon Capture	0%	0%
Cosmonautics	0%	0%	Electro & Hybrid Vehicles	0%	0%
Drones	0%	1%	Fuel Cell	0%	0%
Electro/Hybrid Vehicles	0%	3%	Green Biotech	0%	0%
Fuel Cells	0%	0%	Geothermie	0%	0%
Lithium Battery	0%	1%	Lithium Battery	0%	0%
Micromechanics	0%	1%	Organic Perovskite Solar Cells	0%	0%
Nanostructures	0%	1%	Recycling Waste Reuse	0%	1%
Photonics	0%	1%	Smart Grid	0%	0%
Robotics	0%	0%	Solar Energy	0%	0%
Sensors	0%	2%	Wastewater Treatment	0%	1%
Other	2%	4%	Wind Energy	0%	1%
Life Science	90%	36%	Other	0%	1%
Add. Manufact. Medtech (3D-Print.)	0%	0%	Materials	2%	4%
Artificial Joints	0%	0%	Add. Manufact. Materials (3D-Print.)	0%	1%
Bioprint./Biosensor/Lab-on-a-Chip	8%	4%	Advanced Materials	0%	1%
Digital Medtech	6%	4%	Carbon / Graphene	0%	0%
Green Biotech	0%	0%	Catalysts	0%	0%
Medical Bionics	0%	0%	Ceramics	0%	0%
Medical Wearables	2%	4%	Nanomaterials	0%	1%
Neuroprosthetics	0%	0%	Smart Polymers	0%	0%
Radiation Therapy	0%	0%	Other	2%	1%
Red Biotech	46%	12%	Other	2%	9%
White Biotech	4%	1%			
Other	23%	11%			
Digital/IT	2%	30%			
3D Image Modelling	0%	1%			
Blockchain	0%	2%			
Cyber Security (Data Security)	0%	1%			
Electronic Gaming	0%	0%			
FinTech	0%	2%			
Image Analysis	0%	1%			
IoT: M2M (Factory Newtwork)	0%	3%			
IoT: Smart House	0%	1%			
IoT: Smart City	0%	2%			
Machine Learning / AI	2%	7%			
Prevent & Predictive Maintenance	0%	3%			
Process Automation	0%	3%			
Speech Analysis	0%	0%			
Quantum Computing	0%	0%			
Wearables	0%	0%			
Other	0%	4%			

Source: BAK, eS:CS9 – CS14. Note: Only answered if CS8 was answered with yes. Multiple selection possible.

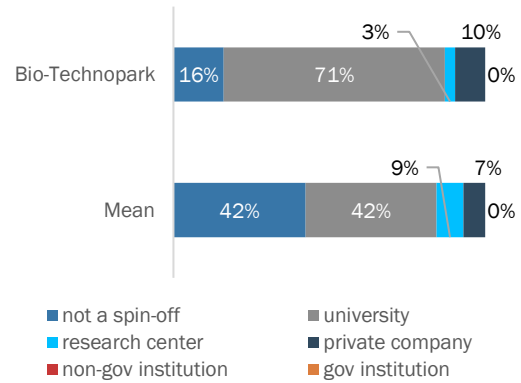
3.3 Connection to anchor institutions

A27 Anchor institutions across companies



Source: BAK, eS: CS15

A28 Spinoff of the different types of institutions



Source: BAK, eS: CS17. Only answered if CS15 was answered with yes. Multiple selection possible.

A29 Importance of anchor institution types for companies

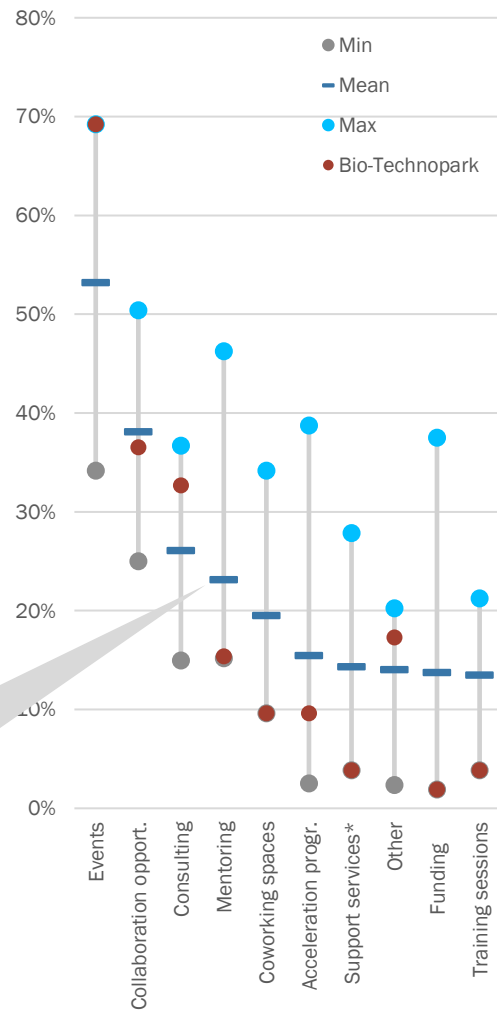
	Bio-Technopark	Mean
Universities	57%	42%
Research centers	6%	12%
Companies	18%	20%
Non-gov institutions	1%	2%
Gov institutions	7%	8%
Associated center	11%	16%
	100%	100%

Source: BAK, eS: CS16. Note: Only answered if CS15 was answered with yes. Multiple selection possible.

Survey participants were asked to rank anchor institution types in order of importance. This information was converted to a scoring for each center: The score of an anchor institution type indicates its importance relative to the other anchor institution types; the scores add up to a total of 100%.

The figure shows for each form of tenant and start-up support what percentage of companies actually use it. For example: Across all centers, an average of around 23% of companies make use of mentoring programs, in the Bio-Technopark it is 15%.

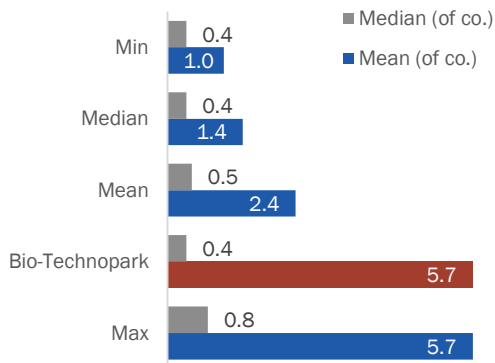
A30 Usage of tenant and start-up support of the companies



Source: BAK, eS: CS18. Note: Multiple selection possible.

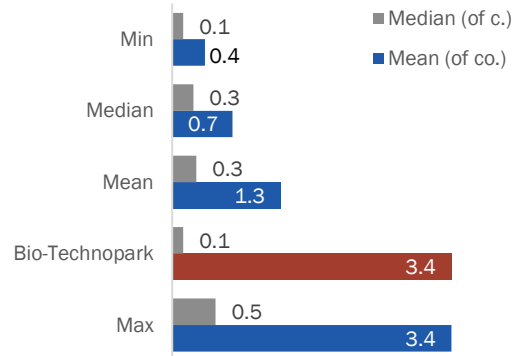
3.4 Financial information (non-mandatory)

A31 Total revenue in 2020 (in M. CHF)



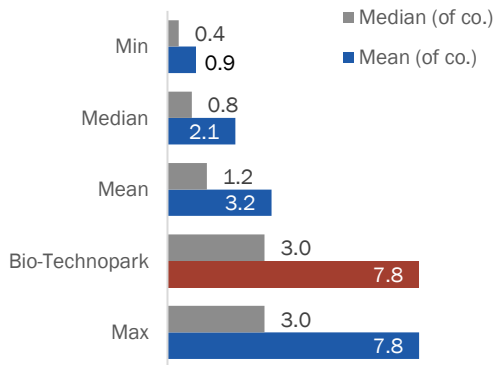
Source: BAK, eS: CS19

A32 Average revenue per year since foundation of company (in M. CHF)



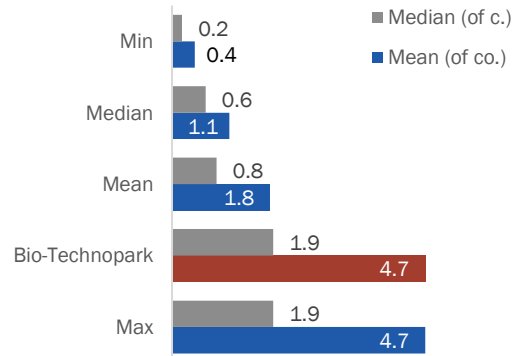
Source: BAK, eS: CS20

A33 Total expenses in 2020 (in M. CHF)



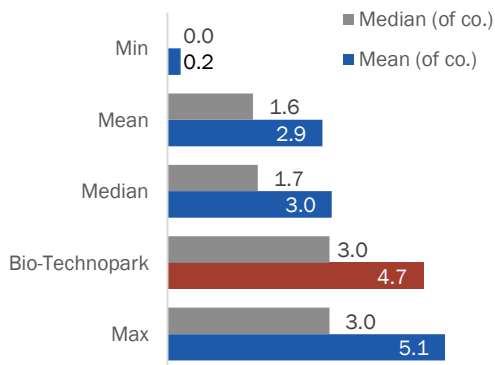
Source: BAK, eS: CS21

A34 Average expenses per year since foundation of company (in M. CHF)



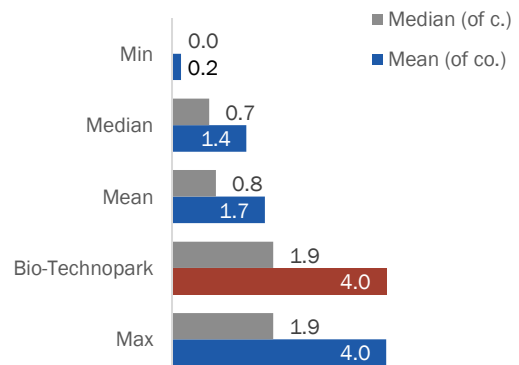
Source: BAK, eS: CS22

A35 Total funding in 2020 (in M. CHF)



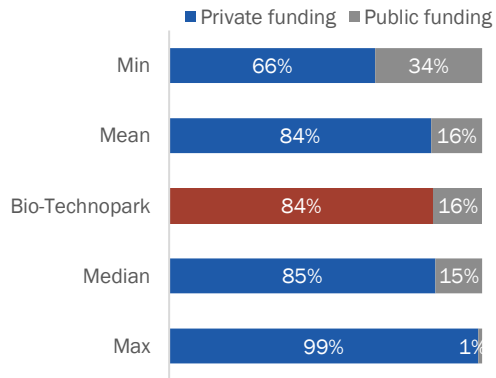
Source: BAK, eS: CS23

A36 Average funding per year since foundation of company (in M. CHF)



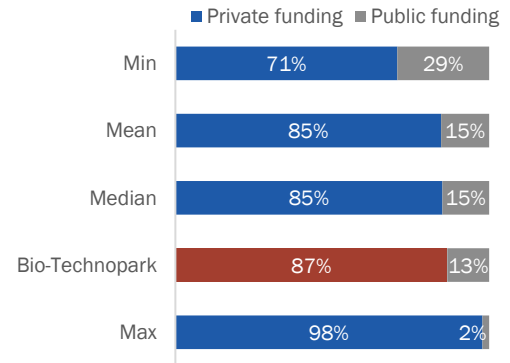
Source: BAK, eS: CS25

A37 Sources of funding in 2020



Source: BAK, eS: CS24

A38 Sources of funding since foundation of company



Source: BAK, eS: CS26

4 Appendix

4.1 Manager Survey

Swissparks.ch: Pilot Benchmarking and Impact Analysis – Manager Survey

Dear Colleagues,

Together with Swissparks.ch you have commissioned BAK Economics and EvaluateScience to conduct a survey-based pilot study, with the intention to scale up to the almost 30 centers in the future. The (pilot) study will help the centers to benchmark their operations, to improve their services, and to increase support from the public and private sector for innovation and a vivid start-up culture in Switzerland.

Please take the time to answer all questions of the survey no later than **Friday, June 25**. In some questions – specifically, in the ones about aggregated values regarding all companies at your center – we only ask for estimates. As the questionnaire encompasses many aspects and includes qualitative text questions, you can save your answers and continue later via the link in the survey's header.

All data the study receives from you in this survey is being handled in a **confidential** manner. Specifically, BAK and EvaluateScience guarantee to all survey participants:

- a. to not share your individual center data (raw data) with the other centers, Swissparks, companies, nor other third parties.
- b. to publish only anonymized data, that is, data which has been aggregated and analyzed such that it cannot be linked to individual centers (e.g., the average center has X FTEs).
- c. to use the data only for the project at hand and future extensions of it such as a monitoring of or a report about the Swissparks.ch eco-system. In any case, points a) and b) will always apply.
- d. Of course, centers (individually or as a group) can ask BAK and EvaluateScience to receive their own individual center data and/or to publish their own individual center data.

In case of any questions, please contact Mark Emmenegger (mark.emmenegger@bak-economics.com (mailto:mark.emmenegger@bak-economics.com), T +41 61 279 97 29).

Thank you very much for your participation,
Sincerely yours,

Michael Grass – Member of the Board, BAK Economics
Mark Emmenegger – Senior Project Leader, BAK Economics
Dominik Steiger – CEO, EvaluateScience

Qualitative profile of center

This section includes some text questions. Free text question answers should be written in a "publication-ready" form that could directly be cited in the reports and/or future publications.

MS 1. Name of your center

Dropdown menu: EPFL Innovation Park, Startfeld, Business Parc, Bio-Technopark Schlieren-Zürich

MS 2. Year of foundation of your center

Number field

MS 3. Shortly describe the mission of your center.

Free text, max. 2'000 characters w/o spaces²

MS 4. Description of your center:

² As much as possible, free text question answers should be written in a "publication-ready" form that could directly be cited in the reports and/or future publications.

Free text, max. 2'000 characters w/o spaces

MS 5. *Shortly describe up to five USPs and/or aspects which differentiate your center.*

Free text, max. 2'000 characters w/o spaces

Financing and business model of center

MS 6. *Please describe the financing and business model of your center.*

Free text, max. 2'000 characters w/o spaces

MS 7. *Who is the owner of the real estate of your center?*

Multiple choice (multiple select):

- center
- 3rd party landlord

MS 8. *With whom do companies at your center execute rent contracts?*

Multiple choice (multiple select):

- center
- 3rd party landlord

MS 9. *Operating budget of your center in 2020 in CHF (including real-estate cost)*

Multiple choice (single select):

- <100K
- 100K - 500K
- 500K - 1 M
- 1 M - 5 M
- 5 M - 10 M
- 10 M - 20 M
- 20 M - 30 M
- 30 M - 50 M
- >50 M

MS 10. *Operating budget of your center in 2020 in CHF without real-estate cost*

Multiple choice (single select):

- <100K
- 100K - 500k
- 500K - 1 M
- 1 M - 5 M
- 5 M - 10 M
- 10 M - 20 M
- 20 M - 30 M
- 30 M - 50 M
- >50 M

MS 11. *In the case that you use external funding for the operations of your center: Please estimate in per cent the contribution from public funding and private funding to the operating cost of your center in 2020 (please indicate for full operating cost, including real-estate cost).*

% values:

- % public funding
- % private funding

Companies associated with the center

MS 12. *m² leased floor space in 2020*

Number field

MS 13. *Number of companies in 2020*

Number fields:

- companies on site
- external companies³

MS 14. *Number of fast-growing companies⁴ in 2020 (both internal and external companies, for companies with age of at least 3 years)*

Number field

MS 15. *Number of local branches or subsidiaries of foreign companies in 2020 (both internal and external)?*

Number field

MS 16. *Please estimate⁵ how many FTEs work in total for the companies that are associated with your center in 2020 (both internal and external).*

Number field

MS 17. *Please estimate the total revenues of the companies in 2020 (both internal and external), **in Million CHF.***

Number field

MS 18. *Please estimate the total revenue of the companies (both internal and external companies) since the foundation of your center until end of 2020, **in Million CHF.***

Number field

MS 19. *Please estimate the total expenses of the companies in 2020 (both internal and external), **in Million CHF.***

Number field

MS 20. *Please estimate the total expenses of the companies (both internal and external) since the foundation of your center until end of 2020, **in Million CHF.***

Number field

MS 21. *Please estimate the total funding of the companies (both internal and external companies) in 2020 (**in Million CHF**).*

Number field

MS 22. *Please indicate the % fraction of funding sources in 2020.*

Refers to answer given in previous question. Please note that for technical reasons no field can be left blank, i.e., if the answer is 0, please enter 0.

% fields, the sum must equal 100, only integer values may be entered in these fields:

- private funding in %
- public funding (including Innosuisse funding) in %

MS 23. *Please estimate the total funding of the companies (both internal and external companies) since the foundation of your center until end of 2020 (**in Million CHF**) and the % fraction of funding sources.*

Number field

MS 24. *Please estimate the % fraction of funding sources for the total funding since foundation until end of 2020.*

³ Definition of "external company"

A contractual (service) agreement is in place between the company and the center and the center provides services for the company.

⁴ Definition of "fast growing company"

FTE-growth >10% p.a. for 3 years

⁵ Note to project participants: In questions MS 3.5 to 3.8 we ask for an estimate to data we also gather in the company survey. We do this in the pilot to get a feel for the accuracy of the data provided to these important quantitative questions.

Refers to answer given in previous question. Please note that for technical reasons no field can be left blank, i.e., if the answer is 0, please enter 0.

% fields, the sum must equal 100, only integer values may be entered in these fields:

- private funding in %
- public funding (including Innosuisse funding) in %

Support structure at center

MS 25. *Number of FTEs employed by center in 2020?*

Number field

MS 26. *Please describe the forms of tenant and start-up support you provide.*

Multiple choice, multiple select, with comments field.

- | | | |
|---|---|------------------|
| x | Acceleration programs | (comments field) |
| x | Collaboration opportunities | (comments field) |
| x | Consulting | (comments field) |
| x | Coworking spaces | (comments field) |
| x | Events | (comments field) |
| x | Funding | (comments field) |
| x | Mentoring | (comments field) |
| x | Support services (accounting, legal, HR, etc) | (comments field) |
| x | Training sessions | (comments field) |
| x | Other | (comments field) |

(tick boxes)

Growth dynamics & success stories

MS 27. *Shortly describe 3 success stories from the last 5 years (can concern both internal or external companies; please indicate if it refers to an internal or external company).*

Free text, max. 2'000 characters w/o spaces per success story

MS 28. *How many companies where at your center in 2015?*

Number field

MS 29. *Of these 2015 companies, how many companies had the following status in 2020? [Note: the numbers need to add up to the number given at (5.2.1)]*

Note: the numbers need to add up to the number given in the previous question. Definition of fast growth: FTE-growth >10 p.a. for 3 years. Please note that for technical reasons on field can be left blank, i.e., if the answer is 0 companies, please enter 0.

Number fields

- Still at center
- Of these: showing fast growth⁶
- Operative, has left center
- Of these: showing fast growth⁶
- M&A has occurred
- Closed

Connection to (local) anchor institutions

⁶ Definition of "fast growing company"
FTE-growth >10% p.a. for 3 years

Anchor institutions are institutions your center originates from and/or has close dependencies with.

MS 30. Please rank up to 5 anchor institutions in descending order of importance if you have any. For each anchor, please provide the type (university, research center, company, non-gov institution, gov institution) and the name.

1st, 2nd, 3rd, 4th, 5th row with free text fields "type of anchor" and "name of anchor"

MS 31. Number of companies (both internal and external) currently at center (in 2020) originating from or in interaction with anchor institutions?

Number field

Impact of the Covid-19 pandemic

MS 32. What effect has the Covid-19 pandemic on the financing of growth in the start-up eco-system?

Multiple choice (single select):

- Strongly negative
- Negative
- Neutral
- Positive
- Strongly positive.

Free text field (comment, 2'000 characters without spaces)

MS 33. How effective are cantonal and federal financial measures to secure the liquidity in the start-up eco-system?

Multiple choice (single select):

- Ineffective
- Somewhat effective
- Effective
- Very effective.

Free text field (comment, 2'000 characters without spaces)

4.2 Company Survey

Swissparks.ch: Pilot Benchmarking and Impact Analysis – Company Survey

Dear Colleagues,

Our objective is to find out what contributions and impact our technology parks and business incubators are making to the Swiss innovation and start-up ecosystems. The results of this study will enable us to improve the framework conditions for the promotion of innovation and start-ups. To date, no such systematic and targeted analysis has been undertaken in Switzerland and there is no comprehensive data available on our member centers' performance and impact.

To this end, Swissparks.ch together with four of its centers – EPFL Innovation Park, Startfeld, Business Parc, Bio-Technopark Schlieren-Zürich – have commissioned BAK Economics and EvaluateScience to conduct a survey-based pilot study, with the intention to scale up to the almost 30 Swissparks.ch centers in the future. The (pilot) study will help the centers to benchmark their operations, to improve their services to you, to demonstrate their impact and to increase their support from the public and private sector.

The aim is to gather, in addition to the centers' information, data from all companies associated with the participating centers to maximize the quality and impact of the study. Please take 10 min of your precious time to answer the questions no later than Friday, June 11. You can save your answers and continue later via the link in the survey's header.

All data the study receives from you in this survey is being handled in a confidential manner. Specifically, BAK and EvaluateScience guarantee to all survey participants:

- a. to not share your individual company data (raw data) with the participating centers (incl. your center manager), Swissparks.ch, companies, nor other third parties;
- b. to publish only anonymized data, that is, data which has been aggregated and analyzed such that it cannot be linked to individual companies (e.g., the average company at center X has Y FTEs). We only ask about your company's name because we need to track which companies have participated;
- c. to use the data only for the project at hand and future extensions of it such as a monitoring of or a report about the Swissparks.ch eco-system. In any case, points a) and b) will always apply.

In case of any questions, please directly contact your center manager listed below.

Thank you very much for your important contribution,
Sincerely yours,

Rene Hausammann – President, Swissparks.ch

Jean-Phillippe Lallement – CEO, EPFL Innovation Park; VP Board Swissparks.ch; lallement@epfl-innovationpark.ch

Peter Frischknecht – CEO, Startfeld; peter.frischknecht@startfeld.ch

Melchior Buchs – CEO, Business Parc; Member Board Swissparks.ch; melchior.buchs@businessparc.ch

Mario Jenni – CEO, Bio-Technopark Schlieren-Zürich; mario.jenni@bio-technopark.ch

Michael Grass – Member of the Board, BAK Economics

Dominik Steiger – CEO, EvaluateScience

Profile of your company

CS 1. *Please specify the center with which your company is associated.*

This question is mandatory.

Dropdown menu: EPFL Innovation Park, Startfeld, Business Parc, Bio-Technopark Schlieren-Zürich

CS 2. *What is the name of your company?*

This question is mandatory.

Number field

CS 3. *Year of foundation of your company*

This question is mandatory.

Number field

CS 4. *Is your company the local branch or subsidiary of a foreign company?*

This question is mandatory.

Yes or No

CS 5. *Is your company located on site at the center or do you constitute an external company⁷*

This question is mandatory.

Multiple choice (single select):

Located on site

External

CS 6. *Did the number of FTEs at your company grow more than 10% per annum during the last 3 years (2018, 2019, 2020)?*

Yes or No

Conditional question for companies with age of at least 3 years.

Sector and technology

CS 7. *In which sector does your company operate?*

This question is mandatory.

Please check at least one item.

If you choose 'Other:' please also specify your choice in the accompanying text field.

Multiple choice, multiple select:

- Nutrition

- Textiles

- Chemical / Materials

- Life Sciences (Pharma, Biotech, Medtech, Health, etc.)

- Engineering (Machinery, Electronics, Vehicles, Energy, Cleantech, etc.)

- ICT

- Finance

- Consulting and Services (Legal and IP, Management, Marketing, etc.)

- Other (text field)

⁷ Definition of "external company"

A contractual (service) agreement is in place between the company and the center and the centre provides services for the company.

CS 8. *Does your company develop new technological applications?*

This question is mandatory.

Yes or No

Technology field question CS 9 displayed if Yes.

CS 9. *In which technology fields are you active?*

Multiple choice, multiple select (subfields displayed if selected):

- Machinery/Electronics/Mobility
- Life Science
- Digital/IT
- Green Tech
- Materials
- Other (free text)

CS 10. *In which technologies related to Machinery/Electronics/Mobility are you active?*

- Additive Manufacturing (3D-Printing)
- Autonomous Driving
- Cosmonautics
- Drones
- Electro/Hybrid Vehicles
- Fuel Cells
- Lithium Battery
- Micromechanics
- Nanostructures
- Photonics
- Robotics
- Sensors
- Other (free text)

CS 11. *In which technologies related to Life Science are you active?*

- 3D Printing / Additive Manufacturing in Medtech
- Artificial Joints
- Bioprinting / Biosensor / Lab-on-a-Chip
- Digital Medtech
- Green Biotech
- Medical Bionics
- Medical Wearables
- Neuroprosthetics
- Radiation Therapy
- Red Biotech
- White Biotech
- Other (free text)

CS 12. *In which technologies related to Digital/IT are you active?*

- 3D Image Modelling
- Blockchain
- Cyber Security (Data Security)
- Electronic Gaming
- FinTech
- Image Analysis
- Internet of Things (IoT): Machine to Machine (M2M Factory Network)
- IoT: Smart House
- IoT: Smart City
- Machine Learning / Artificial Intelligence
- Prevent & Predictive Maintenance
- Process Automation
- Speech Analysis
- Quantum Computing
- Wearables
- Other (free text)

CS 13. *In which technologies related to Green Tech are you active?*

- Biomass Fermentation
- Carbon Capture
- Electro & Hybrid Vehicles
- Fuel Cell
- Green Biotech
- Geothermie
- Lithium Battery
- Organic Perovskite Solar Cells
- Recycling Waste Reuse
- Smart Grid
- Solar Energy
- Wastewater Treatment
- Wind Energy
- Other (free text)

CS 14. *In which technologies related to Materials are you active?*

- Additive Manufacturing Materials
- Advanced Materials
- Carbon / Graphene
- Catalysts
- Ceramics
- Nanomaterials
- Smart Polymers
- Other (free text)

Connection to anchor institutions

Anchor institutions are institutions your company originates from and/or has close dependencies with.

CS 15. *Does your company have any anchor institutions?*

This question is mandatory.

Yes or No (questions 16 and 17 opening if Yes)

CS 16. *Please select the most important anchor institutions in descending order of importance.*

Drag and drop for a ranking of:

- universities
- research centers
- companies
- non-gov institutions
- gov institutions
- the center with which you are associated

CS 17. *Is your company a spin-off of one of the institutions listed below?*

Multiple choice, multiple select:

- not a spin-off
- university
- research center
- private company
- non-gov institution
- gov institution

Connection to center

CS 18. *Please specify the form of tenant and start-up support you make use of at your center.*

This question is mandatory.

Please check at least one item.

If you choose 'Other:' please also specify your choice in the accompanying text field.

Multiple choice, multiple select:

- Acceleration programs
- Collaboration opportunities
- Consulting
- Coworking spaces
- Events
- Funding
- Mentoring
- Support services (accounting, legal, HR, etc)
- Training sessions
- Other (free text)

Financial information (non-mandatory)

CS 19. *Please indicate your revenue in 2020.*

Answer non-mandatory.

Multiple choice (single select):

- 0
- <200K
- 200K - 500K
- 500K - 1 M
- 1 M - 5 M
- 5 M - 10 M
- 10 M - 20 M
- 20 M - 50 M
- >50 M
- no answer

CS 20. *Please estimate the total revenue of your company since foundation until end of 2020.*

Answer non-mandatory

Multiple choice (single select):

- 0
- <200K
- 200K - 500K
- 500K - 1 M
- 1 M - 5 M
- 5 M - 10 M
- 10 M - 20 M
- 20 M - 50 M
- 50 M - 100 M
- 100 M -200 M
- 200 M - 500 M
- >500 M
- no answer

CS 21. *Please indicate your expenses in 2020.*

Answer non-mandatory

Multiple choice (single select):

- 0
- <200K
- 200K - 500K
- 500K - 1 M
- 1 M - 5 M
- 5 M - 10 M
- 10 M - 20 M
- 20 M - 50 M
- >50 M
- no answer

CS 22. *Please estimate the total expenses of your company since foundation until end of 2020.*

Answer non-mandatory

Multiple choice (single select):

- 0
- <200k
- 200k - 500k
- 500k - 1 M
- 1 M - 5 M
- 5 M - 10 M
- 10 M - 20 M
- 20 M - 50 M
- 50 M - 100 M
- 100 M -200 M
- 200 M - 500 M
- >500 M
- no answer

CS 23. *Please indicate the total funding of your company in 2020.*

Answer non-mandatory

Multiple choice (single select):

- 0
- <200K
- 200K - 500K
- 500K - 1 M
- 1 M - 5 M
- 5 M - 10 M
- 10 M - 20 M
- 20 M - 50 M
- >50 M
- no answer

CS 24. *Please indicate the % fraction of the funding sources in 2020.*

Refers to answer given in previous question.

% fields:

- private funding in %
- public funding (including Innosuisse funding) in %

CS 25. *Please estimate the total funding of your company in since foundation until end of 2020.*

Answer non-mandatory

Multiple choice (single select):

- 0
- <200K
- 200K - 500K
- 500K - 1 M
- 1 M - 5 M
- 5 M - 10 M
- 10 M - 20 M
- 20 M - 50 M
- 50 M - 100 M
- 100 M -200 M
- 200 M - 500 M
- >500 M
- no answer

CS 26. *Please estimate the % fraction of funding sources for the total funding of your company since foundation until end of 2020.*

Refers to answer given in previous question.

% fields:

- private funding in %
- public funding (including Innosuisse funding) in %

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