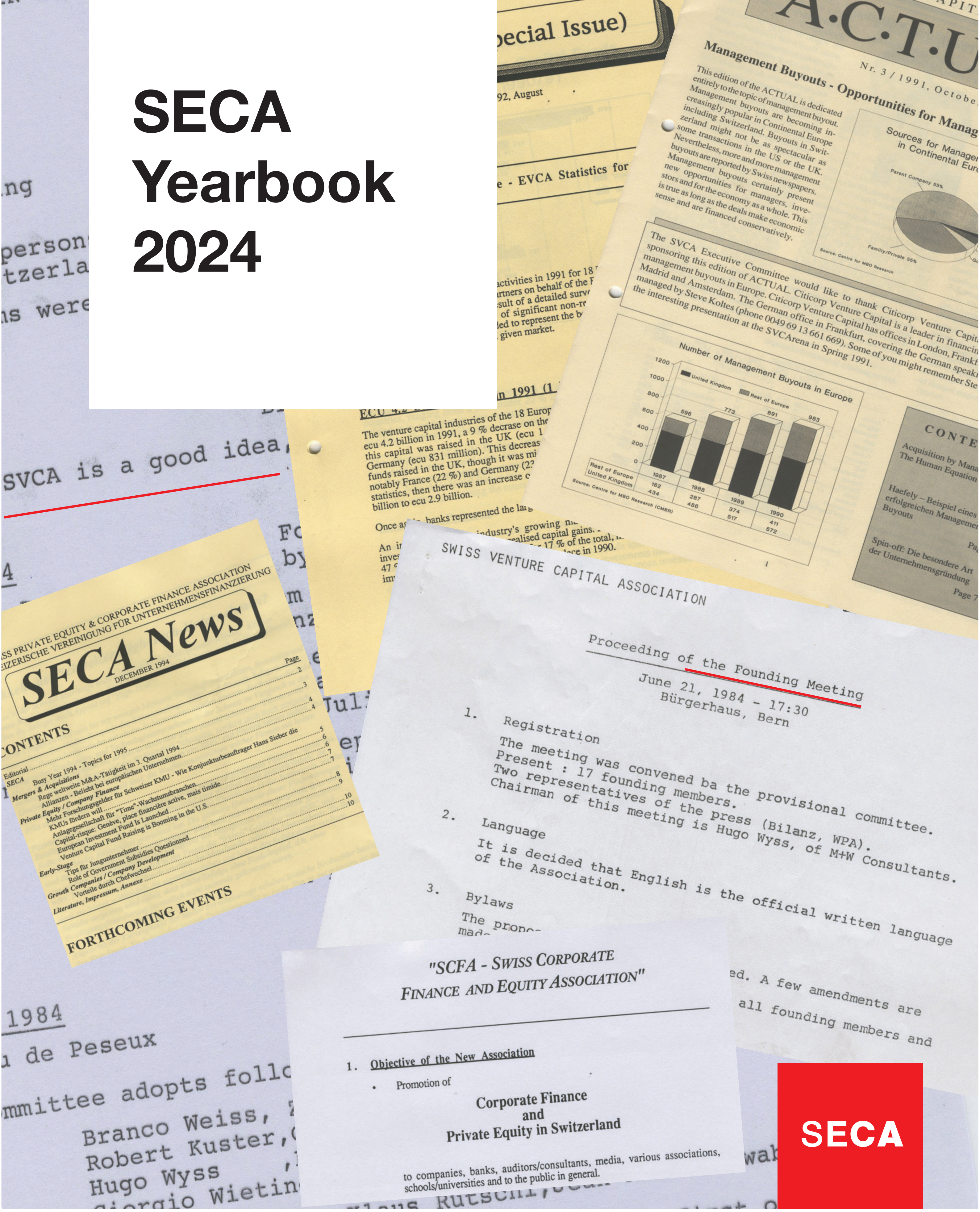
SECA Yearbook 2024



SECA

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

40 YEARS

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 2024
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Young SECA Chapter Report 2023/24

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 Fi-nance 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:

Networking

- with investors
- with Young SECA & SECA members
- with inspiring entrepreneurs
- with Network Partners

Know-how transfer

- 4-6 Young SECA Events
- 25+ SECA Events
- various Young SECA related events

Information

- SECA eNewsletter
- Yearbook
- SECA Publications
- Market statistics
- Templates

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 luncheons, 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 Young SECA & SECA network.

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. Between 3 and 5 events will be organized in the Romandie p.a. Details regarding the up-coming 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 2024?

In 2024, Young SECA is coming up with the following events:

Date, Location	Subject
27.02.2024 Resident Bar, Zurich	Young SECA & SS&C Intralinks Event “Current state of early-stage investments”
21.03.2024 Resident Bar, Zurich	Young SECA & LEC MyWay Event “MyWay Event with Alt Bundesrat Ueli Maurer”
26.06.2024 Resident Bar, Zurich	Young SECA & SS&C Intralinks Summer Event “Private Markets in a new geopolitical World”
June 2024 Zurich	Young SECA visits Hidden Doors of Zurich
03.07.2024 SIX, Zurich	SECA Conference Value Creation through Innovation
05.09.2024 Zurich	Young SECA & SS&C Intralinks End of Summer Get Together
November/December 2024 Zurich	Young SECA & SS&C Intralinks End of Year Get Together

Who we are?

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

Young SECA committee

- Jonas Brenner, Zurich
- Sébastien Dewarrat, Romandie
- Alexander Hesseling, Romandie
- Fabian Kuhn, Zurich
- Christian Mauriand, Lead Romandie
- Olga Motovilova, Zurich
- Emanuele Pizzatti, Ticino
- Admir Trnjanin, Zurich
- Cédric Diego Vollmar, Lead Zurich

Young SECA Honorary Members

- Marc P. Bernegger, Zurich
- Alan Frei, Zurich
- Thomas von Hohenhau, Zurich
- Stefan Steiner, Zurich

Further information and registration opportunity on
www.seca.ch/young

For the SECA Chapter Young SECA:

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Co-Founder and President Young SECA
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Harnessing data-driven venture capital: powering investment decisions with AI

In the fast-paced world of venture capital, where the search for the next disruptive innovation never ends, data-driven approaches have emerged as a game-changer. Venture capitalists are increasingly turning to data analytics and artificial intelligence (AI) to identify promising startups and make more informed investment decisions. The VC industry is also becoming more competitive, with more funds and investors entering the market. As a result, traditional VC firms are looking to leverage technology and data analytics to streamline their operations, make better investment decisions, and stay ahead of the competition. The intersection of venture capital and data has immense potential to revolutionize the startup funding landscape and accelerate the growth of disruptive technologies.

Venture capital investors provide the means for ambitious entrepreneurs to unlock extraordinary potential through technology, yet the VC industry itself is one of the least digitized in the world. Traditionally, venture capitalists have relied heavily on intuition, experience, good feeling, and personal networks to identify investment opportunities. While these methods have led to notable successes, they are inherently limited by human biases and the inability to effectively process vast amounts of information. This is where AI comes in, offering a systematic and objective approach to evaluating startups and predicting their potential for success. But today, only 1% of venture capital funds have internal data-driven initiatives, according to a recent report[1] by Earlybird partner Andre Retterath. These firms are leading the way, and soon many more VCs will be using AI in the same way they do.

One of the primary ways that AI assists venture capitalists is through the analysis of big data. By aggregating and analyzing disparate data sets from sources such as social media, industry reports, patent filings, and financial statements, AI algorithms can uncover valuable insights into market trends, consumer preferences, competitive landscapes, and emerging technologies. This data-driven approach allows investors to identify promising sectors and pinpoint startups with the greatest growth prospects. As a simplified example of how AI can identify the next investment target, if a founder leaves his startup, changes his status on LinkedIn to stealth mode, and later registers a new LTD with the commercial registry, the entrepreneur would appear on the AI radar with all available online information about the new startup.

AI-powered tools can assist in the screening and due diligence process, allowing venture capitalists to evaluate startups more efficiently and accurately. Natural language processing (NLP) algorithms can sift through vast amounts of textual data, such as news articles, research papers, and company websites, to extract relevant information about a startup's team, product, market traction, and competitive advantages. Sentiment analysis techniques can assess public sentiment and media coverage surrounding a startup, providing additional context for investment decisions.

[1] Source: Data Driven VC. Online (22.2.2024): https://www.datadrivenvc.io/p/data-driven-vc-1-why-vc-is-broken

In addition to analyzing external data sources, AI can leverage proprietary data generated by startups themselves. With the proliferation of software-as-a-service (SaaS) platforms and digital analytics tools, startups are generating a wealth of data related to user behavior, product usage, customer feedback, and operational metrics. AI algorithms can use this data to evaluate the performance and scalability of a startup's business model, assess the effectiveness of its marketing strategies, and identify potential areas for optimization and growth.

Furthermore, AI-powered predictive modeling techniques can help venture capitalists forecast the future trajectory of startups and assess their risk-reward profiles. Machine learning algorithms trained on historical investment data can identify patterns and correlations that indicate startup success or failure. By analyzing factors such as team composition, market size, technology readiness, and early traction, these models can generate probabilistic assessments of a startup's likelihood of reaching key milestones, securing follow-on funding, or achieving a successful exit.

While AI holds great promise for improving the efficiency and effectiveness of venture capital, it is not without its challenges and limitations. Data quality, privacy concerns, algorithmic bias, and interpretability issues are among the key considerations that investors must address when using AI in their decision-making processes. In addition, AI is not a panacea and should complement, rather than replace, human judgment and domain expertise. Ultimately, successful venture capital requires a balanced approach that combines the best of human insight with the power of data-driven analytics. To achieve this, VCs need to become more data-driven, build their own tech stack, and add engineers to their team. EQT Ventures, for example, has built an in-house tool called Motherbrain[1], which gives EQT a competitive advantage by allowing it to make faster and more informed decisions.

In summary, the intersection of venture capital and data-driven AI presents a compelling opportunity to transform the way startups are discovered, evaluated, and funded. By harnessing the power of big data, AI algorithms can provide venture capitalists with deeper insights, faster decision-making, and better investment outcomes. As the venture capital industry continues to evolve in the digital age, those who embrace data-driven approaches will gain a competitive advantage and be positioned to generate alpha over the long term.

Stefan Steiner
Co-Managing Director at Venturelab
February 2024

[1] Source: EQT Group. Online (22.2.2024): https://eqtgroup.com/motherbrain