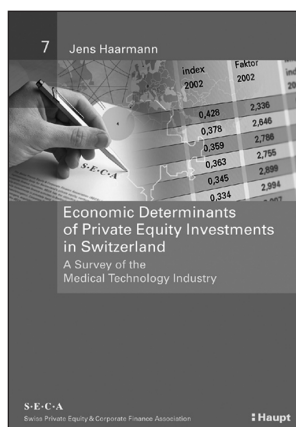


Jens Haarmann

Economic Determinants of Private Equity Investments in Switzerland

A Survey of the Medical Technology Industry



«Swiss Private Equity & Corporate Finance Association» vol. 7.
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Originating from the USA, Private Equity also gained considerable importance in the financing of risky European companies in recent years. Provided by professional financiers, this form of financing is commonly considered supportive to industrial change and often the last source for funding risky business projects.

However, comparatively little private equity is invested in Swiss enterprises. Therefore, it is the author's objective to analyse and partly explain the unique conditions of the local private-equity market. Three determinants of private-equity demand are specifically focussed by means of a literature review, a macroeconomic analysis and an empirical investigation:

- The impact of a bank-centred financial system
- The extent that local private equity financiers offer value-adding services
- The impact of entrepreneurial culture

A survey of 280 Swiss medical technology companies delivers insights on the awareness, attitude and experience of domestic entrepreneurs with private-equity financiers.

It also indicates the common practice of Swiss private-equity financiers in managing their portfolio-companies.

Jens Haarmann (1977), studied business and economics at the University of Hohenheim (Germany), McMaster University (Canada) and the University of Zurich (Switzerland). He specialised in corporate finance, managerial accounting and marketing. His PhD thesis in corporate finance was conducted at the Swiss Banking Institute of the University of Zurich. Since spring 2005, Jens Haarmann is working for Johnson & Johnson Medical in Spreitenbach. He held the position of junior finance controller before joining the sales department of DePuy / Johnson & Johnson.

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