

ETH FCL Lecture

QBIT Capital



About QBIT Capital

We match technology driven founders with serial entrepreneurs and provide real hands-on support

Our Strategy

- ✓ Hands on support by Growth hackers
- ✓ Sparring by Active Investors
- ✓ Global Venture Partners
- ✓ Offices in L.A. and Zurich
- ✓ Selected investments in a maximum of 15 companies

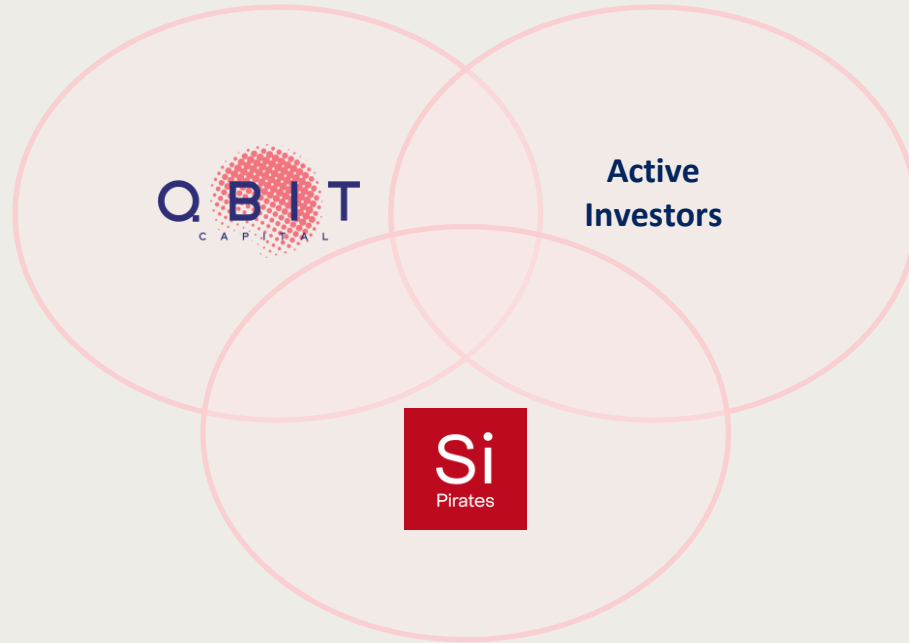


Portfolio focus:
100% Switzerland

Initial investment stages: Pre-Seed, Seed

May 2024
7 Portfolio companies

A unique approach to support our founders

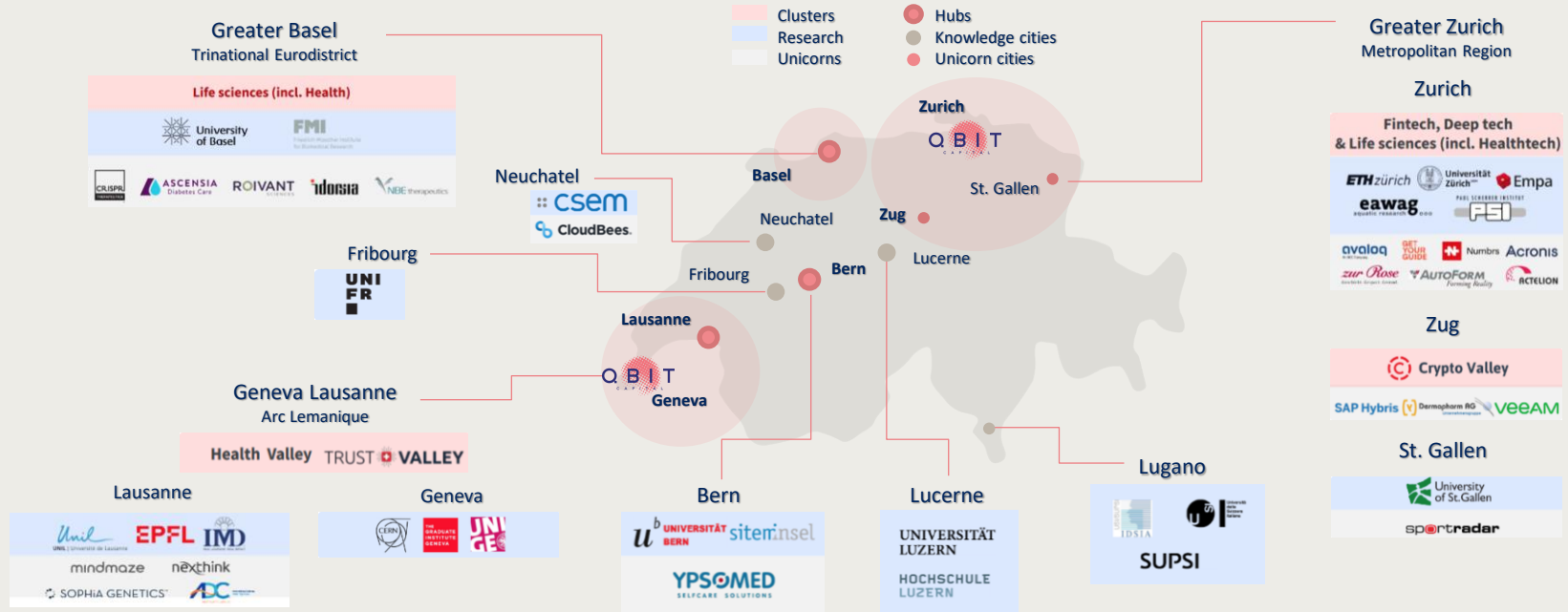


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Swiss innovation Ecosystem

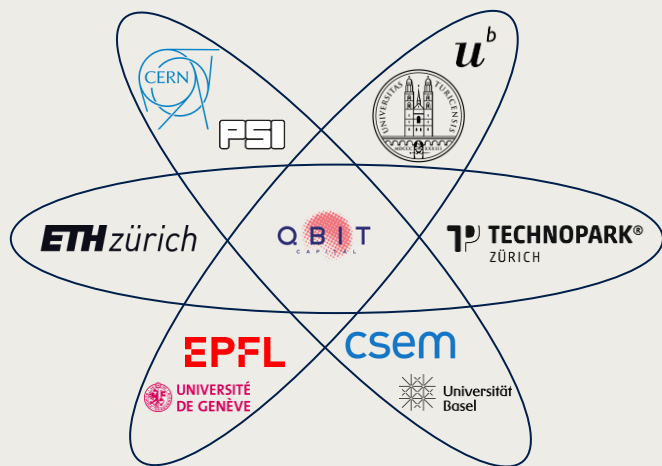


QBIT's presence in the most important hubs



1. Source: The Swiss startup ecosystem in numbers January 2022 – dealroom.co.

The Swiss ecosystem of research & innovation



The European Organization for Nuclear Research – Is an intergovernmental organization that operates the largest particle physics laboratory in the world.

csem

Centre Suisse d'électronique et de microtechnique – Is a Swiss private, non-profit, industrial research and development organization.

**TECHNOPARK®
ZÜRICH**

Technopark Zurich – It is the top location for technology transfer in Switzerland and a key point of contact for innovative start-ups. **QBIT Capitals HQ is located here.**

ETH zürich

Eidgenössische Technische Hochschule – With its 429 spin-offs, ETH Zurich makes a significant contribution to Switzerland's innovative strength.



**University of Zurich
UZH**

The University of Zurich – It is the largest university in Switzerland, 28,000 enrolled students, and offers the widest range of subjects of any Swiss higher education institution.

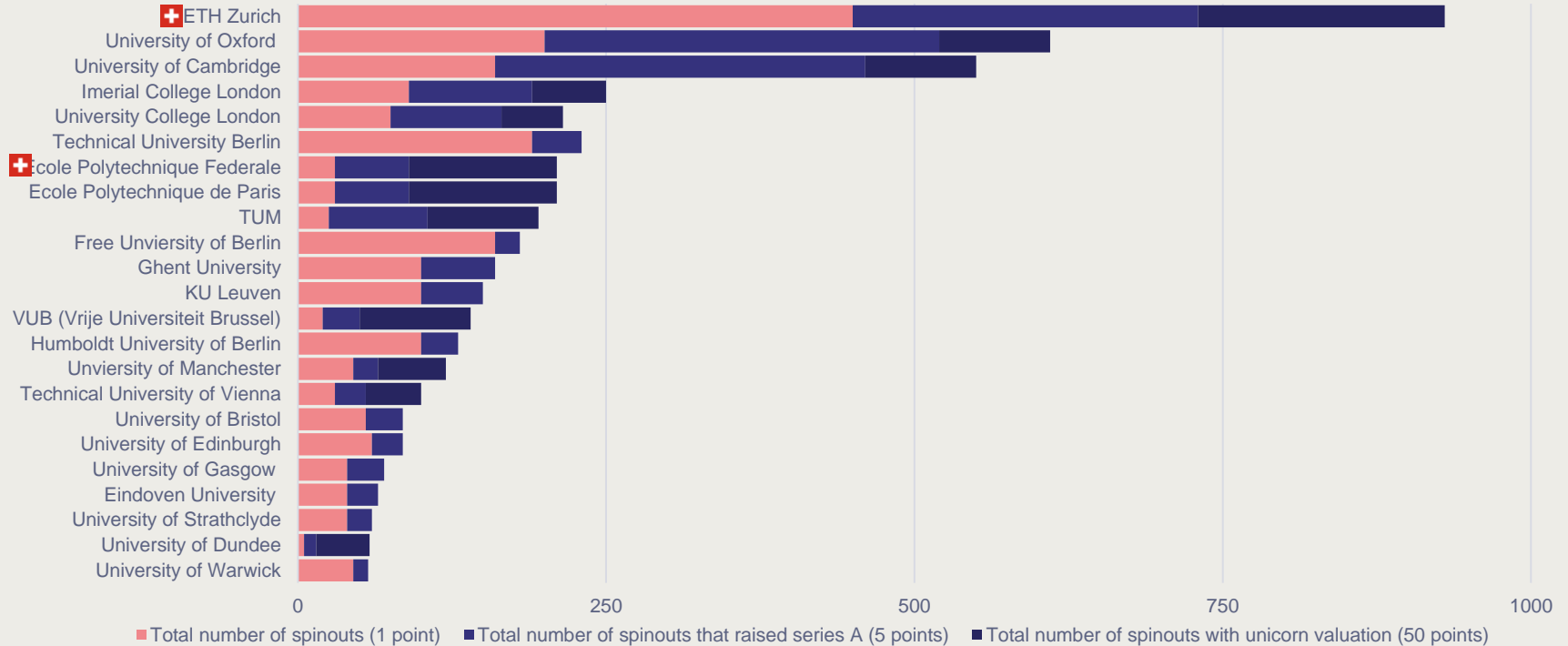
EPFL

École polytechnique fédérale de Lausanne – has a long tradition of innovation and entrepreneurship. From the foundation of Logitech and exit in 1988 to three IPOs in 2021.



Future
Computing
Laboratory

European universities which created most spinout value*



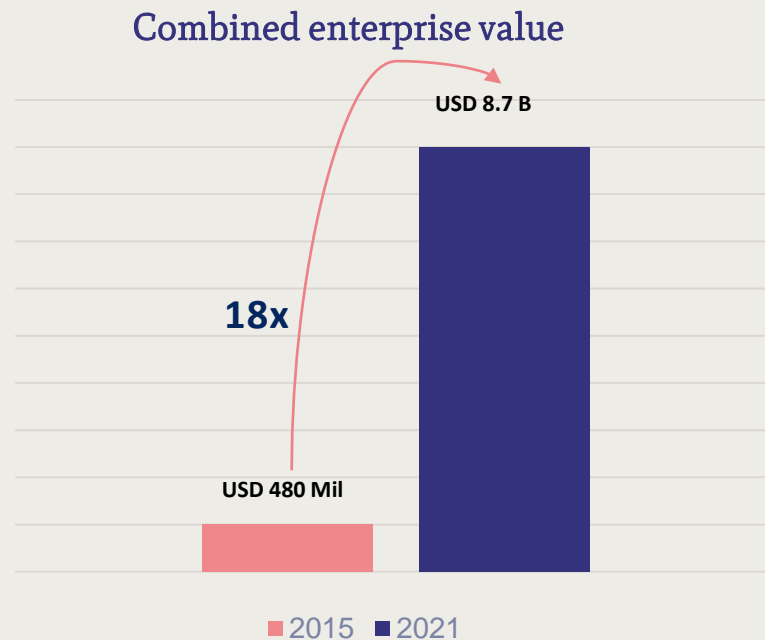
Source: : Dealroom.co. Data a Oct 30 2022

*France has a mediated system for university spinouts which limits visibility on university value creation.

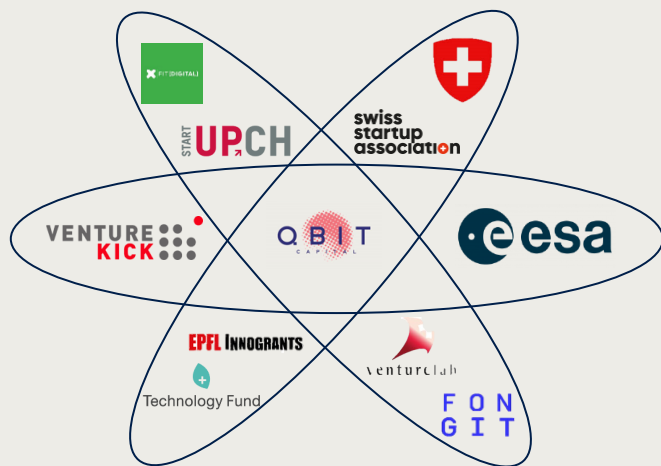


A closer look at the ETH Spin-off scene

Spin-offs from the ETH alone have raised almost \$400 million in 2021, leading to total funds drawn by these spin-offs to lie in excess of \$1 billion.



The Swiss ecosystem of public support & grants



Venture Kick – Startups receive up to CHF 150,000 in start capital, the startups are being selected by a jury. **QBIT Capital is proud member of the jury.**



Technology Fund

The technology fund – Provides loan guarantees in the amount of up to CHF 3 million to innovative small and medium entities (SMEs).



ESA BIC CH – The ESA Business Incubation Centre Switzerland is powered by the European Space Agency (ESA) and one of the world's leading universities: ETH Zurich.



Startup.ch – A vast offering of support programs for entrepreneurs, including financing, networking events, trainings, and international roadshows.



Venturelab – Since 2004, Venturelab has been designing and operating flagship start-up programs to support the best entrepreneurial talents in Switzerland.



Innosuisse – Supports the creation and development of start-ups through training, coaching, internationalization offers as well as participation in international trade fairs.



QBIT x ETH

Idea Journey

What problem are you actually solving

Describe the problem on three layers.

The big problem: what is the big problem of the industry.

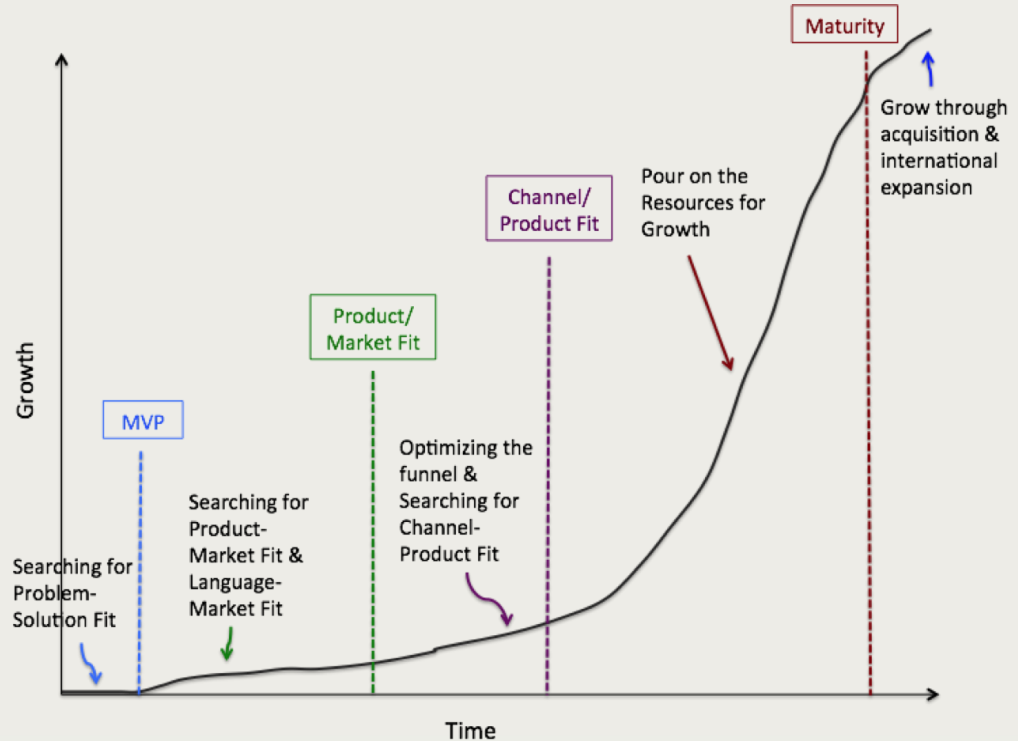
Q: What evidence do you have that this problem exists? What evidence do you have for the TAM?

The companies problem: what is the problem of the target company.

Q: What evidence do you have the company has been trying to solve this problem actively?

The Users (buyers) problem: What immediate problem does it solve for the user.

Q: What evidence do you have that the users has this problem and is trying to fix it?



Ask the ones who actually have the problem

It is crucial for us to understand not only the big picture but also what the problem the user/buyer has.

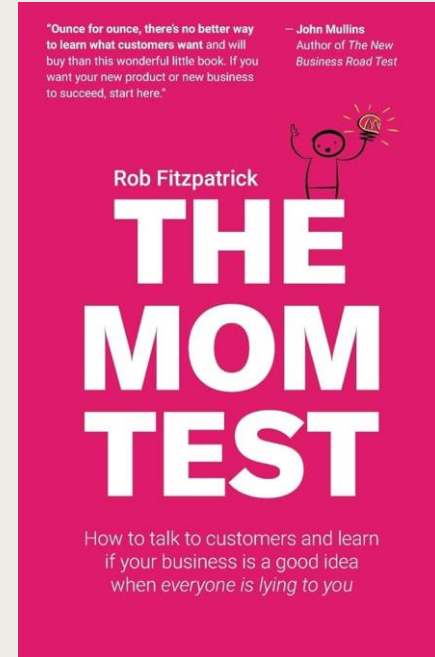
Every customer interview has a standard questionnaire.

Intro: Want to understand what problems you're facing.

Don't tell them about your idea.

Understand the size of the issue.

- Describe your daily/weekly routines
- What problems are you currently facing?
- How are you currently trying to solve the problem xyz.
 - Buy or build?
- When was the last time you discussed solving xyz with your boss?
- How much budget was invested in the last year to solve this problem?
- Which departments are involved in that process?
- What happens if you don't solve this problem?



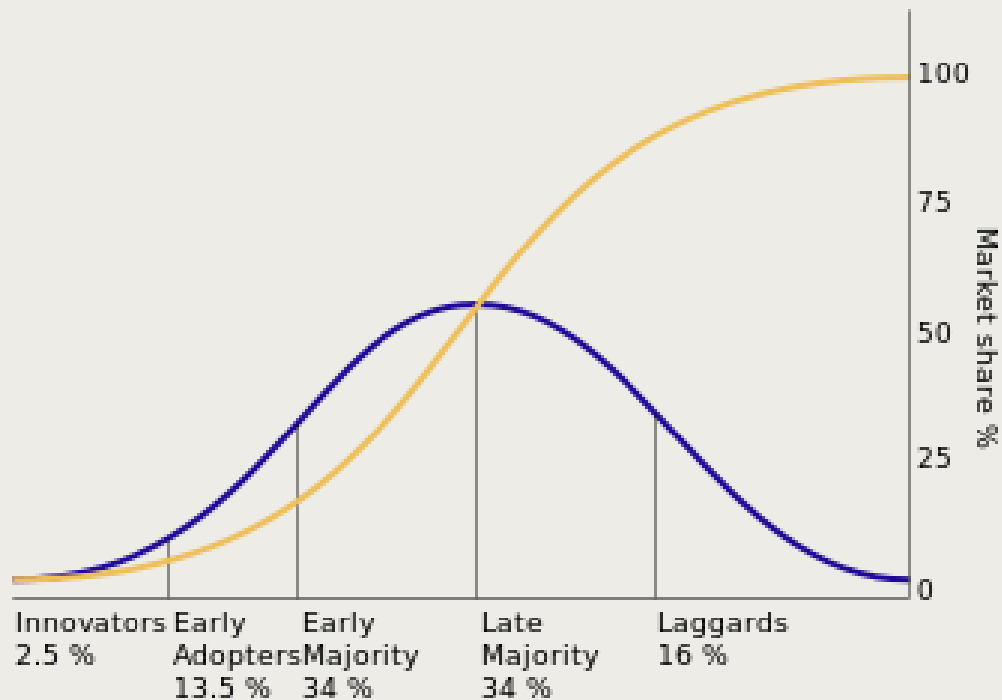
TAM > SAM > SOM > Early adopters

The best founders have a great understanding why their clients want their solutions. Often, they see a pattern within their client base that can lead to understanding the SOM in more detail.

Use your learnings to build a bottom-up market calculation!

Different types of revenue for early-stage startups, differentiate SOM from early adopters.

Revenue ≠ Revenue.



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**From Idea to a company – the
journey is unique**

Your Idea Journey



Professor

Talk to your professor about spinning out

Transfer Office

IP transfer and Cap Table are from utmost importance, start the conversation early

Grants

Aim for non-dilutive funding at the beginning

FFF

Friends, Family, Fools as your first address – this is your immediate network

Angels

Business Angels are Entrepreneur who are willing to take a risk on your journey

VCs

Venture Capital funds need a certain maturity

Strategics

Strategic players are a viable option



Climeworks is a Swiss company specializing in carbon dioxide air capture technology.

2009
Christoph Gebald
and Jan Wurzbacher
founded Climeworks
as a spin-off from
ETH Zurich.

2020
Climeworks and
Svant, agreed to
collaborate on
solutions for a net-
zero-emissions world

2022
Climeworks
multiply from
the Series A
round to the
Series F 337x.

2010
The founders raised
their pre-seed round
of CHF 100k from
Venture Kick

2012
They raised their
Series A1 & A2 of
CHF 2M under a
valuation of CHF
3.5M / 6M.

2014
Climeworks
raised their
Series B of
CHF 3M under
a valuation of
CHF 13M.

2016
Series C of CHF
10M was raised
with a 37M pre-
money valuation

2018
Their Series D
was of CHF
30M at a CHF
112M
valuation.

2020
The founders
raised their Series
E of CHF 100M
under a valuation
of CHF 240M.

2022
Series F of CHF
600M was raised at
a 1.18Bn valuation.



<https://climeworks.com/>



Revolutionize Structural Health Corrosion Monitoring in Reinforced Concrete Infrastructure with DuraMon

Oct 2017

PhD defense (ETH Zurich, Switzerland) of Yurena (CEO DuraMon)

Q2 2024

1.5m Seed extension

July 2018

SNF/Innosuisse Bridge Proof of Concept grant

March-October 2019

First pilot projects

March 2020

ETH Pioneer Fellowship

Aug 2021

Founding of DuraMon, Investments from ETH foundation and BAS

April 2023

Conversion of DuraMon GmbH to DuraMon AG.

June 2023

DuraMon successfully closes CHF 1M seed financial round – led by QBIT



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*If you ever start a Startup let
me know!*

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Any questions?



Thank you!

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