





Claude Florin


Fondateur A3 Angels, EPFL EL82
Présentation, Juin 2009

Opportunity : a bridge towards start-ups

Bridge A³ Angels
Seed investissement
• Mentoring and contacts


>10'000
250 labs
CDM / VPI

 ~90
start-ups

Region
 >50
start-ups

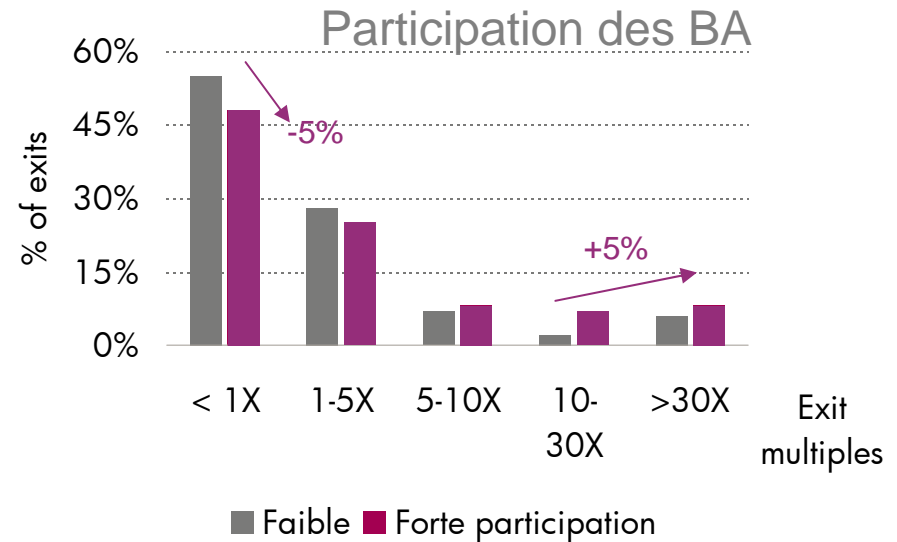


A³

- >14'000 alumni
- 110 pays
- > 50% 10-30 years expérience

Contribution of A³ Angels

- Seed finance :
with experience to grow
chances of success



- Mentoring :
adapt models from
anglo-saxon Universities

100K alumni MIT → 25,000 start-ups

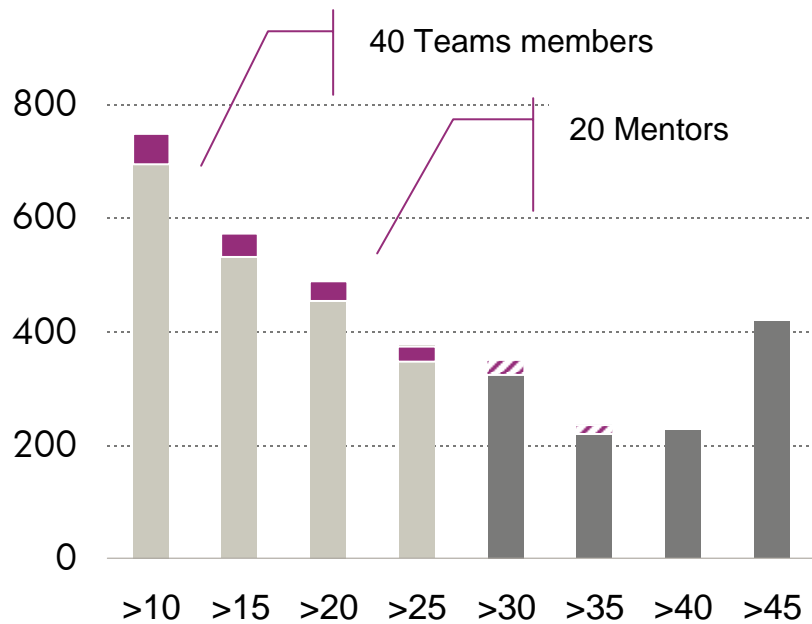
	Emplois	%
	1'000-10'000	2%
< 1'000	98%	

Sources : Source : Kauffman Foundation Nov 2007, N= 86 angel groups = 539 individual angel investors.
Edward B. Roberts and Charles Eesley, MIT Sloan , February 2009

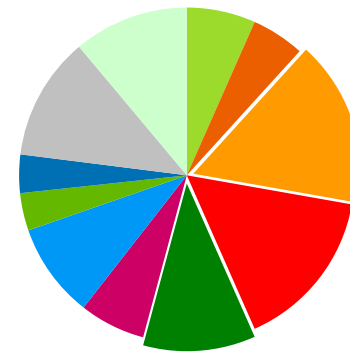
A man with grey hair, wearing a light blue button-down shirt, is shown from the chest up in the foreground. He has a thoughtful expression, with his hand resting on his chin. Behind him is a large-scale construction site at night. The building's steel framework is illuminated by warm lights, creating a complex grid of dark lines against the dark sky. The ground in front of the building is a mix of dirt and concrete.

The value of
A³ Angels ?

60 A³ Angels = 1000 years of experience



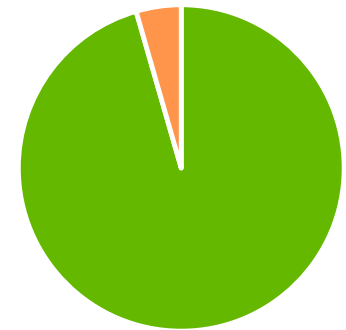
Domaine



- Chimie
- Communications
- Electricité
- Génie civil
- Mécanique
- Génie rural
- Informatique
- Matériaux
- Mathématiques
- Microtechnique
- Physique

Geographie

Europe



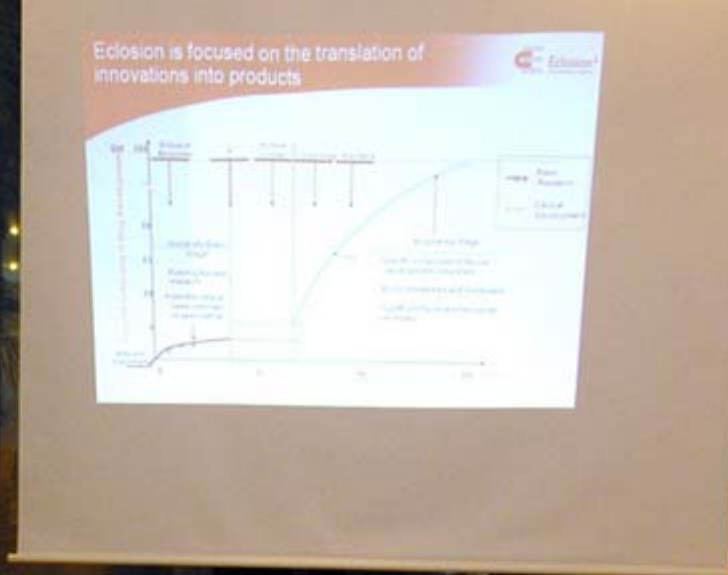
Suisse



Positioning of
A³ Angels ?

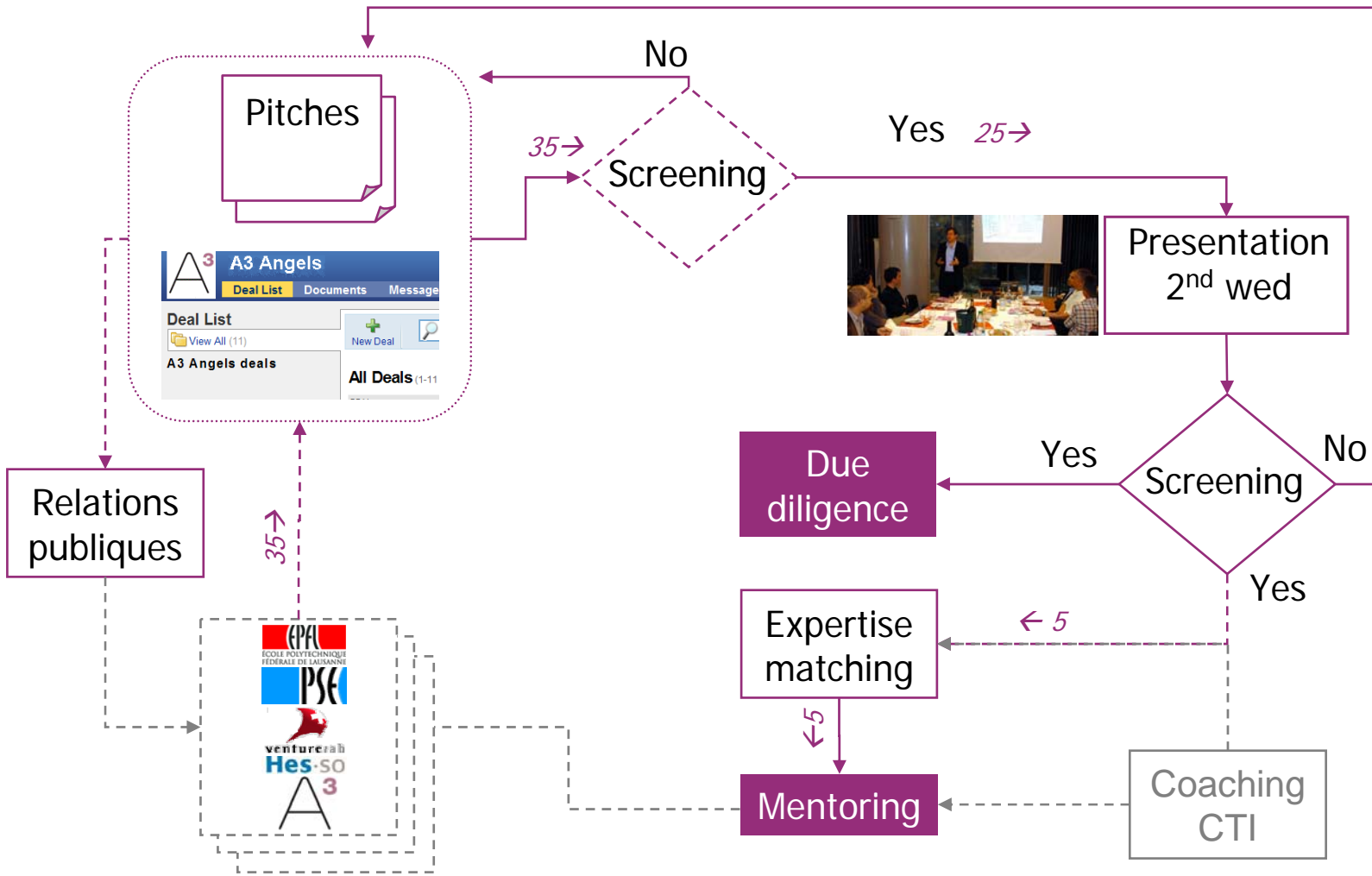
Teamwork of A³ Angels

Services	A ³ Angel Mentors	A ³ Angels Teams
Experience levels	✓ Senior managers	✓ Active professionals
Mentoring	<ul style="list-style-type: none"> ✓ Matching : mentors, start-ups, coaches ✓ Free 	✓ Domain workshops
Seed investment	<ul style="list-style-type: none"> ✓ Meet 15 start-ups ✓ Private presentation 	<ul style="list-style-type: none"> ✓ Meet 25 start-ups ✓ Training ✓ Pools >10kCHF X 3 years
A ³ values	<ul style="list-style-type: none"> ✓ Support young alumni ✓ Technology and business 	<ul style="list-style-type: none"> ✓ Ethical code ✓ Work life balance



Organisation
and business model

Opportunities, teamwork, investments



→ objectifs 2010

1.06.2009

Claude Florin, EL82, claudio.florin@a3.epfl.ch

9



The logo for A3 Angels, featuring a large black outline of the letter 'A' followed by a purple number '3' and the word 'Angels' in a grey sans-serif font.

A **3** Angels



Join the crew

www.a3.epfl.ch/angels

Teamwork : meet our crew



Claude Florin, EL82, Fondateur

Directeur Hewlett-Packard, expérience internationale business developement R&D expérience in IT, medtech, télécom



Marc Gandar, IN85, Start-ups

Conseiller Alliance, expérience Directeur informatique, Fondateur de start-up



Edmond Haïat, EL 84, Finance

Directeur H.Capital, 15 years d'expérience finance et banque privée



Gregorio Bonnadio, EL08, Communication

Ingénieur système Polyright SA, fondateur Electrinfo, ancien Président Agepoly

Comité de surveillance a définir

Olivier Trancart, EL 83, Vice-chair Polytech Venture

Marc Saint-Denis, Partner Yves Leuven Capital



Investments : learn from our speakers

- Identify and maximize the potential of technology start-ups
Xavier Arreguit, Directeur Innobridge
- Capital investment stages
Herve Lebret, EPFL Innogrants
- Negotiating business angel financing
Jacques Bonvin, Tavernier Tschanz



Opportunities : meet start-ups

- Sensima technology
Serge Reymond
- E3 Meter, Riedo networks
Adrian Riedo
- Imina technologies
Guillaume Boetch
- Soap Shop
Denis Crottet
- Ninart
Sylvia Jeney
- Sensimed
Jean-Marc Wismer

Guest star

- Paolo Buzzi,
- CTO Swissquote

Advisors

- Luc-Olivier Bauer,
Partner Nanodimension
- Jean-Philippe Lallement,
GM PSE

