

September 2018

# startup

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WHY FOUNDERS  
RELY ON  
**DEEP TECH**

BEEKEEPER CEO  
**CRISTIAN  
GROSSMANN**  
KEEPS UP THE PACE

**TOP  
100**

**THE BEST  
SWISS  
STARTUPS**

**Pascal Koenig**

Head of Ava takes  
his team to first place  
for the second time



SWISS STARTUP AWARD  
2018



Factoring alternatives: Stijn Pieper and Phil Lojaco

## THE SUCCESS FACTOR

Advanon's financing solution is gaining a foothold in Germany and attracting established SMEs.

**I**nvoices worth almost CHF 100 million have already been pre-financed through Advanon's platform. The pace of growth is high. 'The last nine months were particularly exceptional,' comments CEO Phil Lojaco. So far, a third of the volume has come from Germany, where the Swiss company has been active since last year. Through a German partner, Wirecard Bank, Advanon was able to start there without its own banking licence. It has also managed to partner with Deutsche Bank.

A significant part of its success is the fact that more and more established SMEs are discovering the online platform for factoring outstanding invoices and using it to secure their liquidity.

**ADVANON AG, ZÜRICH / SECTOR: FINTECH FOUNDED: 2015**

**EMPLOYEES: 28 CONTACT: WWW.ADVANON.COM**

## LIVER SAVER

Versantis plans to conduct the first patient trials with its drug candidates in 2019.

**V**ersantis is developing a medicine for a life-threatening liver disease for which doctors currently have no suitable treatment. It has attracted several international luminaries, who have joined the Medical Advisory Board and are now promoting the startup.

As part of their tangible commitment to the company, which is preparing for its first human trials, they provide advice and scrutinise development of the protocols for the clinical studies.

Versantis has also impressed the European Medicines Agency (EMA), which has granted the ETH spin-off orphan drug designation for rare diseases, enabling it to conduct shorter clinical trials. Chief executive Vincent Forster faces another challenge in 2019 – that's when the next financing round is scheduled.

**VERSANTIS AG, ZÜRICH / SECTOR: BIOTECH FOUNDED: 2015**

**EMPLOYEES: 5 CONTACT: WWW.VERSANTIS.CH**



Fighting a rare disease: Meriam Kabbaj and Vincent Forster