SURVEY RESULTS
STARTUP SURVIVAL PROPOSAL
IN TIMES OF THE CORONA CRISIS
Update: March 30th, 2020, 12:00

Proposed by:
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Overview

• The Federal Council published a support package for the economy, including bank loans garantuees for SME.

• The proposed measures are based on turnover, with limited adaptations for young companies, which does not fit the situation faced by deeptech start-ups with heavy investments and longer R&D cycles which are a key pilar of the Swiss innovation.

• A proposal to adapt the bank loan garantuee was made (read proposal here) using money raised and turnover as criteria for startups.

• This are the results of the survey conducted between March 25th, 15:00 and March 30th, 12:00
Executive summary (Status 30.03.2020, 12.00)

• 660 respondents representing 5’710 FTEs to date
• The current crisis represents an existential threat for 53% of the startups.
• For 70%, the current loan mechanism is not sufficient.
• The proposed adaptation makes the loan guarantee significant for 73%.
• 88% want this solution to be pushed forward to the Federal council.
Respondents profile

Number of companies per incorporation date

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</thead>
<tbody>
<tr>
<td>Count</td>
<td>27</td>
<td>12</td>
<td>15</td>
<td>21</td>
<td>28</td>
<td>51</td>
<td>52</td>
<td>72</td>
<td>98</td>
<td>102</td>
<td>127</td>
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Number of FTE per incorporation year

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</thead>
<tbody>
<tr>
<td>Count</td>
<td>619</td>
<td>111</td>
<td>409</td>
<td>868</td>
<td>901</td>
<td>760</td>
<td>574</td>
<td>868</td>
<td>760</td>
<td>488</td>
<td>619</td>
<td>409</td>
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</table>
53% of Swiss startups have existential fears

How strongly is your startup affected by the corona crisis?

Existential – without getting additional liquidity in the next months we will be in trouble.

Medium – we do severe cost-cutting but are confident to master the crisis.

Low – we can handle the symptoms and have enough financial runway.

Not at all – our business even benefits from the situation.
For 70% the current loan does not work

Does the offered bridge loan based on 10% of your turnover help your startup through the crisis?

- YES – this loan should help us to master the crisis. 8%
- OK – this amount is significant for us and definitely would help out. 10%
- NO – we need much more cash. 70%
- We don’t need nor want to apply for that loan. 12%
73% welcome the new calculation base

Would such a bridge loan based on this new calculation base including total money raised help your startup through the crisis?

- YES – this loan should help us to master the crisis. 42%
- OK – this amount is significant for us and definitely would help out. 31%
- NO – we need much more cash. 21%
- We don’t need nor want to apply for that loan. 6%
88% of startups support the new proposal

Do you think such a proposal should be presented to the Federal Council?

YES – please move forward. 88%

No – this does not really help. We need a better solution. 12%
4’820 jobs in promising startups at stake
# Key figures from startups that would use the corrected loan guarantee*

* 471 startups confirming the loan would be significant help to go through this crisis

<table>
<thead>
<tr>
<th>Total money raised</th>
<th>2’455 M CHF</th>
<th>Average 5.5 M CHF</th>
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</thead>
<tbody>
<tr>
<td>Total turnover</td>
<td>363 M CHF</td>
<td>Average 0.8 M CHF</td>
</tr>
<tr>
<td>Total loan guarantee potential</td>
<td>119 M CHF</td>
<td>Above 163 M CHF</td>
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<tr>
<td>Capped 0.5 M CHF</td>
<td></td>
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<tr>
<td>Above 0.5 M CHF</td>
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*471 startups confirming the loan would be significant help to go through this crisis.*
## Startups participating in the survey (1)

<table>
<thead>
<tr>
<th>Category</th>
<th>Value</th>
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<tbody>
<tr>
<td>Respondants</td>
<td>660 startups</td>
</tr>
<tr>
<td>Total FTE represented</td>
<td>5710</td>
</tr>
<tr>
<td>Average FTE represented</td>
<td>8.7</td>
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<tr>
<td>Average age</td>
<td>3.7 years</td>
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</table>
Startups participating in the survey (2)