



»» Chalmers Innovation  
Business Incubator

Olle Stenberg  
President



# Chalmers Innovation

*“ We offer innovators and entrepreneurs the most efficient and value creating process for the development of technology based ideas to sustainable growing companies with an international potential ”*

# ➤➤ Chalmers Innovation May 99 – May 04

**46 companies - 220 employees**

60 MSEK public funding

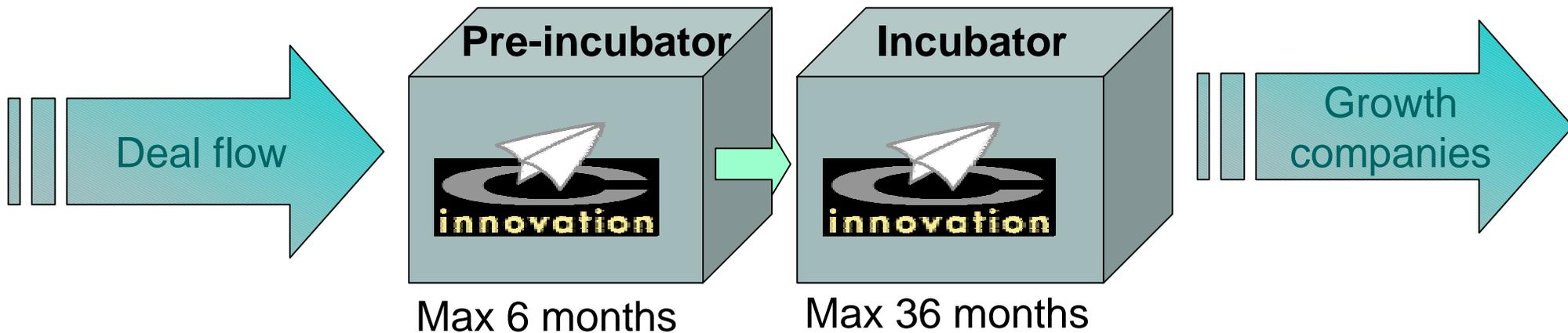
635 MSEK private equity

82 MSEK turnover 2003 ( 40% growth )

70 patents

16 graduated companies

# ➤ Chalmers Innovation Business Incubation Process



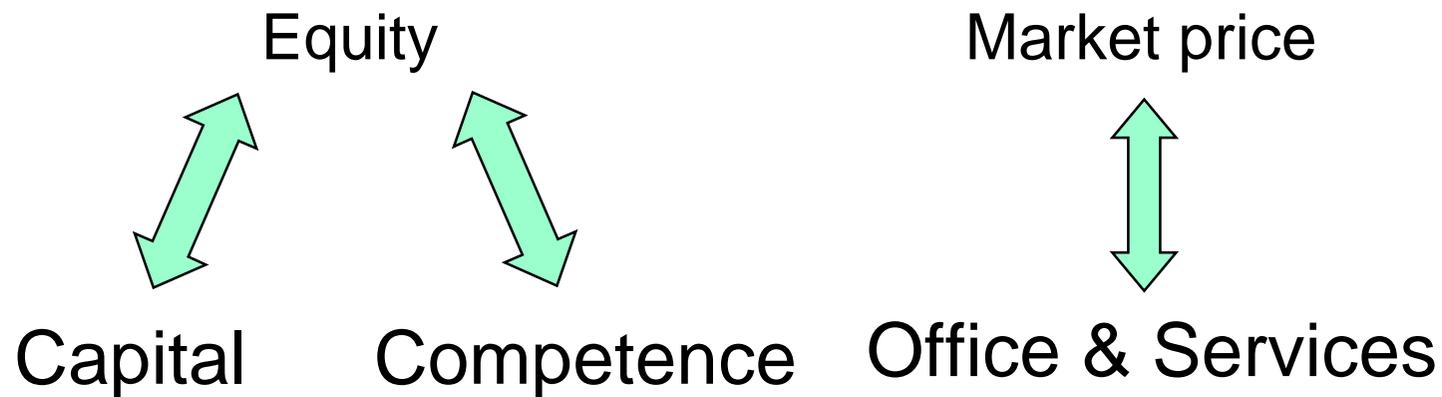
Capital

Competence

Office & Services

# »» Our Model

Non profit foundation



# ➤ Chalmers Innovation System

AB Chalmersinvest

Technology Bridge Foundation

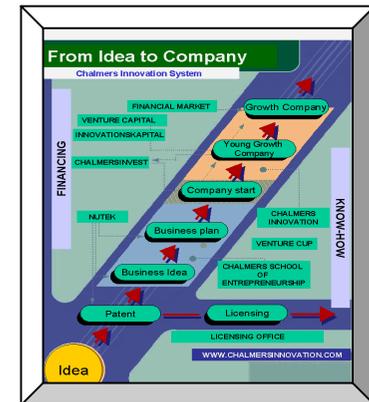
School of Entrepreneurship

Chalmers Innovation

Venture Cup

CONNECT

Innovationskapital



# ➤ Chalmers Innovation

Non-profit foundation founded by Chalmers 1997

50 MSEK private donation from Sten A Olsson Foundation

Operates two centers

- Stena Center inaugurated May 5th 1999
- Lindholmen Center inaugurated October 31st 2000

# ➤ Chalmers Innovation - organization

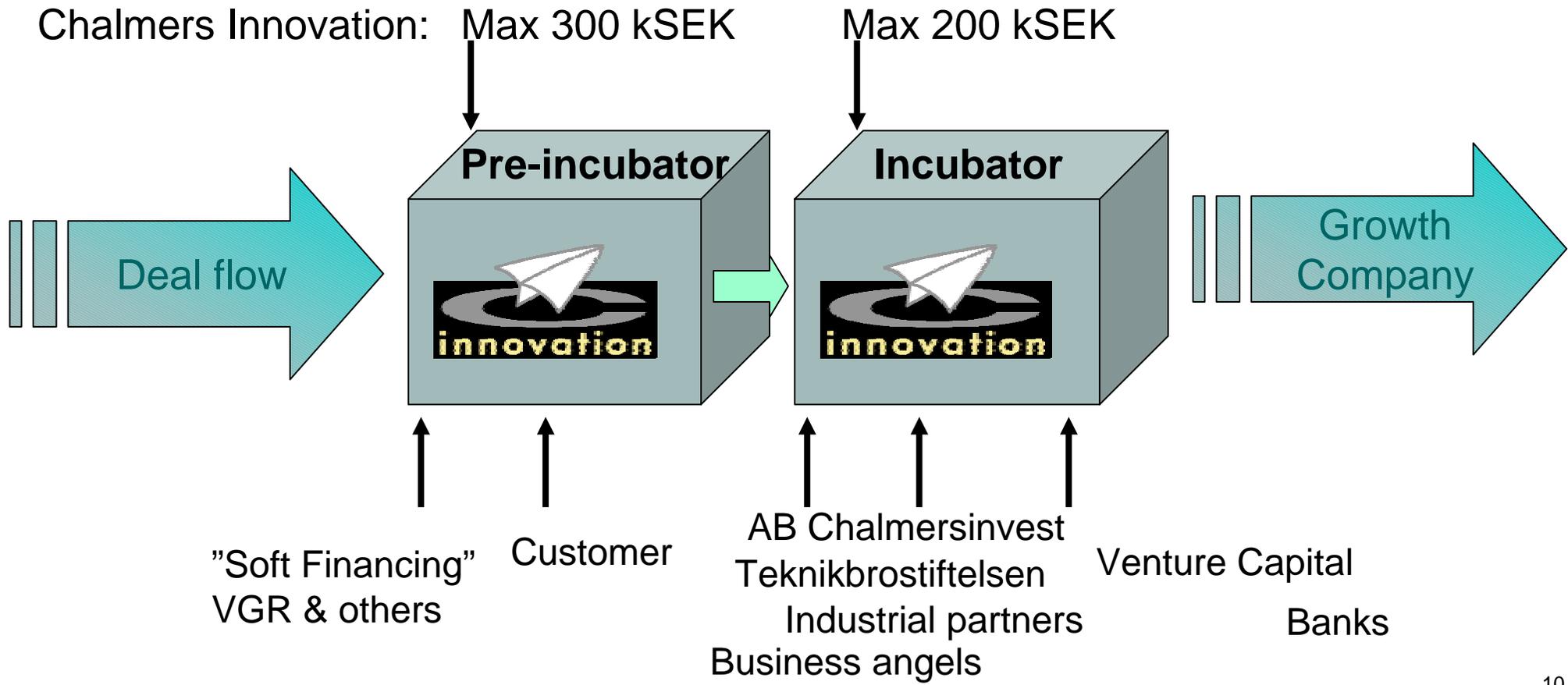
Olle Stenberg	President
Henrik Jansson	Finance & Business Development
Linnea Hult	Training & Business Development
Andrzej Brud	Finance & Business Development
Jörgen Hansson	Manager Lindholmen Center
Ulf Brogren	Market Communication & Business Development
Annelie Modée	Assistant ( 50 % )
Hanna Carlsson	Facility Manager
Ninni Lange	Reception

# ➤ Selection

Criteria :

- Growth oriented & entrepreneurial team
- Idea or business plan with large potential
- Unique offer
- Technology based idea

# Capital



# Investors 1999 - 2003

Chalmersinvest  
Industrifonden  
Innovationskapital  
Investor Growth Capital  
3i  
6:e AP fonden  
VTT  
SEB Företagsinvest  
CIMON  
New media spark  
Metallica

Emerging Technologies  
Biolin  
Taurus fond  
Innoventus  
Malmsten Invest  
Pythagoras  
TransConnect  
Reuters  
G Sachs  
Banco fonder

## Industrial partners

iBazaar ( trade sale )

E-bay ( trade sale )

Rix telecom

Sema Group

Interia

Bonnier Affärssystem

Nanco

AA-bolagen

# ➤ Competence - Regular Coaching

<b>Technology</b> Technology development Product development Process development Product supply Deliveries	<b>Market</b> Marketing Sales PR Competitors IPR
<b>Organization</b> Recruitment Board Network of service suppliers Office	<b>Economy / Finance</b> Cash forecast Finance activities Cost estimate Budget



# Competence

## *Expert advisors*

- Business development
- Finance
- Business attorney
- Intellectual property
- Auditors
- Sales
- Marketing
- PR
- Recruitment

## *TAILOR MADE TRAINING PROGRAMME*

- Economics
- Management
- Organization
- Marketing
- Sales
- Finance
- Negotiation techniques



# Competence network

## **Recruitment**

Key personnel

Managing Director

Board members

## **ACADEMIC SOURCES**

School of Entrepreneurship

Academic experts

R&D projects

Master thesis

Graduated students

# Two Centers

## Stena Center

Start May 1999

Capacity 20 – 35 start-ups

4000 m<sup>2</sup> office & labs

## Lindholmen Center

Start October 2000

Capacity 10 start-ups

900 m<sup>2</sup> office

# ➤ Office - Service & Infrastructure

Reception

Mail

Coffee room

Conference facilities

Security systems

Switchboard

Internet access

WEB and e-mailserver

Parking

Network of selected service suppliers

Copyer

Fax

Dataprojector

Printers

Scanner

Digital camera

Conference phone

TV Video

Short lease terms

# ➤ Chalmers Innovation September 2004

## Pre-incubator

Silentum

Osseon

HumanTouch

Accilon

Aluwave

Xylophane

## Incubator

Got-a-Gene

Icomera

AFC

System OK

Aitellu

Layerlab

Intercare

Midorion

Landala Nät

Spiro

OnPosition

Idevio

Avinode

Vehco

Illuminate Labs

Admeta

Stabilizer

Saligus

Food Radar Systems

Reglia

MicroPos

Appeartex

Saida

# ➤➤ Graduated companies September 2004

Wasa Medicals

LightUp Technologies

Lorensbergs Communication

Safelogic

Bamba -> iBazar-> e-bay

Volfram ( CTK )

Rapid Information

MicVac

Vill

Elektron

q-sense

C-takt

Alfasensor

Nanofactory Instruments

CargoPlanner

Civinco

Geosition -> Kartena

Oxeon

Kid Cards Interactive

R-CAE

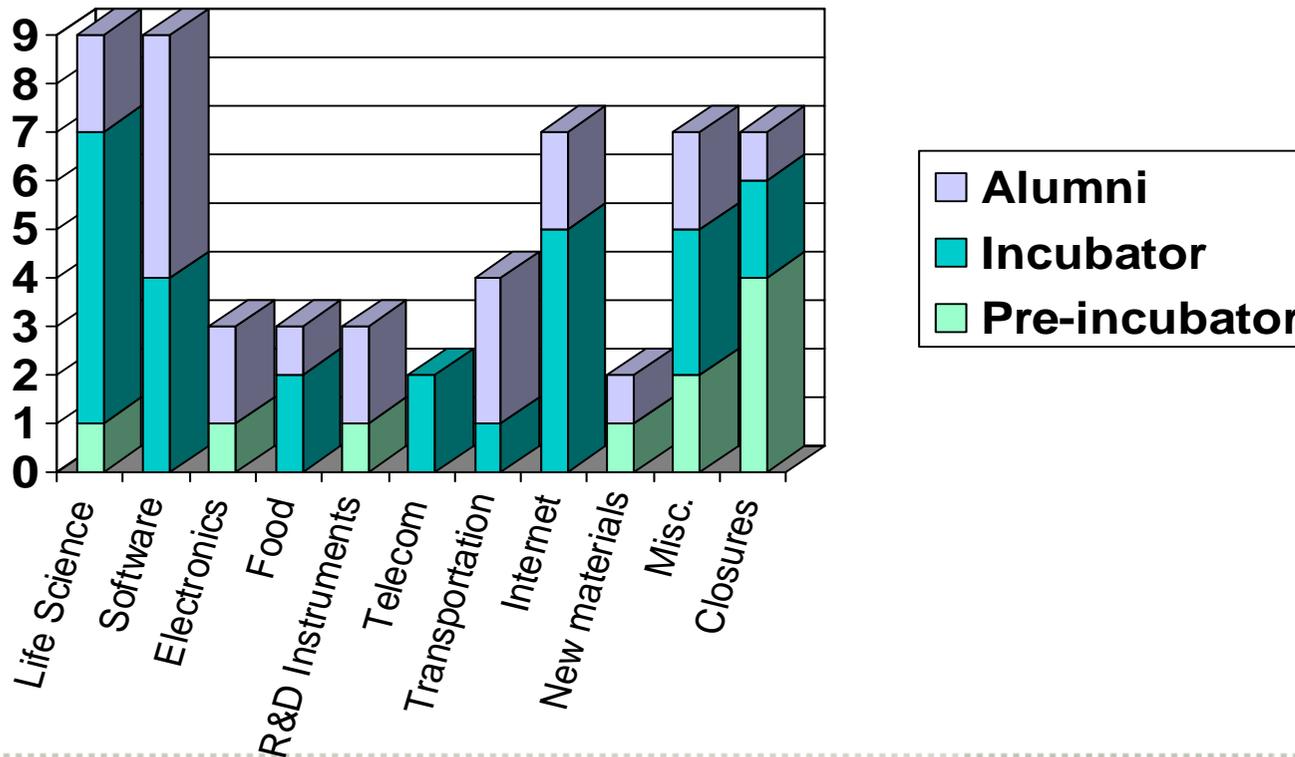


# Portfolio Overview September 2004

6 projects / companies in pre-incubator

23 companies in incubator

20 alumni companies



# ➤➤ Impact of public soft financing

## Investments 1999-2003:

Accumulated public funding: 60 mkr  
Accumulated private equity: 630 mkr

1 "public" kr ⇔ 10,5 kr private equity

# ➤ Does it pay ??

**Operational costs 1999-2003: 25 mkr**

**Public revenues from incubator companies 1999-2003:**

Accumulated income taxes: 64 mkr

Accumulated labor taxes: 79 mkr

**Public RoI = 572 %** ( $143 \text{ mkr} / 25 \text{ mkr} = 5,72$ )

No "secondary" effects included