



GLOBAL PRESENTATION

Geneva, January 2019



We enable Banks, Insurances and Real Estate organizations to identify and collaborate with start-ups to accelerate their digital transformation.



# FROM FINTECH TO PROPTECH

We support **10 innovative fellows** such as EdgeLab, Biowatch, Investivity, KYC3, and Macaenas

We bring onboard **Investis Group & Mobilere** as key partners

We open **Fusion eXtended** in Geneva with Saxobank to support Fintech startups beyond the 12 months program from a perfectly located space in rue du Rhône

We launched **Innopeaks**, the first Corporate Accelerator powered by Fusion in partnership with Groupe Mutuel



**2015**

**2016**

**2017**

**2018**

We launch the **first Fintech Acceleration Program** in Switzerland together with Notz Stucki, Temenos, BNP Paribas and Swisscard.

We launch two new global vertical ecosystems & venture accelerators: **Lifetech + Proptech**

Fusion launches the **Blockchain Lab** to bring the community of blockchain Developers & Business Experts together

Fusion is a founding member of the **Swiss Blockchain Association**

# FUSION IN A NUTSHEL



2

OFFICES IN GENEVA  
& ZURICH



3

INDUSTRIES



100+

ACCELERATED  
VENTURES



45

COUNTRIES  
REACHED



20+

FUNDING/ECOSYSTEM  
PARTNERS



100+

FINTECH, LIFETECH &  
PROPTech MENTORS



40+

EXPERT  
CONTRIBUTORS



12

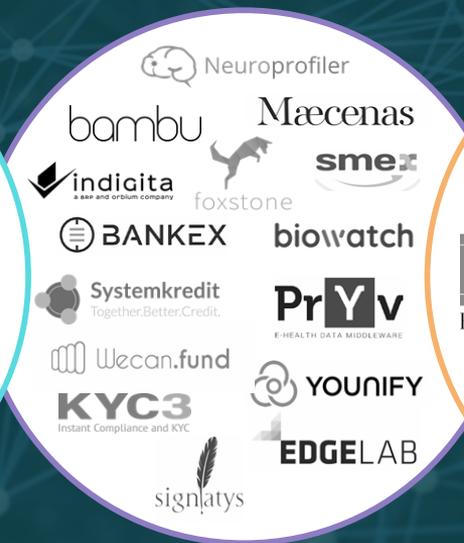
HOSTED & OPERATED  
COMMUNITIES

# OUR ECOSYSTEM

## FUNDING PARTNERS



## FUSION FELLOWS



## MENTOR NETWORK



## RESOURCES PARTNERS



# 4 AREAS COVERED WITH OUR TRUSTED PARTNERS



**FINTECH**



**LIFETECH**



**PROPTech**



**DEEPTech**



INVESTIS

*la Mobilière*

*la Mobilière*



**And others...**

A night sky with a star trail and a silhouette of a tree in a field. The sky is dark blue with a bright star trail in the upper left. A large, dark silhouette of a tree stands in the center of a field. A horizontal cyan line is positioned below the text.

How do we  
**Help our customers ?**



# THE 3 PILLARS OF OUR INNOVATION SERVICES

## I. OPEN INNOVATION



Identifying, selecting and working on market opportunities (startups, new technologies) that match your strategic priorities and put you ahead of the competitive game

## II. VENTURE BUILDING



Helping your organization to innovate by actively involving and empowering your internal teams to design, build, and grow new businesses

## III. VENTURE INVESTMENTS



Supporting you to design the best investment strategy, target the most promising startups in the global ecosystem, and structure the right transaction

# I . Open Innovation

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# I. OPEN INNOVATION – HIGH-LEVEL SEQUENCE

## Phase 1: UNDERSTAND



Fusion and the Partner define together key topics based on your internal strategic priorities and your end clients' needs. To do so, we explore market trends and opportunities. We help you to create a clear & actionable digital roadmap and a strategic radar.

## Phase 2: SCOUT SOLUTIONS



Fusion scouts and assesses solutions and startups relevant for the key topics identified and the digital roadmap agreed

## Phase 3: SELECT STARTUPS



We select the most promising and/or disruptive startups during our selection days. During this phase, we chose together the ones we will want to work with

## Phase 4: ACCELERATE



The selected startups go through the Fusion 3-month acceleration programme (with a continuous support of 12 months) to prepare and shape them for an effective integration with the Partner

## Phase 5: INTEGRATE



Fusion operates as an enabler to **integrate or co-build the solution between the Partner & the startups** or facilitate the POC (proof of concept) exploration and definition

## II . Venture Building

A night sky with a star trail and a tree in a field. The sky is dark with many stars, and a bright star trail is visible in the upper left. A large, dark tree stands in the center of a field, silhouetted against the night sky. A horizontal cyan bar is positioned below the text.



# II. VENTURE BUILDING – HIGH-LEVEL SEQUENCE

## DISCOVERY



Generate the opportunity

We run a structured process to identify needs in the market and potential new digital business opportunities for our customers

- Design Thinking
- Fusion Challenges
- Hackathons

## PROBLEM

Size the opportunity



Where the market segment is well understood, we define the challenge and move to map the pain points from a customer experience angle and size the opportunity

- Fusion Sprints

## SOLUTION

Rapid Prototyping + Scouting for External MVP & Startups



Once the problem at stake is well understood and customer pain points are clear, we enable Solution identification & help form internal startup teams to focus on the solution. Fusion brings external Startups for Open Innovation

- Fusion Sprints
- Fusion Startup Tech Radar

## ACCELERATION



Acceleration of Internal Startups In Innovation Lab

Fusion incubates the selected solution teams and over period of 3 months accelerates validation problem/solution fit & prototype development

- Fusion Product-Market-Fit Startup Methodology
- Fusion Go-To-Market Startup Methodology

# III . Venture Investments

The background of the slide is a composite image. The top half shows a dark night sky filled with stars, with a prominent white star trail streaking from the top left towards the center. The bottom half shows a silhouette of a large, leafy tree standing in a field. A solid teal horizontal bar runs across the middle of the image, partially overlapping the text.



# III. VENTURE INVESTMENTS

## 1. BUILD THE INVESTMENT STRATEGY

We work with the management team of the Partner to define the investment strategy based on the corporate vision, the strategic priorities, and the innovation appetite of the organization.

We enable our clients to define: What is the best vehicle to invest? What is the average ticket to invest? What are the key terms to negotiate? How many investments should be considered? What type of returns could be expected? How to properly monitor these investments? Etc.

## 3. MANAGE THE M&A PROCESS

We assess the M&A opportunities available, manage the due diligence, and work with the internal team on the integration plan

## 2. STRUCTURE AND MONITOR THE INVESTMENTS

We identify the investment opportunities, run the due diligence process and structure the investments.

We monitor the investments and make sure that the strategic rationale (i.e. collaboration between the start-up and the Corporate) is properly executed.



# KEY OUTPUTS OF OUR INNOVATION SERVICES



Create a **digital transformation strategy** roadmap and supervise its execution.



**Scout** the world to find the best solutions for our partners and help executing **pilot projects** and negotiate **partnerships**.



**Build start-ups** for our partners. From ideation to commercial launch to create **new revenues** and diversify.



Scout for **investments** opportunities on behalf of our clients. Execute the due diligence, structure the investment and monitor the companies.



SUPERCHARGING INNOVATORS

Be the wave



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