



# Annual Report 2015

Enhancing Lab Science



# Contents

1.  **The Toolpoint Cluster is Developing**
2.  **Highlights of the year**
3.  **Information on Fields of Application**
  - 3.1  **Innovation and Technology**
    - 3.1.1 Current Technology Projects (overview)
    - 3.1.2 Further Activities
    - 3.1.3 Toolpoint Technology Information Platform (T-TIP)
    - 3.1.4 Scientific Forums
    - 3.1.5 ICT After-Work Talks
  - 3.2  **Networking**
    - 3.2.1 'Top of Toolpoint' CEO Event
    - 3.2.2. Lab Sciences Award
    - 3.2.3 Life Science Zurich
    - 3.2.4 ELRIG
    - 3.2.5 SBA
  - 3.3  **Education**
    - 3.3.1 Human Resources Expert Group
  - 3.4  **Commercial Cooperation**
    - 3.4.1. Logistics & Production Expert Group
    - 3.4.2 Intellectual Property Expert Group
    - 3.4.3 Chemical Waste Disposal Service
  - 3.5  **Policy Action**
    - 3.5.1 Representation of Interests for the Sector (Regulatory Affairs Expert Group)
  - 3.6  **Cluster Expansion**
    - 3.6.1 Members
    - 3.6.2 Partners
4.  **Organization**
5.  **Financial Report**
6.  **Outlook**



## 1

## The Toolpoint Cluster is Developing!

When the Swiss National Bank unpegged the Swiss franc on 15 January 2015, the challenges faced by the Swiss laboratory technology industry increased once again. Toolpoint responded quickly. Shortly after the decision, a telephone conference was held to discuss possible steps from the point of view of the supply chain. This was followed by a number of roundtables and workshops focused on supply chain and HR. This example illustrates the importance of teamwork and partnerships within a network and the opportunity for mutual dialogue. The members were able to discuss the situation with other people in a similar position, and then develop their own strategies.

The Digital Revolution (Industry 4.0 Lab 4.0, Internet of Things, etc.) is taking place in laboratory technology, too. Through a variety of presentations in 2015, we were able to show by way of examples and entrepreneurial vision that developments that can lead to entirely new business models are emerging, thanks to the digital revolution. This trend should be closely monitored.

Various events were held in 2015. Detailed information is provided in this annual report. I would like to specifically mention the Symposium on lab automation, which was run by the Institute for Laboratory Technology (ILT) at the University of Applied Sciences Rapperswil (HSR) for the fifth time in 2015. The event was a big hit, with a record number of exhibitors and visitors. It featured a range of excellent presentations on laboratory technology. Toolpoint was the initiator of this event and has promoted the event from the beginning. In collaboration with the Veronika and Hugo Bohny Foundation, Toolpoint presented the Lab Science Award for the best Bachelor's thesis in laboratory technology at the symposium on Lab automation. With this award, we can make young talents aware of good jobs in our industry.

The companies and our community are evolving. The needs of our members in the Toolpoint network have changed. We took this as an opportunity to review our strategy. We saw that our services and network offerings need to be revised. In the Expert Groups, we have been able to develop conceptual approaches that better meet the requirements of our members. For example, we have redesigned the Regulatory Affairs Expert Group and will be able to offer this to our members in 2016. We will evaluate other needs with our core members in the first quarter of 2016 and present the results at the General Assembly in May 2016. You will find our conceptual plans and strategies for the Toolpoint network in this annual report.

### The Toolpoint Team



# 2

## Highlights of the year

### Toolpoint Members 2015



Fig. Toolpoint members



New Members

Toolpoint gained a new member this year: Helbling Technik AG. The following member chose to leave Toolpoint at the end of 2015: Surface Contacts

1 Year of the China-Switzerland Free Trade Agreement

A special event took place at Zühlke Engineering AG in Schlieren on 4 September 2015. To mark the China-Switzerland Free Trade Agreement, three excellent presentations were presented on "Chiana" in the morning. In the afternoon, Dr Knop from Zühlke Engineering AG gave a presentation on "The opportunities of digital transformation", followed by the Assembly of Delegates.

09:00 a.m.	Arrival of the guests
09:10 a.m.	<b>Welcome to Zühlke Engineering AG</b> , Nicolas Durville, Managing Director, Zühlke Executive Board
09:15 a.m.	<b>Markets in China &amp; South East Asia, Challenges for European Enterprise</b> <b>Felix Aepli:</b> 1 hour, including Q&A: <ul style="list-style-type: none"><li>– Sales &amp; sourcing markets in China &amp; South East Asia; an overview of the potential opportunities and challenges.</li><li>– Does the anticorruption campaign in China affect international companies?</li></ul> <b>Erex Chen:</b> 1 hour, including Q&A: <ul style="list-style-type: none"><li>– How to control and safeguard trademarks and patents in China.</li></ul> <b>Mr Blaise Godet:</b> 1 hour, including Q&A: <ul style="list-style-type: none"><li>– Political development and stability in China (proposed by Felix Aepli, subject to change)</li><li>– Aim is to gain an overview of the current situation in China and look at how it will be in the future</li></ul>
12:15 p.m.	Lunch
13:30 p.m.	<b>The opportunities of digital transformation</b> Speech by <b>Dr Robert Knop</b> , Zühlke Engineering AG
14:00 p.m.	<b>Assembly of Delegates</b> <ol style="list-style-type: none"><li>1. Revised Toolpoint strategy</li><li>2. New Toolpoint cost models</li><li>3. 2016 Annual Programme</li><li>4. Miscellaneous</li></ol>
16:30 p.m.	Networking and aperitifs



Image: Networking-Lunch after Toolpoint-Event "1 Year of the China-Switzerland Free Trade Agreement"



Image: Zühlke welcomes Toolpoint

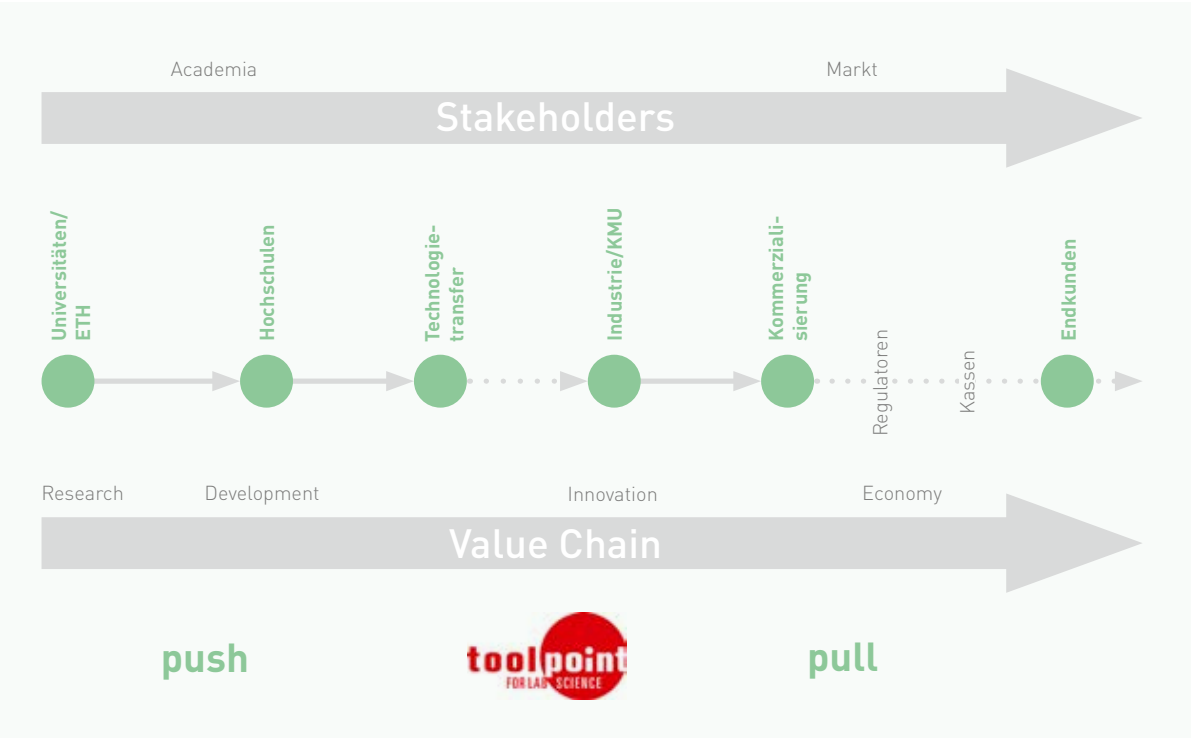


Image: Presentation by Dr. Robert Knop, Consulting Director Zühlke





Toolpoint aims to promote innovation in lab automation. We do this by bringing our members together to address current life science themes and market demands. This takes places on a variety of levels. All activities follow the premise that a group of companies can achieve more than a single company on its own.



Active partnerships with academic institutions enable us to keep abreast with current scientific research. By being the contact for client groups, we endeavour to identify common topics and implement them together with our members. For example, this led to [www.sila-standard.org](http://www.sila-standard.org) and the 'Development of Standard Test Procedures for Quantifying Carry Over from Fixed Pipetting Tips in Liquid-Handling Systems'.



# 3

## Information on Fields of Application (HN)

Toolpoint’s activities and services can be divided into six fields of application. These correspond to the structure used in cluster theory:

- 3.1 Innovation and Technology
- 3.2 Networking
- 3.3 Education/Human Resources
- 3.4 Commercial Collaboration
- 3.5 Policy Action
- 3.6 Cluster Expansion

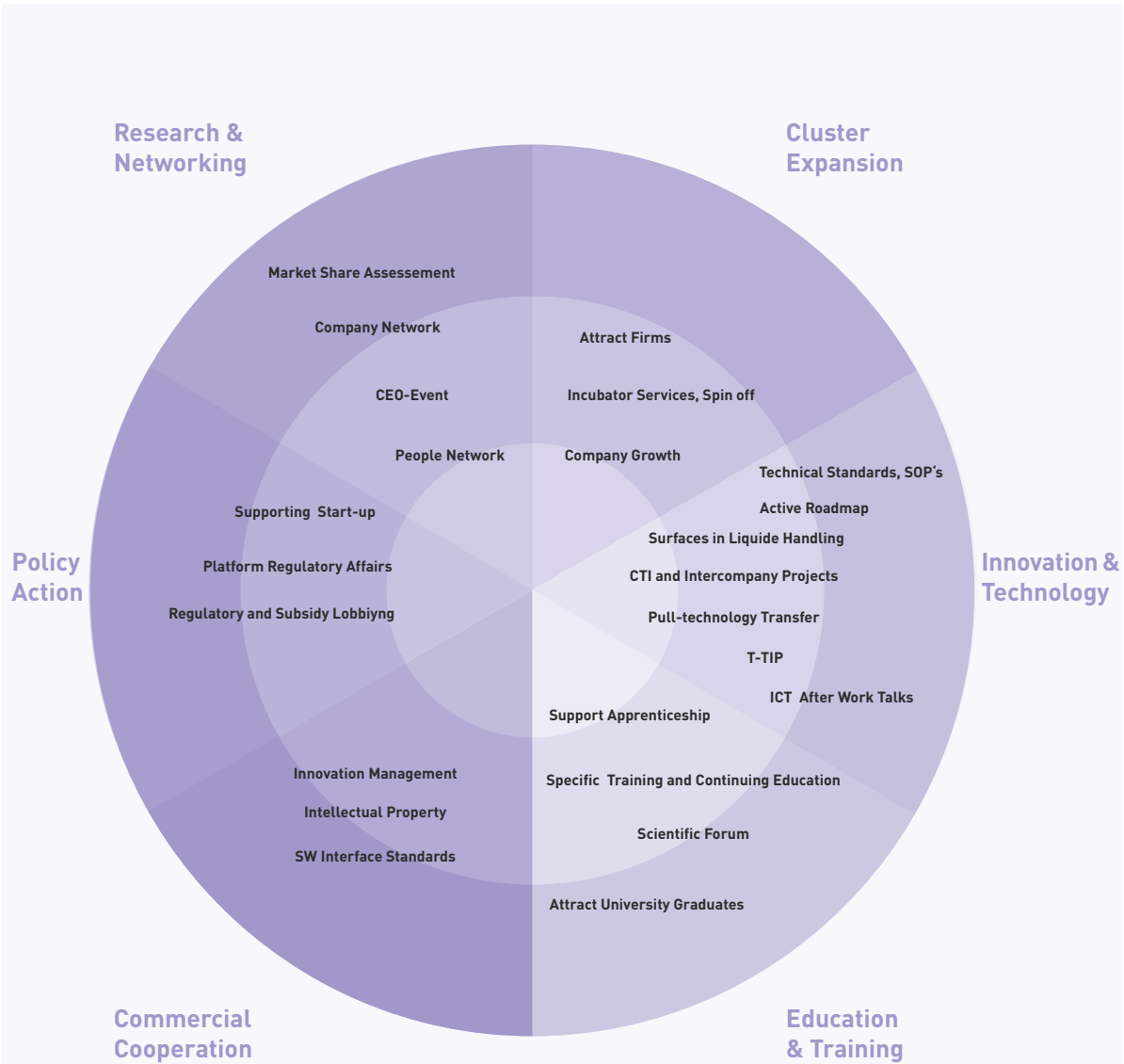


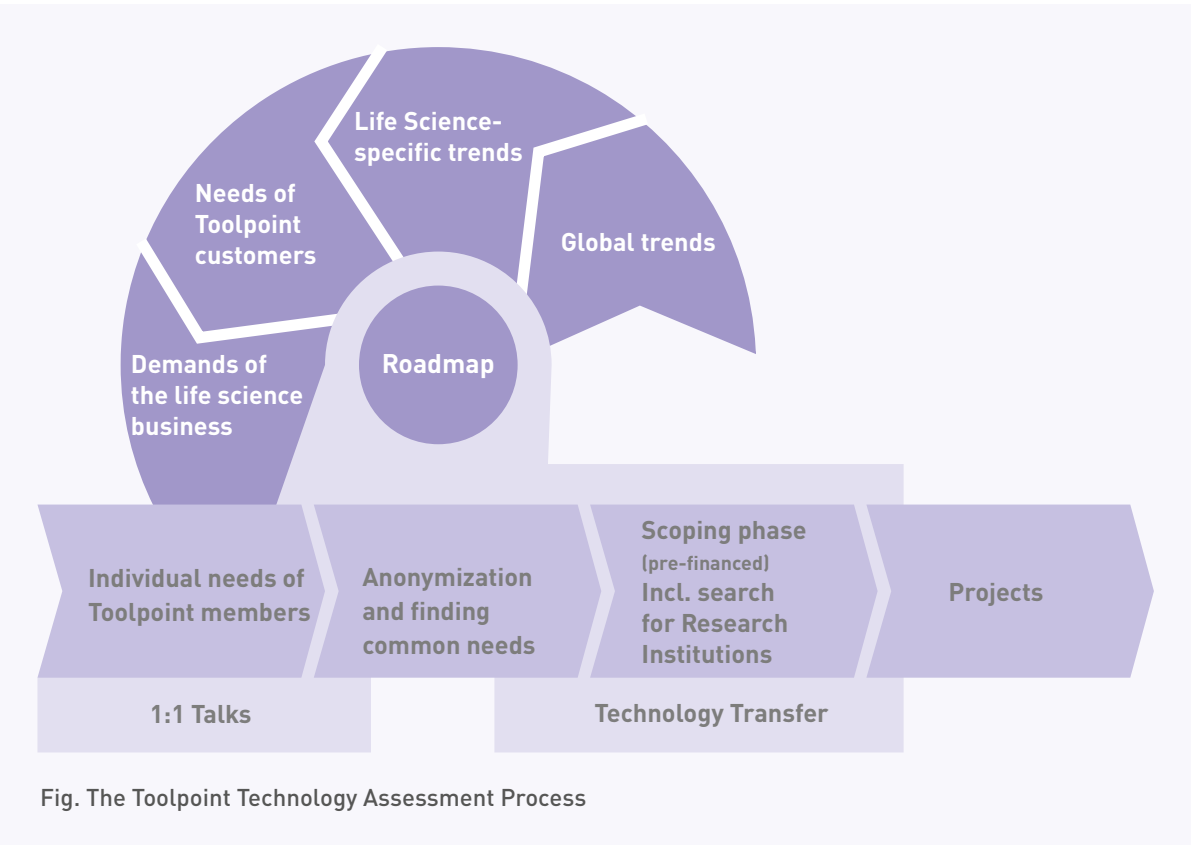
Fig. The Cluster Initiative Target Board by Örjan Sölvell, Göran Lindqvist and Christian Ketels, extract from The Cluster Initiative Greenbook (Stockholm: Bromma tryck AB, 2003) 27, supplemented by Toolpoint-specific services.



3.1 Innovation and Technology

Our well validated Technology Assessment Process again formed the basis for the survey of members’ needs. The process relies on 1:1 feedback and dialogue and is conducted twice a year, with the aim of identifying common interests by gathering information about individual companies’ future requirements. The results of the feedback dialogue and the findings of trend analyses were then consolidated and presented anonymously to the member companies. Common denominators emerged during the course of this process, providing indications as to whether there is sufficient support for new projects and proposals in the members’ community. To secure the necessary expertise, academic institutions and external companies were involved in the assessment process. Based on this, potentially interested member companies can decide whether they wish to participate in the evaluation stage, help to determine specific goals and budgets, and ultimately decide whether or not to take part in the final project.

The process is shown schematically in the diagram below:

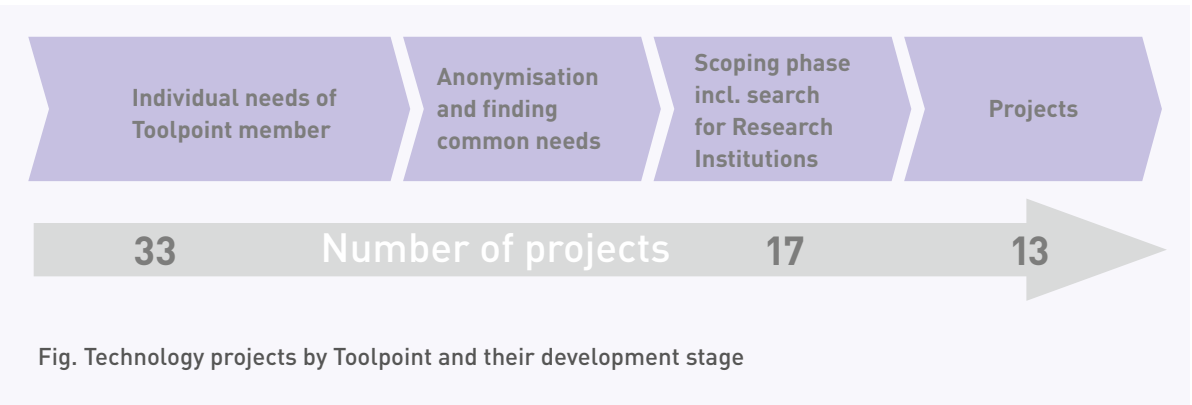


3.1.1 Current Technology Projects (overview)

Numerous projects since the founding of Toolpoint

Since the founding of Toolpoint, 33 projects have been carried out in relation to Toolpoint activities. After the process of evaluation by our members, 17 of these projects were converted to the scoping phase. 13 projects were considered to have no possibility of being completed successfully.

The reasons why four projects were eliminated between the scoping phase and project phase are as follows: one project was integrated into another project, one project was considered to be too competitive and two projects are on hold.



3.1.2 Further Activities

The Swiss Symposium on Lab Automation was held for the fifth time on Thursday, 19 March, 2015.

The focus of the fifth anniversary was ‘Robots in laboratory automation’. As well as an exhibition of the latest products and technologies from various companies and institutions, the event was also a place to exchange knowledge in the field of laboratory automation. In addition, it offered an informal environment where networks and personal contacts could be enhanced and extended. The specialist presentations by well-known figures from leading companies in the life science sector provided new ideas and information on future trends and developments in the life science industry.

To celebrate the fifth anniversary of the Swiss Symposium on Lab Automation, an enjoyable reception with aperitifs and appetisers was held on a cruise on Lake Zurich.





Image: Automated Powder & Liquid Dosing (Quantos Dosing Solution), Mettler Toledo



Image: NGS Workflow, Qiagen

**IVD Industry Connectivity Consortium (IICC):**

Toolpoint is still a 'General Interest Member' of the IICC:

**SystemsX.ch**

Toolpoint is still in contact with SystemsX. Toolpoint acknowledges that the system biological approach pursued by SystemsX is trendsetting. The collaboration and the shared network should bring the parties involved the following benefits:

**For the industry:** formulating visions, generating valuable input for improving measurement and robotic systems and developing innovative products for the future;

**For SystemsX/academic institutions:** identifying expertise available within the industry and potential future partners for joint projects;

**For both parties:** pioneering innovative developments related to, or inspired by, systems biology and related fields, e.g. synthetic biology.

**Competence Centre for Medical Technology (CCMT)**

Toolpoint remains connected to the Swiss Med Tech Cluster. The collaboration is based on using synergies and on supporting each other's activities. Toolpoint publishes all activities of the Swiss Med Tech Cluster which may be of interest to our members.

**3.1.3 Toolpoint Technology Information Platform (T-TIP)**

A T-TIP event on 'Sample Handling at Mettler Toledo' was held at Mettler-Toledo in Greifensee on 25 March, 2015.

METTLER TOLEDO (MT) is well known for its laboratory and precision balances. In addition to its core business, MT has introduced countless innovations in sample handling, for applications including automated sample preparation for laboratory analysis as well as chemical research and development. At this T-TIP event, MT presented three new sample-handling innovations and their customer benefits, from three strategic business units.



Image: T-Tip Mettler Toledo



3.1.4 Scientific Forums

We plan to structure the scientific forums so that we can visit interesting teams and locations in future. This activity is currently being developed. We will combine these activities with other organisations to maximise synergies. For example, we visited the Medical Virology team at the University of Zurich Irchel Campus (building 36, level M) on 10 September 2015.

The scientific forums are sponsored by:



**Office for Economy and Labour  
of the Canton of Zurich**  
**Economic Development**

3.1.5 ICT After-Work Talks

Held three to five times a year, ICT After-Work Talks are targeted at development engineers within the member companies who specialise in software or system engineering. Discussions focus on life science topics in the field of information and communications technology (ICT). Depending on the topic, the participants giving presentations may be members, other cooperating clusters, or enterprises with a track record of interesting applications.

10 February 2015 (Lua)

Lua (Portuguese for moon) is an embeddable scripting language used in programs, to make them easier to develop and maintain. One of the special features of Lua is the small size of the compiled script interpreter. Lua programs are interpreted into bytecode before execution. Although you can write standalone programs with Lua, it is primarily designed as a scripting language for embedding in or extending C programs.

The Lua interpreter can be accessed via a C library, which also includes an API for the runtime environment of the interpreter for calls from the C program. Using the API, various parts of the program can be written in C and Lua, while variables and functions remain accessible in both directions (i.e., a function in Lua can call a function in C, and vice versa). Lua is implemented in ANSI C and supports both functional and object-oriented programming. As the Lua interpreter is extremely fast and highly portable, it is an attractive alternative to other scripting interpreters for embedded systems. Although it is only a few kilobytes, it still includes a full garbage collection, which automatically ejects any garbage data from the memory.



With this brochure, we want to pass on our experience to illustrate the features of Lua and demonstrate its extensibility based on practical examples.

In the first example, a Lua interpreter installed on a PC will be extended with a DLL, enabling control of a USB-connected AD-DA subsystem.

In the second example, we will embed Lua in an application on an embedded system based on an Intel386™ EX processor with ROM-DOS (compatible with MS-DOS 6.22) and show that Lua can also be used in systems with limited resources.

In the third example, the DOS application will be replaced by a Linux application using a compact FOX Board G20, a Linux Embedded Single Board Computer based on an Atmel AT91SAM9G20 microcontroller.

We will conclude the examples with eLua, which has been adapted for microcontroller applications.

In the last section we will present SWIG and toLua, which are wrapper tools that can simplify the connection of Lua and C/C++ under certain conditions.



Image: Dr. Claus Kühnel, Business Owner and Daniel Zwirner, Software Ingenieur @ Qiagen Instruments AG



Image: Presentation by Dr. Claus Kühnel





4 March 2015 Digital Marketing for Medical Devices

Digital marketing is at the intersection of IT and marketing. Working with digital communication channels, including websites, the various social networks and digital performance marketing (SEA, SEO) have become an indispensable part of an effective marketing strategy. Digital Marketing is an important success factor, especially in the complex and dynamic MedTech environment. This presentation explains the various digital channels, key digital trends and best practice examples in the field of integrated digital communications.

Chris Hanan is a partner at Webrepublic AG, the leading Swiss provider of digital marketing services. These include SEA, SEO, analytics, social marketing and digital communications strategy. Webrepublic serves both Swiss and international clients and currently operates from Zurich and Lausanne in 11 languages and over 20 countries.

Prior to joining Webrepublic, Mr Hanan was responsible for global business development and marketing activities for 8 years as Head of Business Development at the Tecan Group. As the founder of two successful eCommerce companies in the US, Mr. Hanan has been in the field of eCommerce and digital marketing for over 15 years.

Mr Hanan holds an MBA from Harvard Business School and a Bachelor’s degree from Georgetown University.

3.2 Networking  
3.2.1 ‘Top of Toolpoint’ CEO Event

The Top of Toolpoint event took place for the twelfth time. This time the host was EMPA Dübendorf. The theme this year was ‘networking’. Why is networking so important? What are the benefits of networking?



# Agenda

EMPA, Überlandstrasse 129, 8600 Dübendorf  
June 24<sup>th</sup>, 2015, 4:00 p.m.

Time	Speaker	Theme
4:00 p.m.		Arrival of the Guests
4:15 p.m.	<b>Dr. Michael Collasius</b> Chairman Toolpoint	Address of Welcome
4:20 p.m.	<b>Hans Noser</b> Managing Director Toolpoint	Address of Welcome and Moderation
4:25 p.m.	<b>Gabriele Dobenecker</b> Directrice of the Division Marketing, Knowledge and Technology Transfer	EMPA and their integration into the Swiss market
5:10 p.m.	<b>Prof. Dr. Roger Moser</b> Assistant-Professor of Inter-national Management and Director ASIA CONNECT Center, University of St.Gallen	Networking in Asia – Reason enough for beeing successful?
5:40 p.m.	Break	Networking
6:00 p.m.	<b>Peter Erni</b> Managing Director of EURESEARCH	European Research Program Horizon 2020, actual status and opportunities for networking
6:30 p.m.	<b>Hans Noser</b> Managing Director Toolpoint	Open forum
7:00 p.m.		Apéro riche
9:00 p.m.		End of the Event

Partner



3.2.2. Lab Sciences Award

On 19 March, 2015, we presented the third Lab Sciences Award at the Swiss Symposium on Lab Automation at the University of Applied Sciences Rapperswil for the first time.

The prize of CHF 14,000 is awarded to outstanding Bachelor graduates each year by the Veronika and Hugo Bohny Foundation. With the prize, Hugo Bohny aims to emphasise the importance of good education for a country's competitiveness and its future security.

In collaboration with Toolpoint, graduates are selected who have completed a thesis in lab sciences, including medical diagnostics, together with a company.

In addition to the thesis, an oral presentation to the jury has a strong influence on the selection process. The jury members are: Hugo Bohny, Founder and Chairman of the Veronika & Hugo Bohny Foundation / Valentin Vogt, President of the Swiss Employers Association / Marc Schindler, Member of the Foundation Board of the Veronika & Hugo Bohny Foundation / Dr. Stephanie Mathes, Lecturer and Head of Tissue Engineering, ZHAW Wädenswil / Prof. Dr. Stephan Scheidegger, Professor of Medical Physics, ZHAW Winterthur / Prof. Alex Simeon, Principal of HSR Rapperswil / Dr. Evelyn Orbach, Project Manager Lab Sciences Award.

The winners in 2015 are

**Pascal Gasser, University of Applied Sciences and Arts Northwestern Switzerland FHNW**  
"Selection and characterization of designed ankyrin repeat proteins (DARPs) specifically recognizing murine IgE"

**Ronja Schierjott, Hochschule Furtwangen University**  
"Impingement testing of cervical spinal implants"

**Michael Naeff, University of Applied Sciences and Arts Northwestern Switzerland FHNW**  
"Detection of the mycotoxins moniliformin and cyclopiazonic acid in cereals and cereal products using quantitative LC-MS/MS"

We received 30% more theses in 2016. We are very pleased with this increase. We hope that companies in our industry will continue to support us, as another objective of our activities is to highlight the importance of our sector to students and the general public. The next ceremony will be held at the same location on 17 March 2016. Applications for 2017 can be submitted via [www.toolpoint.ch](http://www.toolpoint.ch).

3.2.3 Life Science Zurich

Life Science Zurich is a joint venture initiated by the University of Zurich and ETH Zurich to promote Zurich as an international centre for cuttingedge research, first-class education and economic innovation in the field of life sciences.

Life Science Zurich (LSZ) establishes cooperation networks that bring together the major stakeholders in academia, industry and the public sector. LSZ supports a strong and modern life science curriculum in primary and secondary education. LSZ aims to be one of the best doctoral schools worldwide in the field of the life sciences, and to prepare young researchers to develop into tomorrow's leaders in life science research, industry and society. In addition, LSZ stimulates dialogue between academic institutions, the wider public and industry and creates an atmosphere of mutual understanding, respect and trust.

Toolpoint is a member of the Life Science Business Network.

3.2.4 ELRIG

Toolpoint cultivates ongoing exchange and contact with ELRIG (European Laboratory Robotics Interest Group).

3.2.5 SBA

Toolpoint is a member of the Swiss Biotech Association and is regularly represented at the General Assembly.

Image:  
Lab Sciences Award  
winner and jury  
(from left to right):  
Pascal Gasser,  
Ronja Schierjott,  
Hugo Bohny,  
Michael Naeff,  
Valentin Vogt



3.3. Education

3.3.1 Human Resources Expert Group

The Human Resources Expert Group was open to all members in 2015 as a one-off occurrence. A number of members took advantage of this opportunity, which had a fruitful influence on the HR issues discussed. The Human Resources Expert Group met twice in 2015 and addressed the following topics in depth:

‘Development of agile organisations from an HR perspective’, – in response to the unpegging of the Swiss franc – ‘Employer attractiveness’, ‘Salary and compensation models’, ‘Erecruiting’ and ‘Time recording’. The HR professionals have been very active in discussing their experiences, approaches and best practices with each other and developing these further. They also invited speakers from the University of Applied Sciences Rapperswil and the Zurich University of Applied Sciences ZHAW in Winterthur, who gave presentations on their ‘practice-integrated bachelor’ and ‘From Matura2Engineer’ programmes. The advantages of this type of practical training met with a very positive response from the companies.

The activities of the HR Expert Group described above constitute an important pillar in Toolpoint’s HR activities. The Toolpoint HR strategy (see graphic) was developed in 2014 and has proved its worth in 2015.



Graduate fairs

The second important pillar of the HR strategy is Toolpoint’s participation in graduate fairs. Toolpoint had a new stand which included the company logos of all its members. We had a Toolpoint stand at **ZHAW in Winterthur**, the **University of Applied Sciences in Rapperswil** and the **Polymesse at ETH Zurich** in 2015. One or two members were at each event, bringing their companies closer to the graduates. There was a lot of interest in the laboratory equipment, which was used as an eye-catcher. The Toolpoint team was able to have around 275 discussions with students, resulting in about 150 leads from interested talents. The Toolpoint brochure with company profiles was distributed for the first time. The brochure met with great interest and should be considered a definite success. It will therefore be reprinted for 2016 with the inclusion of additional members. At the Toolpoint stand, we were also able to cross-refer many students to our members who were also represented at the fairs.



Image: ZHAW Graduate Day in February 2015



Image: Polymesse at ETH Zurich in April 2015



HR activities for all members

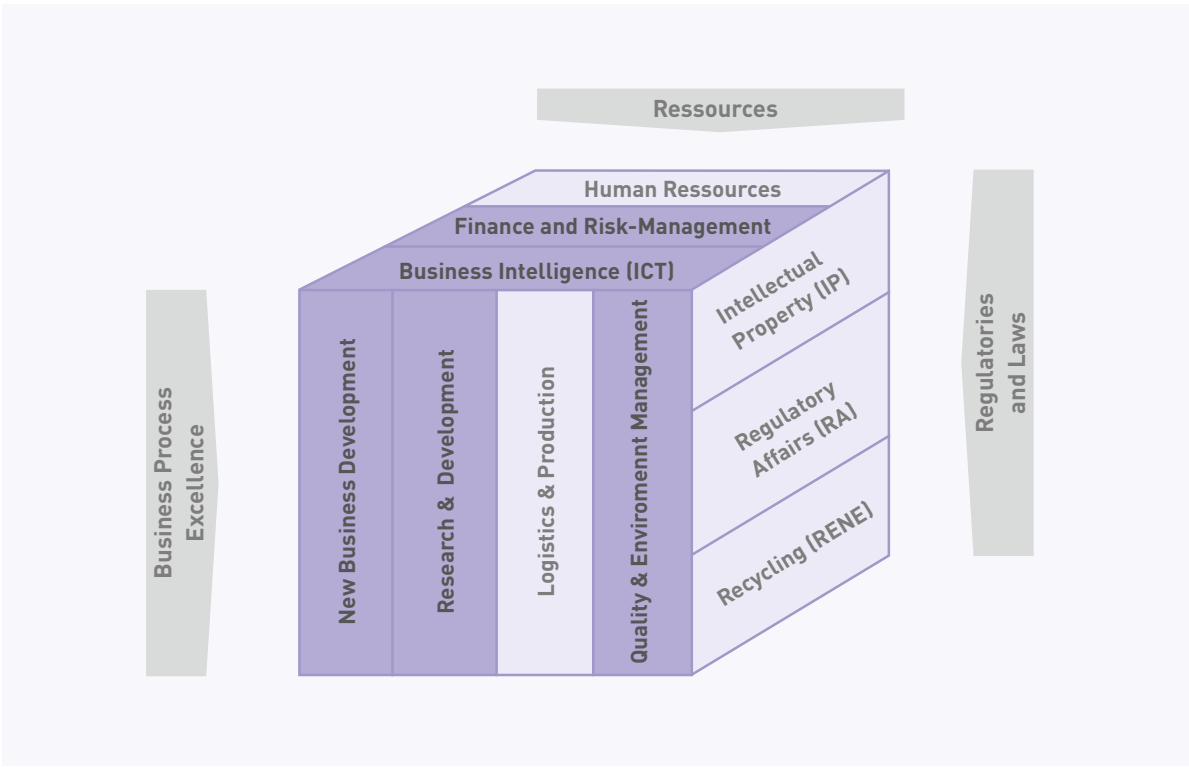
Toolpoint works for all its members, with activities including the Lab Science Award and networking with the academy. This is the third pillar of our HR strategy. The job exchange was another new project introduced in 2015. All members can easily link to the job ads on their company website from the Toolpoint website (see 'Career/Job board'), amplifying their recruitment activities.

All of Toolpoint's HR activities (see graphic) enable members to raise graduates' awareness of the lab science industry, increasing the chances of securing the best talent in the future.



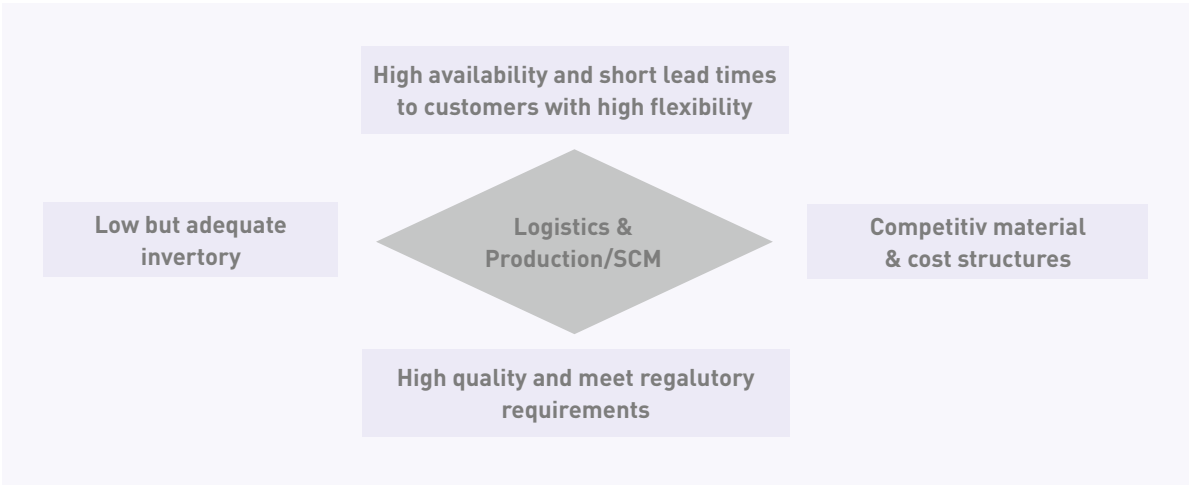
Fig.: Toolpoint Human Resources Activities

3.4 Commercial Cooperation



3.4.1. Logistics & Production Expert Group

The Logistics & Production Expert Group had two key focal areas in 2015. Following the Swiss National Bank's decision to unpeg the Swiss franc on 15 January 2015, the expert group organised a number of telephone conferences and events to discuss how companies may need to respond. The expert group also looked at a variety of additional topics. The differing needs of our various members meant that it was not possible to set up a regular group meeting. Instead, the group meets as required in order to address specific topics.





3.4.2 Intellectual Property Expert Group

The goals of the IP expert group are:

- Advancement and integration of IP professional competence through intercompany cooperation
- Establishment of a platform for mutually beneficial information exchange
- Standardisation of contracts using a check list
- Increasing the communication culture to anticipate potential conflicts

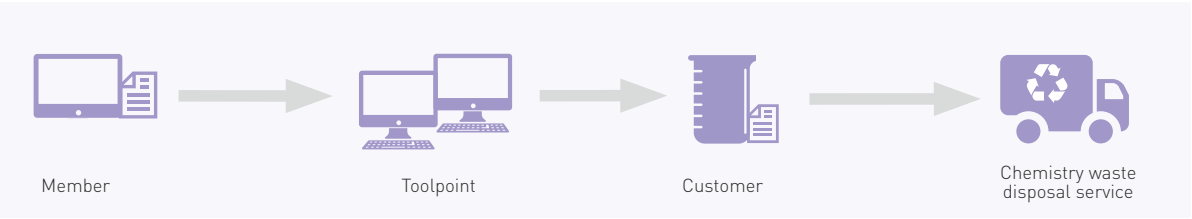
The IP expert group, attended by a neutral IP attorney, met three times this year and considered the following topics:

- Freedom to operate strategy
- IP in China
- IP and design

3.4.3 Chemical Waste Disposal Service

Toolpoint offers its members a disposal and recycling service. This service ensures that medical equipment of all sizes can be disposed of professionally and appropriately throughout Europe, in line with the 2002/96/EC directives. Booking of the services is very simple and is available through our website. The disposal and decontamination forms can be downloaded from [www.toolpoint.ch](http://www.toolpoint.ch). These are completed by the customer and then passed on to our recycling partner, who gets in touch with the customer and clarifies all the details. The equipment is then picked up from the address specified and disposed of appropriately. Toolpoint members benefit from a preferential price.

Qiagen is currently using these services throughout Europe.



3.5. Policy Action

3.5.1 Representation of Interests for the Sector (Regulatory Affairs Expert Group)

The Regulatory Affairs Expert Group held three meetings. Current issues relating to regulations were discussed at the meetings and external speakers organised where necessary.

We reorganised the Expert Group in the second half of the year. The following objectives were developed together with the Expert Group members:

The Regulatory Affairs Expert Group is a networking platform where specialists in regulatory affairs can regularly meet and exchange information. It aims to develop a collective perspective on regulations in laboratory technology through regular discussion and collaboration. This Expert Group offers the following benefits:

- Dialogue among specialists
- Exchange of experience in the implementation of regulations
- Exchange of experience on country-specific aspects
- Exchange and development of expertise among experts in order to implement the regulations more efficiently
- Focus on common guidelines and topics. Joint interpretation of regulations by means of official Toolpoint position statements
- Influence through lobbying if existing regulations need to be changed
- Cost-effective provision of information on possible changes at an early stage
- Collaboration with external experts such as notified bodies and selected companies
- Establishment of the Regulatory Affairs Expert Group within Toolpoint creates an organisational structure that is externally visible

3.6 Cluster Expansion

3.6.1 Members

A new member model was introduced in 2011. The model offers various categories of membership:

- Core Member
- Academic Member
- Observing Member
- Supply Member I
- Supply Member II
- Start-up Member
- Partner

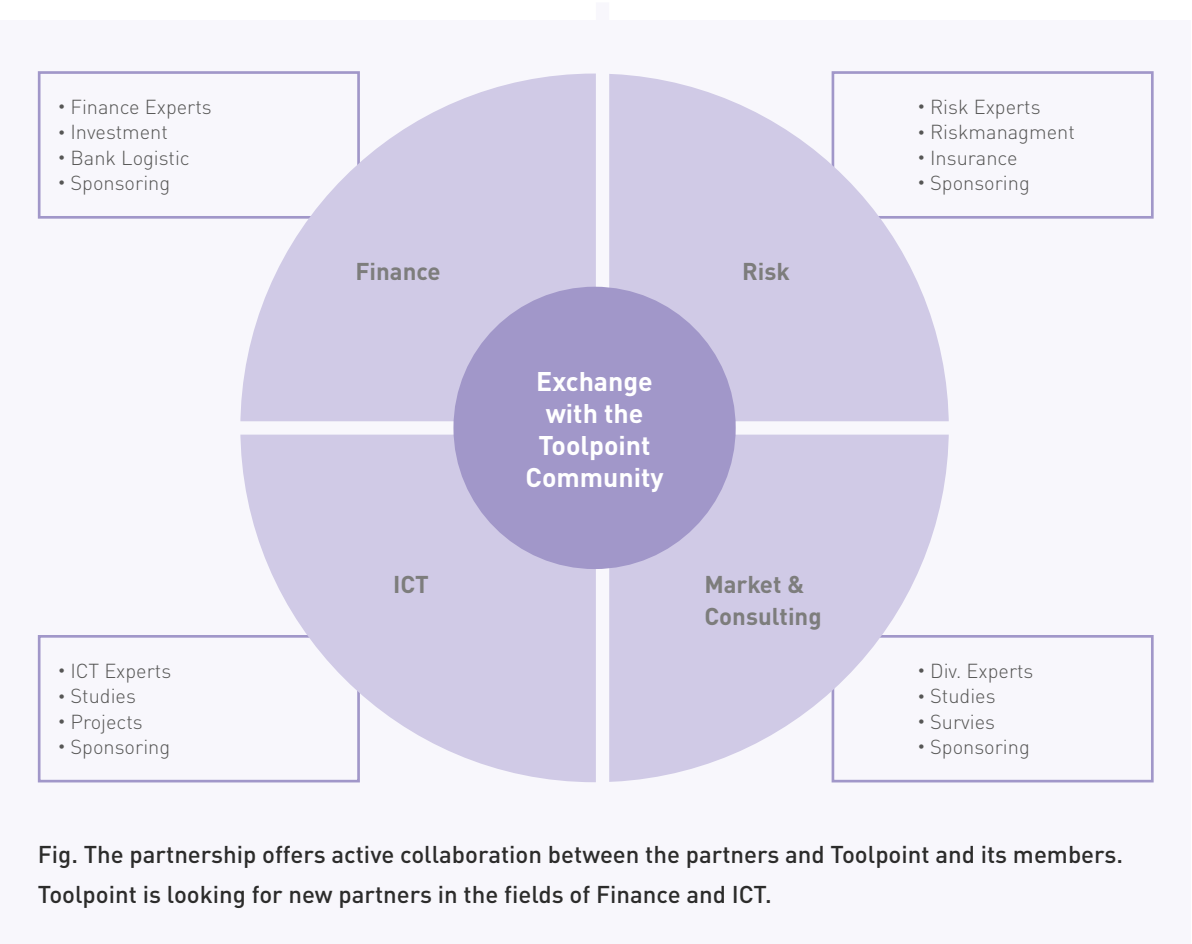
This enabled the necessary structure to be created. The Observing Member category is valid for one year, after which a suitable category will be chosen for the company.

The General Assembly agreed to the admission of the following new members, all of whom have made a notable contribution to increasing the competence of Toolpoint:

- Helbling Technik AG, Wil SG

3.6.2 Partners

Toolpoint is committed to identifying suitable partners in the area of risk management, finance, ICT and market & consulting.



Room 7



A powerful network to innovate solutions in Lab Science for



- diagnostics
- drug discovery
- analytics
- basic research

# 4

## Organization

Toolpoint’s structures remain very lean and the organisation continues to be run along entrepreneurial lines. The most important decision-making body is the Delegates’ Conference. The Board of Directors provides the basis for decision making. In 2012, Dr Martin Brusdeilins from Tecan was appointed to the Board of Directors.

**The current members of the board of directors are**  
Dr Michael Collasius (President), Pius Fink (Vice President), Dr Martin Brusdeilins

**Advisors**  
Daniell Spichiger, Cantonal Office for Economic Development and Labour,  
Professor Peter Ryser, EPFL, Dr Philippe Steiert, CSEM

<b>Accounting</b> Unitreva AG	<b>Auditors</b> Treucontrol AG
----------------------------------	-----------------------------------

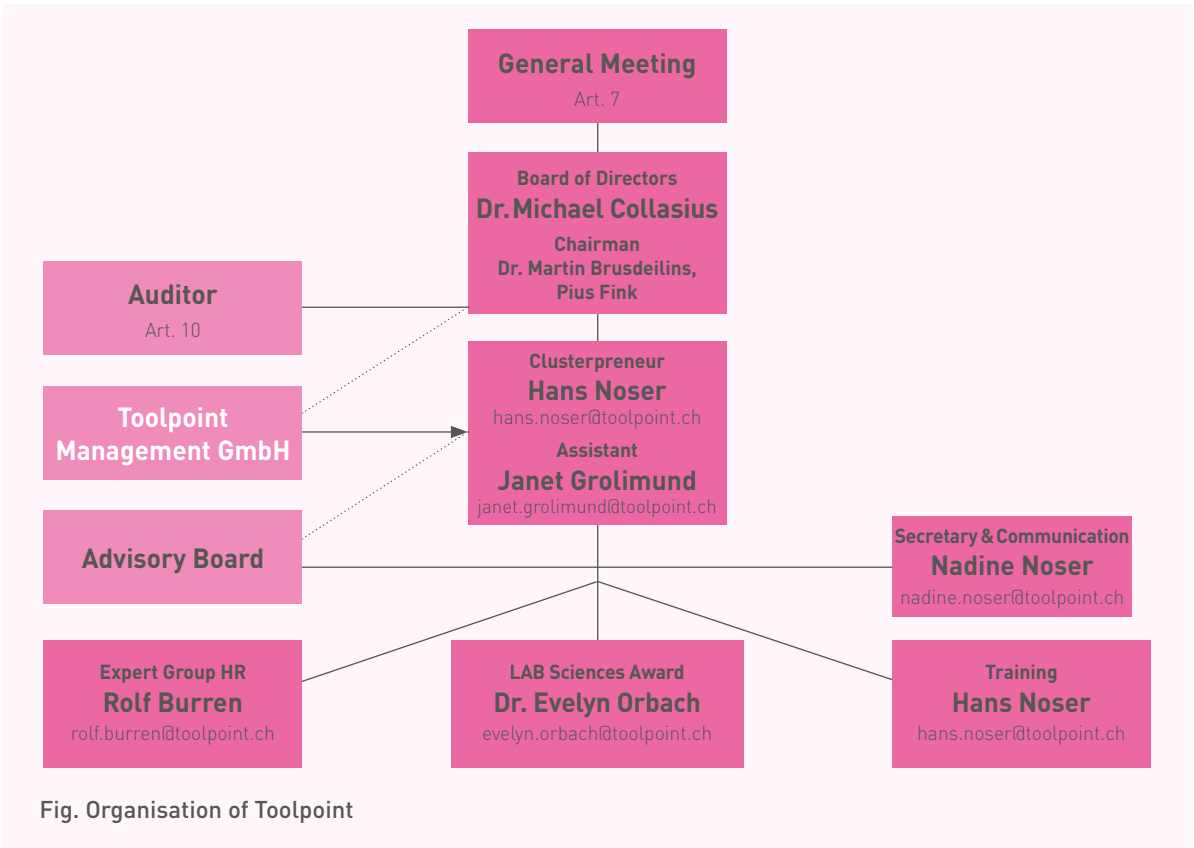


Fig. Organisation of Toolpoint

All delegates met once this year for the Delegates’ Conference combined with the Annual General Meeting. A second Delegates’ Conference was held in autumn, exclusively for Core and Supply I members.

The Delegates’ Conference defines programmes for the projects and for Expert Groups. It also serves as a platform for the exchange of information and setting out the general direction.



# 5

## Financial Report

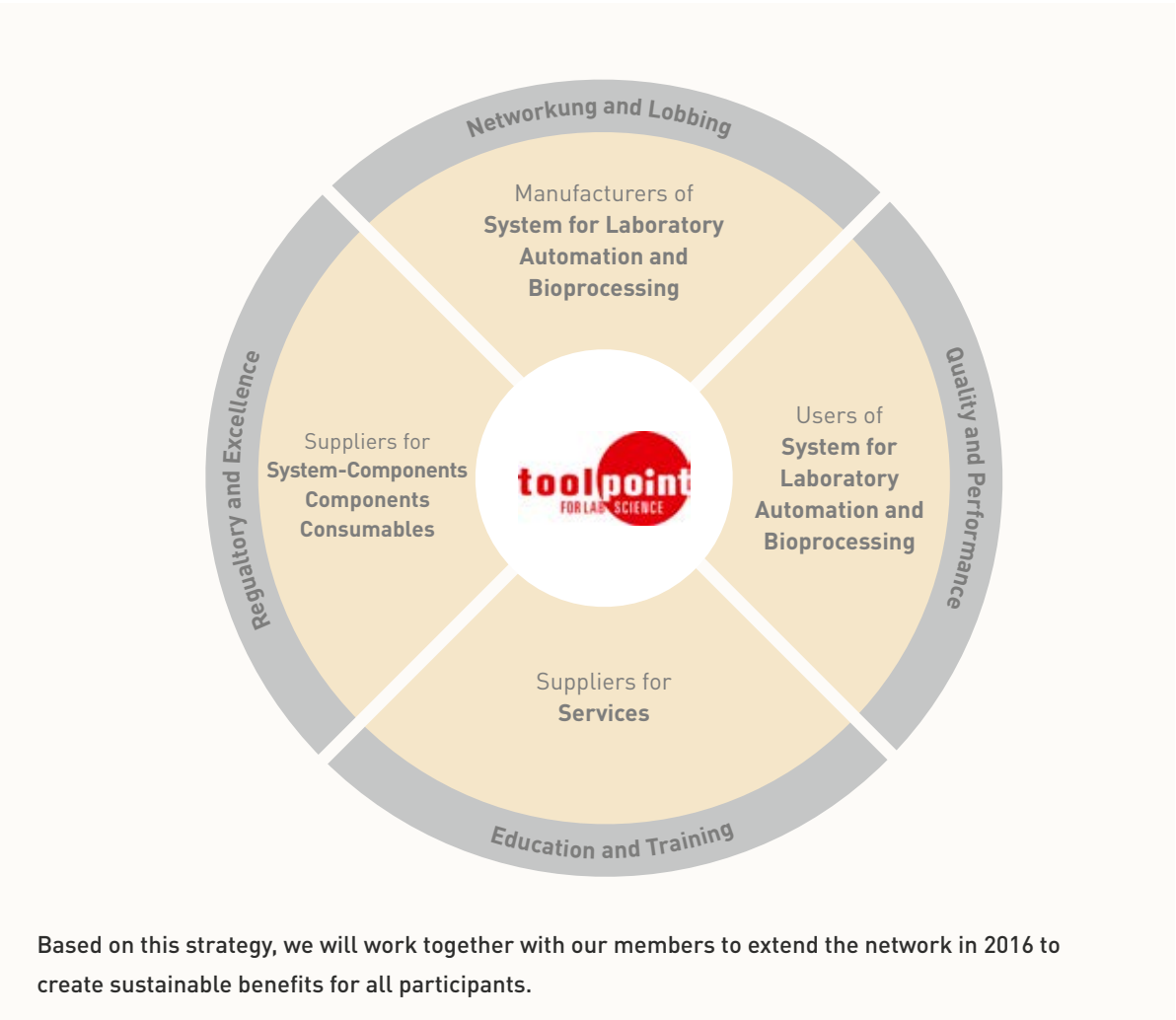
- » Audit Report 2015: Toolpoint Management GmbH
- » Audit Report 2015: Toolpoint for Lab Science



# 6

## Outlook

Toolpoint plans to introduce a number of new projects in 2016. Our aim is to organise the network along the entire supply chain, right through to the customer, in a way that generates added value for all network participants.



**Layout and production**

Michel Grolimund

**Editor**

Nadine Noser

Hans Noser

Janet Grolimund

**Verein Toolpoint for Lab Science**

c/o Unitreva AG

Gewerbestrasse 12

CH-8132 Egg, Zurich, Switzerland

**Toolpoint Management GmbH**

St. Gallerstrasse 57

CH-8400 Winterthur

T +41 (0)55 264 14 47

F +41 (0)55 264 14 49

[info@toolpoint.ch](mailto:info@toolpoint.ch)

[www.toolpoint.ch](http://www.toolpoint.ch)



**Toolpoint Management GmbH, Winterthur**

**Audit Report**

**2015**

Limited Audit Report for the Shareholders' Meeting of

**Toolpoint Management GmbH, Winterthur**

We have audited the annual financial statements of Toolpoint Management GmbH, comprising the balance sheet, income statement and notes for the year ended 31 December 2015.

It is the partners' responsibility to prepare these financial statements, while it is our responsibility to audit them. We confirm that we are legally authorised to perform this task and are an independent entity, as required by Swiss law.

We conducted our audit in accordance with Swiss standards for limited audits. These standards require that we plan and perform the audit to obtain reasonable assurance about whether the financial statements are free from material misstatement. A limited audit primarily consists of making inquiries, conducting analytical procedures and performing detailed checks of the audited company's documents as appropriate to the circumstances. However, testing operational processes and the internal control system, as well as making inquiries and conducting further verification procedures to detect fraud or other legal violations, are not within the scope of this audit.

In our audit, nothing has come to our attention that suggests that the financial statements do not comply with the provisions of the law and the company's articles of association.

**Treucontrol AG**



Andreas Landolt  
Certified Public Accountant  
Lead Auditor

Egg, 25 April 2016

Appendices:  
- Annual financial statements (balance sheet, income statement and notes)

Toolpoint Management GmbH, Winterthur		
Balance sheet for the year ended 31 December	2015	2014
	CHF	CHF
<b>Current assets</b>		
Cash and cash equivalents	4,234.72	39,889.49
Trade receivables		
from third parties	6,573.05	6,443.94
from affiliated companies	54,813.29	45,830.85
	61,386.34	52,274.79
Other receivables		
VAT	0.00	1,739.52
Down payments/security deposits	2,114.00	1,002.48
	2,114.00	2,742.00
Deferred expenses	1,395.00	24,433.80
<b>Total current assets</b>	69,130.06	119,340.08
<b>Fixed assets</b>		
Property, plant and equipment		
Office equipment/IT	0.00	0.00
<b>Total fixed assets</b>	0.00	0.00
<b>Total assets</b>	69,130.06	119,340.08

Toolpoint Management GmbH, Winterthur		
Balance sheet for the year ended 31 December	2015	2014
	CHF	CHF
<b>Liabilities</b>		
Trade payables	17,637.32	52,057.82
Other liabilities		
Social security	0.00	4,471.85
Advance payments	0.00	36,670.35
VAT	5,951.56	0.00
Other	0.00	1,504.65
	5,951.56	42,646.85
Deferred income	24,639.60	0.00
<b>Total liabilities</b>	48,228.48	94,704.67
<b>Shareholders' equity</b>		
Share capital	20,000.00	20,000.00
Mandatory reserves	5,200.00	5,200.00
Loss carried forward	-564.59	-4,724.77
Net loss (2014: income)	-3,733.83	4,160.18
Total	-4,298.42	-564.59
<b>Total shareholders' equity</b>	20,901.58	24,635.41
<b>Total liabilities and equity</b>	69,130.06	119,340.08



Toolpoint Management GmbH, Winterthur

Income statement	2015	2014
	CHF	CHF
<b>Operating revenues</b>		
Sales revenues	280,249.44	407,361.10
Cost of sales	-112,721.43	-239,558.64
<b>Gross profit</b>	167,528.01	167,802.46
<b>Operating expenses</b>		
Staff expenses	-21.85	34,309.25
Rental expenses	6,351.85	6,000.00
Maintenance and repairs	168.98	0.00
Administrative expenses	80,797.40	98,316.19
Communications	5,798.32	3,542.13
Legal, consulting, accounting and auditing expenses	24,245.52	8,841.99
IT expenses	2,681.30	420.00
Marketing	26,470.86	10,129.44
Customer service	22,800.85	211.56
Total operating expenses	169,293.23	161,770.56
<b>Earnings before interest and tax (EBIT)</b>	-1,765.22	6,031.90
Financial/capital expenses	-360.21	0.00
Foreign exchange losses (net)	-1,538.95	-1,718.47
Result from financial activities	-1,899.16	-1,718.47
<b>Earnings before tax (EBT)</b>	-3,664.38	4,313.43
Taxes	-69.45	-153.25
<b>Net loss (2014: income)</b>	-3,733.83	4,160.18

Toolpoint Management GmbH, Winterthur

Notes to the financial statements for the year ended 31 December	2015	2014
	CHF	CHF

1 Information on the accounting principles applied to the balance sheet and notes

The balance sheet and notes were prepared according to Swiss law and, in particular, Articles 957 to 962 of the Swiss Code of Obligations on Commercial Accounting and Financial Reporting.

The preparation of financial statements requires the Executive Board to make estimates and judgments that may affect the reported amounts of assets and liabilities, and the disclosure of contingent liabilities at the balance sheet date during the period under review. In each case, the Executive Board decides at its discretion how to make use of the existing legal accounting and valuation methods. In the interests of the company and in keeping with the principle of prudence, depreciation, impairments and provisions may be overstated.

2 Number of full-time positions

During the reporting period, the annual average number of full-time positions was no more than ten.



**Toolpoint for Lab Science, Egg**  
**Audit Report**  
**2015**

Limited Audit Report for the General Meeting of

**Toolpoint for Lab Science, Egg**

We have audited the annual financial statements of the association Toolpoint for Lab Science, comprising the balance sheet, income statement and notes, for the year ended 31 December 2015.

It is the Executive Board's responsibility to prepare these financial statements, while it is our responsibility to audit them. We confirm that we are legally authorised to perform this task and are an independent entity, as required by Swiss law.

We conducted our audit in accordance with Swiss standards for limited audits. These standards require that we plan and perform the audit to obtain reasonable assurance about whether the financial statements are free from material misstatement. A limited audit primarily consists of making inquiries, conducting analytical procedures and performing detailed checks of the audited entity's documents as appropriate to the circumstances. However, testing operational processes and the internal control system, as well as making inquiries and conducting further verification procedures to detect fraud or other legal violations, are not within the scope of this audit.

In our audit, nothing has come to our attention that suggests that the financial statements do not comply with the provisions of the law and the company's articles of association.

We note that the association has posted negative association capital. The Executive Board has developed a restructuring plan designed to restructure the association over the next two years. In the event that restructuring fails to take place, we refer to Article 725(2) of the Swiss Code of Obligations.

**Treucontrol AG**



Andreas Landolt  
Certified Public Accountant  
Lead Auditor

Egg, 25 April 2016

Appendices:  
- Annual financial statements (balance sheet, income statement and notes)

Toolpoint for Lab Science, Egg		
Balance sheet for the year ended 31 December	2015	2014
	CHF	CHF
<b>Current assets</b>		
Cash and cash equivalents	672.37	31,562.57
Trade receivables	1,860.00	4,400.00
Other receivables	15,000.00	15,000.00
<b>Total current assets</b>	17,532.37	50,962.57
<b>Fixed assets</b>		
Financial assets		
Investment in Toolpoint Management GmbH	20,000.00	20,000.00
<b>Total fixed assets</b>	20,000.00	20,000.00
<b>Total assets</b>	37,532.37	70,962.57
<b>Liabilities</b>		
Trade payables	563.75	43,250.00
Liabilities to affiliated companies	54,813.29	2,580.85
Deferred income	8,358.46	24,164.50
<b>Total liabilities</b>	63,735.50	69,995.35
<b>Shareholders' equity</b>		
Association capital	967.22	-29,707.98
Net loss (2014: income)	-27,170.35	30,675.20
<b>Total association capital</b>	-26,203.13	967.22
<b>Total liabilities and equity</b>	37,532.37	70,962.57

Toolpoint for Lab Science, Egg		
Income statement	2015	2014
	CHF	CHF
<b>Association income</b>		
Membership fees	12,137.20	13,996.20
Community contributions	16,000.00	19,400.00
Admission fees	3,000.00	3,000.00
Bohny Stiftung (foundation)	18,000.00	62,000.00
Other revenues/contributions	21,360.00	20,000.00
Optional member supplement	0.00	-22,500.00
<b>Total income</b>	70,497.20	95,896.20
<b>Association expenses</b>		
Duties and charges	362.00	500.00
Administrative expenses	27,264.60	1,050.50
Management fees	62,000.00	63,250.00
Consulting/accounting/auditing expenses	7,962.60	341.95
Bank charges	78.35	78.55
<b>Total expenses</b>	97,667.55	65,221.00
<b>Net loss (2014: income)</b>	-27,170.35	30,675.20



*Toolpoint for Lab Science, Egg*

**Notes to the financial statements for the year ended 31 December**

**2015                      2014**

CHF                      CHF

**1 Information on the accounting principles applied to the financial statements**

The financial statements were prepared according to Swiss law and, in particular, Articles 957 to 962 of the Swiss Code of Obligations on Commercial Accounting and Financial Reporting.

The preparation of financial statements requires the Board of Directors to make estimates and judgments that may affect the reported amounts of assets and liabilities, and the disclosure of contingent liabilities at the balance sheet date, as well as the income and expenses reported during the period under review. In each case, the Board of Directors decides at its discretion how to make use of the existing legal accounting and valuation methods. In the interests of the company and in keeping with the principle of prudence, depreciation, impairments, and provisions may be overstated.

**2 Number of full-time positions**

During the reporting period, the annual average number of full-time positions was no more than ten.

**3 Investments**

Company, legal structure, registered office	Share capital in CHF	Stake	
		2015	2014
Toolpoint Management GmbH, Winterthur	20,000.00	100%	100%

