

# Annual Report 2021

**Enhancing Life Science** 



### Contents

#### 1. ■ The Toolpoint Cluster is Developing!

#### 2. Information on Fields of Application

#### 2.1 Innovation and Technology

- 2.1.1 Current Technology Projects and Activities
- 2.1.2 Further Activities

#### 2.2 Education and Training

2.2.1 Human Resources Expert Group

#### 2.3 ■ Commercial Cooperation

- 2.3.1 Intellectual Property Expert Group
- 2.3.2 Chemical Waste Disposal Service
- 2.3.3 QARA Expert Group
- 2.3.4 Intellectual Property (IP) Support

#### 2.4 Policy Action

- 2.4.1 Representation of Interests for the Sector
- 2.4.2 Supporting Start-ups

#### 2.5 Research and Networking

- 2.5.1 Top of Toolpoint
- 2.5.2 Symposium on Lab Automation
- 2.5.3 Lab Sciences Award
- 2.5.4 Lab. Vision Virtual 2021
- 2.5.5 Future Labs Live
- 2.5.6 Swiss ETH Day
- 2.5.7 Swiss Biotech Day 2021
- 2.5.8 Swiss Medtech Day 2021
- 2.5.9 CTO Round Table
- 2.5.10 Medtech & Pharma Platform
- 2.5.11 Autumn Convention «Precision Liquid Handling»
- 2.5.12 Annual Meeting
- 2.5.13 Company Network

#### 2.6 Cluster Expansion

- 2.6.1 Company Growth
- 2.6.2 Members
- 2.6.3 Partners

### 3. Organisation

#### 4. Financial Report

#### 5. Outlook HN



## The Toolpoint Cluster is Developing!

2021 continued to be dominated by Covid-19.

For Toolpoint, this meant drawing on and implementing our experience from the previous year. Against this background, we were able to organise and run a range of events ourselves and in collaboration with our partners.

In this time of Covid-19, laboratory technology has been in high demand. All over the world, people have been discovering how useful and effective rapid tests are. In discussions with laboratory equipment manufacturers and laboratories, we found that the industry was very busy and that diagnostics were being heavily used in laboratories.

From the point of view of the national economy, laboratory technology represents an important factor in healthcare. However, measurement analytics is not only used in the life science sector, but also in various other industries to improve quality and efficiency. Internal collaboration within the laboratory equipment industry and with scientific researchers can lead to notable success in the markets. As a network, Toolpoint offers many services here that can be harnessed by the entire economy. The fact that our services are helpful is demonstrated by how many world market leaders in laboratory technology are located in Switzerland.

In 2022, we hope to be able to control or possibly overcome the Covid-19 situation. I am confident that events can be held this year, starting in the spring, and I look forward to meeting our members in person again.

Egg, Zurich, 31 March 2022

Hans Noser Clusterpreneur Toolpoint for Lab Science

### Universities of applied sciences

Eastern Switzerland University of Applied Sciences, Rapperswil

#### Research institutions

CSEM, Alpnach

Fraunhofer IPA, Stuttgart, Germany

#### Private companies / SMEs

Aurovis AG, Alpnach

Décovi SA, Vicques

Gritec AG, Grüsch

Grütter Kunststoff + Formen AG, Hombrechtikon

Infoteam Software AG, Baar

INTEGRA Biosciences, Zizers

Jossi AG, Islikon

Scansystems, Frauenfeld

Seyonic SA, Neuchatel

Zollner Electronics GmbH, Hombrechtikon

#### Start-Ups

bNovate, Zürich

healthinal, Rapperswil

InSphero AG, Bio Technopark Schlieren

Kugelmeiers AG, Erlenbach

matriq, St. Gallen

1LIMS, Zürich

#### Listed companies

Mettler-Toledo GmbH, Greifensee

Qiagen Instruments AG, Hombrechtikon

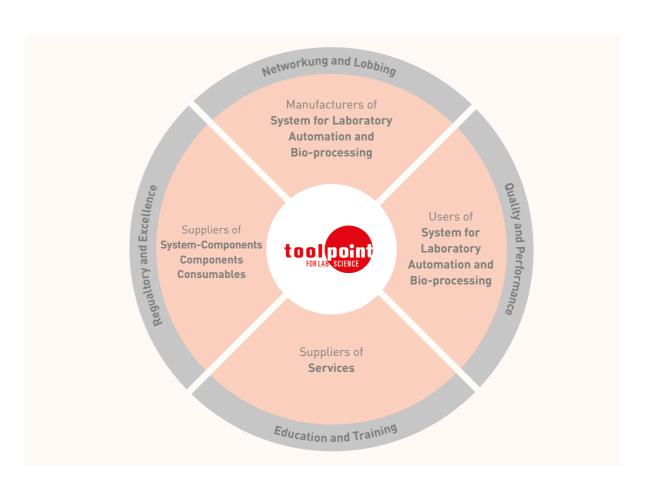
Tecan Group Ltd., Männedorf

#### **Private companies / SMEs**

HSE AG, Hombrechtikor

#### Fig. Toolpoint members

Toolpoint for Lab Science aims to connect researchers, users and manufacturers of laboratory equipment and providers of components and related services.

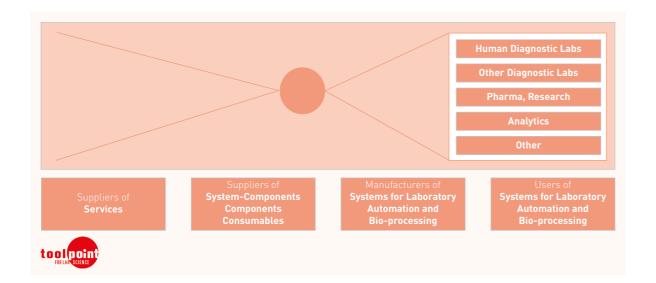


This creates collaborations that are both efficient and effective. The strict regulatory environment in this field requires that all stakeholders have the same understanding of relevant issues.

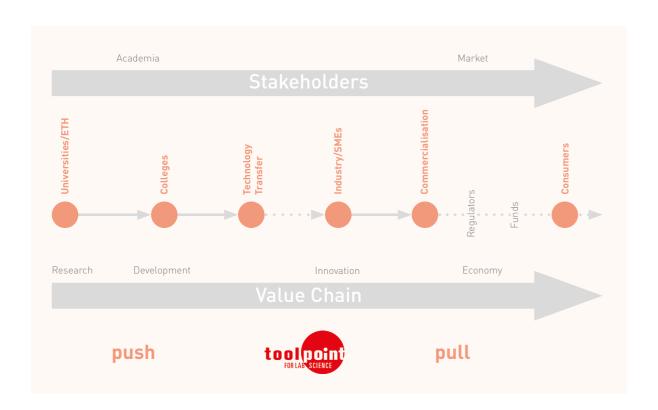
Many companies in Switzerland are leaders in the world market. The high densities of researchers, users, manufacturers and suppliers are success factors for leadership.

Toolpoint acts as a network, as a contact point for researchers and users, and as a mediator for collaborations and partnerships.

/ Organisation



Toolpoint aims to promote innovation in lab automation. We do this by bringing our members together to address current life sciences themes and market demands. This takes place 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 of 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 <a href="http://www.sila-standard.org/">http://www.sila-standard.org/</a> and the «Development of Standard Test Procedures for Quantifying Carry-over from Fixed Pipetting Tips in Liquid-Handling Systems».

























































## Information on Fields of Application

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

- 2.1 Innovation and Technology
- 2.2 Education and Training
- 2.3 Commercial Cooperation
- 2.4 Policy Action
- 2.5 Research and Networking
- 2.6 Cluster Expansion

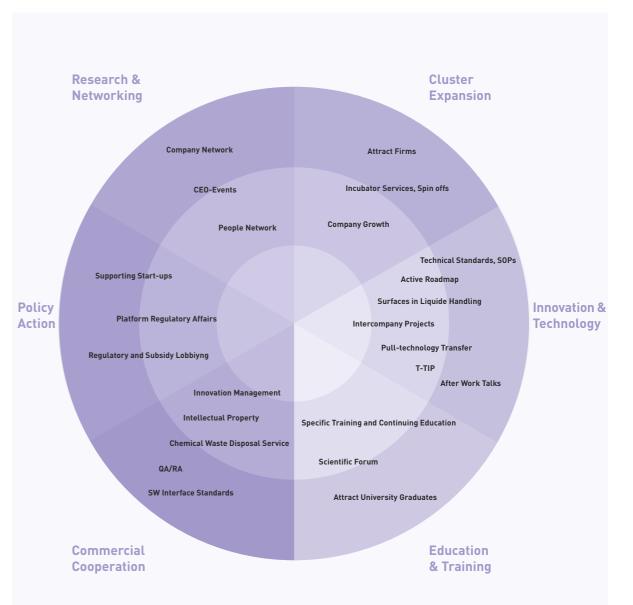
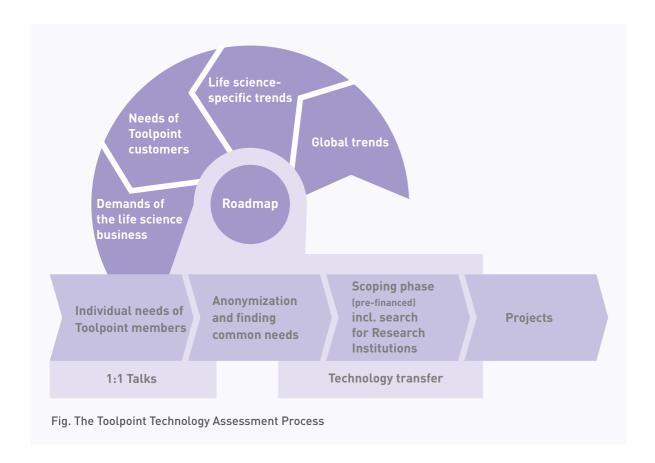


Fig. The Cluster Initiative Target Board by Örjan Sölvell, Göran Lindqvist and Christian Ketels, extract from «The Cluster Initiative Greenbook» (Stockholm: Bromma tryck AB, 2003) 27, supplemented by Toolpoint-specific services.

#### 2.1 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 was 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, member companies with potential interest 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:

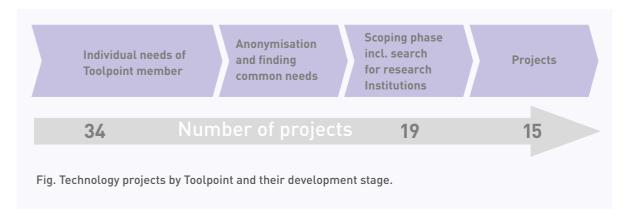


#### 2.1.1 Current Technology Projects (overview) and Activities

Numerous projects have been carried out since Toolpoint was founded.

Since the founding of Toolpoint, 34 projects have been carried out in relation to Toolpoint activities.

After the process of evaluation by our members, 19 of these projects have been converted to the scoping phase, while 15 projects were considered to have no possibility of being completed successfully.



#### 2.1.2 Further Activities

#### 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 following benefits to the parties involved:

For the industry: formulating vision, 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.

#### **Swiss Biotech Association**

Toolpoint is a member of the Swiss Biotech Association. The collaboration is based on using synergies and on supporting each other's activities. Toolpoint publishes all activities of the Swiss Biotech Association which may be of interest to our members.

#### House of Lab Science

The House of Lab Science AG, the community company for the Life Sciences sector, was founded in June 2021. Since then, the team has set up the community platform and has attracted most of the tenants for its pilot house in Hombrechtikon - from large firms such as Tecan to small start-ups. The second House of Lab Science was also confirmed recently and will open its doors in 2023 at The Valley in Kemptthal. This second house will have an innovation profile on Foodtech. Many more Houses of Lab Science will follow soon. Stay tuned and subscribe to the newsletter of the House of Lab Science. More information at: <a href="https://">https://</a> houseoflabscience.world/about

#### **Toolpoint Newsletter and Social Media**

In mid-2021, Toolpoint sent a newsletter to around 550 companies, universities and colleges. This contained news from members and information about Toolpoint partners – and also about the COVID-19 situation. Toolpoint also posted links and news on social media platforms such as LinkedIn and Xing, with over 10,000 click-throughs. The newsletter thus reached a large and broad audience and proved to be an important tool in 2021 – along with the LinkedIn and Xing social media platforms.

#### 2.2 Education and Training

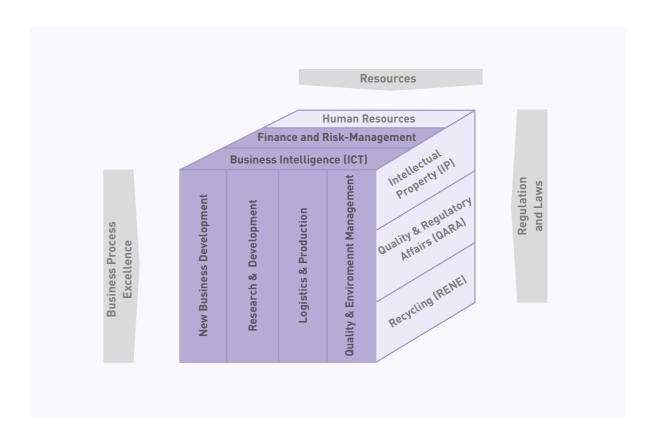
#### 2.2.1 Human Resources Expert Group

The Human Resources Expert Group held a virtual presentation and workshop in 2021. The topic of the presentation was «Employee benefits in transition». The company «Vermögenszentrum» clearly presented the latest developments, and the participants were able to ask questions and discuss. In the second part, a workshop was held on the Covid situation, working from home and short-time working hours. The HR experts shared their personal experiences and discussed examples from their day-to-day work.

The activities of the HR Expert Group constitute an important pillar in Toolpoint's HR activities. The Toolpoint HR concept (see graphic) has been continually developed over recent years and has proved its worth.



#### 2.3 Commercial Cooperation



#### 2.3.1 Intellectual Property Expert Group

The goals of the IP Expert Group are:

• Advancement and integration of IP professional competence through inter-company

- Establishment of a platform for mutually beneficial information exchange
- Standardisation of contracts using a checklist
- Increasing the communication culture to anticipate potential conflicts

The IP Expert Group, attended by a neutral IP attorney, met twice this year and considered the following topics:

- Design of purchasing process for secured IP area
- Obstruction of the competitors in the patenting process
- Official registration of products for US patents practical implementation for OEM devices
- Documentation of long-standing expertise in the patent department
- Working meeting
- Copyright law and inventions
- IP and tax

### 2.3.2 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 for the services is very simple and is available through our website. The disposal and decontamination forms can be downloaded from www.toolpoint.ch/Recycling. These are completed by the customer and then passed on to our recycling partner, who contacts the customer and clarifies all the details. The equipment is then collected from the specified address and disposed of appropriately. Toolpoint members benefit from a preferential price.

Qiagen is currently using these services throughout Europe.

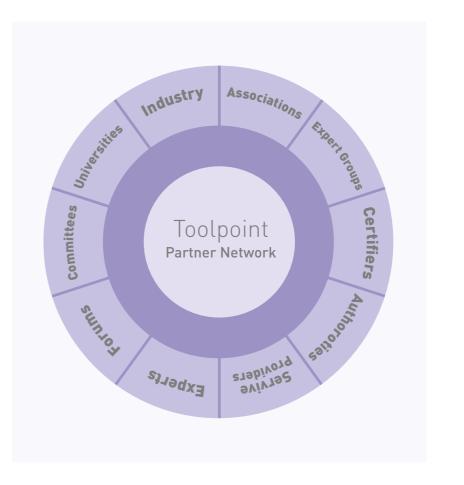


#### 2.3.3 QARA Expert Group

The QARA Expert Group did not hold any events in the year under review due to the uncertainty in planning caused by the Covid-19 pandemic.

The group continued to work on the concept of a hotline through which Toolpoint members might receive answers and advice on questions about quality management and regulatory affairs via email or direct contact. A pilot project is planned for 2022.

The future plan for the Expert Group workshops is also on the agenda for this year.



#### 2.3.4 Intellectual Property (IP) Support

Intellectual Property (IP) Support:

#### Beginning:

Toolpoint started with the presentation «IP in the company» - General Assembly, 1 June 2018

#### Concept:

In the presentation a concept for Toolpoint members was again introduced and explained; this included the following:

Good offers for Toolpoint members for IP consulting. IP consulting is provided and paid for by Toolpoint, depending on the status of the membership.

#### Outcome 2021:

The possibility of IP knowledge extension or the prevention of negative situations for SMEs was used by four members – CSEM, Matriq AG, Insphero AG and Tecan AG. The offer from Toolpoint is already seen as an added value by several SMEs.

#### Next steps for 2022:

Toolpoint will try to seek more awareness for IP related matters from Toolpoint members on the website

Toolpoint will show the added value of Intellectual Property for Toolpoint members followed by cost savings.

#### 2.4. Policy Action

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

The Regulatory Affairs Expert Group will meet as required when there are important issues to be discussed. In general, this will be in response to new regulations or for the discussion of applications in the context of the regulations. The members of the Regulatory Affairs Expert Group can request or hold a meeting at any time. In the future the group will be headed by the QARA group.

#### 2.4.2 Supporting Start-ups

Toolpoint promotes the creation and development of spin-offs and start-ups by:

- Finding the right funding partners
- Granting young entrepreneurs special conditions of membership
- Supporting young entrepreneurs in overcoming bureaucratic hurdles

Toolpoint is in close contact with the CTI Invest platform for young companies and key universities.

#### 2.5. Research and Networking

#### 2.5.1 Top of Toolpoint

Unfortunately, federal requirements introduced in January 2021 made it impossible to hold the Top of Toolpoint C-level event at the Zunfthaus zur Schmiden as planned, and it was postponed until 2022.

#### 2.5.2 Symposium on Lab Automation 2021

The **Symposium on Lab Automation**, with technical presentations by and for industry experts in novel automation and instrumentation in the medical and life science sector, as well as innovative development approaches for laboratory automation with a **focus on «Usability & Connectivity»**, was held completely online due to Covid-19. Hans Noser was the moderator of the afternoon programme. The challenges were immense, as an entirely online event including a livestream and moderation was a completely new format for everyone involved. It was worth the effort and the event was a huge success.

#### 2.5.3 Lab Sciences Award

Thanks to the Veronika & Hugo Bohny Foundation, the professors from various Swiss universities, and Hans Noser's tireless work, eight well-graded bachelor theses were submitted to the Lab Sciences Award Jury at the end of 2020.

This time, the oral presentation of the work took place online, as in-person meetings had been prohibited by the Federal Council shortly before the deadline.

Despite the strict federal Covid-19 rules, the film crew was able to visit the three winners at their workplaces and document their work on their theses.

Unfortunately, the video could not be presented to a live audience at the award ceremony, which was also planned to take place in 2021 as part of the Symposium on Lab Automation. However, Toolpoint was able to present the award via livestream and to highlight the winners online.

1<sup>st</sup> place Kristina Djordjevic



University of Applied Sciences and Arts Northwestern Switzerland FHNW, Muttenz

2<sup>nd</sup> place Nicolas Imstepf



ZHAW Life Science & Facility Management,

Wädenswil

3<sup>rd</sup> place Raphael Hagen



ZHAW School of Engineering, Winterthur

#### Video of the winners on YouTube

Despite the Covid-19 pandemic, the Veronika & Hugo Bohny Foundation, the jury and Toolpoint all felt it was very important to raise a glass and congratulate the winners. All guests at the online celebration received a small package beforehand containing Prosecco or wine and Mediterranean snacks.

We would like to take this opportunity to thank everyone involved once again for their outstanding teamwork, patience and motivation. It was a huge challenge for all of us, and one which we mastered together as a team.

The next Lab Sciences Award will be presented in August 2022 during the Symposium on Lab Automation at the University of Applied Sciences East in Rapperswil.

#### 2.5.4 Lab. Vision Virtual 2021

After the Lab. Vision planned for April 2021 at Roche in Basel had to be postponed indefinitely due to the Covid-19 pandemic, the German SPECTARIS association invited the participants to the Lab. Vision Virtual 2021 online event on 9 June 2021.

By choosing the <u>exVo platform</u>, Lab. Vision Virtual became a special event for 'almost reallife' networking, where participants could visit lectures and booths in a virtual 3D location with an interactive avatar, and exchange information with the other guests directly via video chat.



Image: SPECTARIS 2021

The next Lab. Vision will be held in-person at Hoffman La Roche in September 2022.

#### 2.5.5 Future Labs Live

Future Labs LIVE 2021 aimed to create the world's most important 'future lab' congress covering all industries and bringing together practitioners, technicians, scientists, innovators, start-ups, and the vendor community virtually.

Over two days, Future Labs LIVE broadcast live presentations, in-depth panel discussions, interviews, interactions with speakers, networking, Q&A and live virtual round table sessions.

After originally being planned as an in-person event, Future Labs Live was transformed into an online event. Hans Noser held a panel discussion together with <u>Agathe Koller from ILT Rapperswil and Andreas Traube from Fraunhofer Institut Stuttgart</u>. Toolpoint actively supported the event as a media partner.



Image: Future Labs Live 2021

### 2.5.6 ETH Day 2021

The ETH Industry Day highlights current research and entrepreneurial activities at ETH Zurich and provides a platform for industry to meet ETH researchers and ETH spin-offs. It is the largest annual networking event for industry and ETH researchers, organised by ETH Industry Relations on behalf of the ETH Vice President for Knowledge Transfer and Corporate Relations.



Image: ETH Industry Day 2019, source ETH Day 2021

### 2.5.7 Swiss Biotech Day 2021

In 2021, more than **850** life sciences colleagues celebrated a reunion at the first face-to-face event since the beginning of the Covid pandemic.

The <u>Swiss Biotech Day 2021</u> had amazing and productive panel discussions, **823** inspiring partnering conversations, innovative input from **40+** exhibitors and **50+** company presentations, and the Venture Leader's pitching. It was a real pleasure to honour the winners of a Swiss Biotech Success Story Award, to present the Site Selection report of KPMG, an update of the Swiss Biotech Report by EY, and to meet and chat at the apéro or lunch.



Image: Website Swiss Biotech Day



Image: Website Swiss Biotech Day, source: Swiss Biotech Day 2021

#### 2.5.8 Swiss Medtech Day 2021

Digital Health will be the major driver of healthcare in the future – and this includes the medical technology industry. Healthcare is transitioning at the moment, with digital products requiring a rethink of innovation processes and business models. One major issue is the increasing patient centricity of the entire value-added chain.

Convinced of its pivotal role, the organisation chose to focus on this topic and made it the central theme of Swiss Medtech Day in 2021. The event was designed to highlight and understand the key role of medical technology in the digitalisation of healthcare.



Image: Swiss Medtech Day 2021



Image: Swiss Medtech Day 2021, source Swiss Medtech Day 2021

#### 2.5.9 Toolpoint CTO Round Table

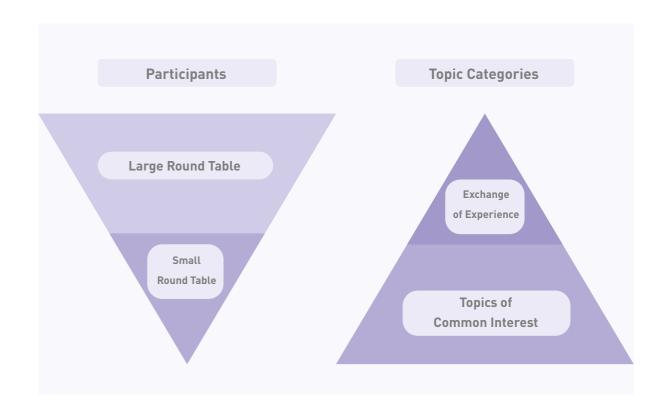
On 20 September, the CTOs in the Toolpoint for Lab Sciences industry network met for the second Round Table.

As in 2020, the Round Table was planned to take place in the Marketing & Business School in Zurich. Unfortunately, this was not possible, so the Round Table was held online via Zoom.

#### Round Table topic

The identification of labware and samples is an important and multifaceted topic in laboratory automation. It begins with sample collection and ends with sample storage. The sample is transferred between labware items during the laboratory process as it is mixed and analysed. These results must also be identified in labware production facilities – in the filling of labware and samples through to processing. So there are many places within the overall automation process where inconsistencies in labware and sample identification can lead to errors.

In this CTO Round Table, we focused on key technology, and invited external (Roche, matriq AG) and internal speakers to give us an insight into the requirements, innovative solutions and new technologies.



#### 2.5.10 Medtech & Pharma Platform 2021

The Medtech & Pharma Platform Association (MPP) 8th Annual Conference (MPP2021), dedicated to 'Achieving agility to foster innovation and bring value to patients', took place on 21 October 2021. Focusing on products combining a medicinal product, a medical device and a software component (thereafter referred to as combined products), the conference aimed to foster synergies between the pharma, medtech and ICT sectors, and exchanges on combined products' development and frameworks. The virtual setting again enabled a broad participation from an international audience, with more than 460 registered participants from industry, patient organisations, academia, regulators, notified bodies and national competent authorities. Read more <a href="here">here</a>.



Image: Networking at Medtech & Pharma Platform 2019

#### 2.5.11 Autumn Convention on «Precision Liquid Handling», 2021

CSEM, Toolpoint and MicroCity were delighted to invite the participants to the fourth networking workshop on Precision Liquid Handling. The workshop took place at Espace Faschinetti in Neuchâtel on Wednesday, 24 November 2021.

This year, our focus was on **Calibration and Miniaturization**. By handling decreasing amounts of liquids, liquid handling systems are reducing the consumption of reagents, paving the way towards the development of new applications. This increasing precision is the result of the miniaturisation of fluidic and electronic systems, as well as novel data-driven calibration methods. Through two keynote presentations and six innovation pitches, we navigated the ever-changing calibration and miniaturisation innovation landscape.

#### Networking and Matchmaking

To strengthen existing relationships, networking, and to stay connected, the participants were offered two exclusive opportunities:

- A table-top exhibition to enable profile-raising in the community and presenting the latest products and services.
- A match-making event allowing B2B meetings to optimise revenue-generating opportunities.

At the workshop, participants were able to:

- LEARN about the latest innovations in microfluidics
- DISCOVER new disruptive applications enabled by sensor data analytics
- NETWORK with partners across the whole supply chain



Image: Networking

28 | Toolpoint Annual Report Toolpoint Annual Report | 29

#### 2.5.12 Annual Meeting

As in 2020, the Annual General Meeting was rescheduled, to 11 November 2021. However, in contrast to 2020, this AGM could be held in person. Toolpoint member 1LiMS offered to host the event and invited the Toolpoint delegates – who attended in large numbers – to the Westhive in Zurich.

Toolpoint has welcomed a new member for 2022:

• Décovi SA, Vicques



Image: Bild Westhive

#### 2.5.13 Company Network - Institutions, Organisations, Communities

Toolpoint encourages our members to work with other clusters by:

- Informing them regularly about activities in other clusters
- Actively cultivating collaboration with SystemsX
- Being a member of www.lifescience-zurich.ch, www.swissbiotech.org and www.elrig.de
- Engaging in lively discussions with SPECTARIS, the German industry association

The Toolpoint network comprises key institutions, organisations and local authorities with which Toolpoint exchanges experience or collaborates in a wide variety of areas:

#### The Toolpoint network

- Federal Department of Economic Affairs FDEA (under KTI)
- European Laboratory Robots Community of Interest D
- Greater Zurich Area: Zurich Mednet
- Innovation Network
- ITS Industrie- und Technologiezentrum Schaffhausen
- Life Science Zurich Business Network
- Swiss Biotech Association
- SystemsX
- The W.I.R.E. Web for interdisciplinary search and expertise
- Office for Economy and Labor

#### Toolpoint regularly exchanges information with the following organisations:

- Technopark Zurich
- Technopark Winterthur
- MyScience Swiss Portal for Research & Innovation
- Grow Wädenswil
- Biotech Center Zurich

#### 2.6 Cluster Expansion

#### 2.6.1 Company Growth

Toolpoint is focused on the lab science industry. All its core members are active in the manufacture and development of liquid handling devices.

However, in order to strengthen the individual competitiveness of its core members, as a vertical industrial cluster Toolpoint integrates the entire value chain into the network including universities, suppliers, producers as members with supplier status, research institutes and customers on a project-specific basis.

This supports the integration of new technologies, processes and techniques, providing a boost in expertise for the entire industrial cluster. In return, members with supplier or academia status have direct access to the core members, which considerably simplifies cooperation.

#### 2.6.2 Members

The members are divided into the following groups:

- Premium Members
- Basic Members
- SE (small enterprise) Members with up to 25 employees and < CHF 5 million in annual
- Key Opinion Leaders
- Start-up Members
- Partners



The cost model is as follows:



#### Cost Member 202

Membership	Premium Member	Basic Member		Start-Up	bis 25 MA Umsatz < 5 Mio	Key Opinion Leader (KOL)
Basis FEE	CHF 11'550.00	CHF 3'300.00		CHF 550.00	CHF 1'100.00	CHF 275.00
The Management Fee includes Services as follows:	All Incl.	Not all Incl.		Not all Incl.	Not all Incl.	Not all Incl.
Website incl. Content Management	~	*		~	~	· ·
Extranet	~	~		~	~	~
Toolpoint-Newsletter (2 x per year Webnews mit Links)	· ·	CHF	400.00	· ·	CHF 400.00	
Carieer Job Search Platform	~	CHF	500.00	~	CHF 500.00	CHF 500.00
Social Media	~		~	~	~	~
Communication, PR	· ·		~	~		~
Marketing	~		~	~	~	· ·
Annual Report	· ·		~	~	~	<b>▽</b>
Administration	· ·		~	~		
Annual Meeting	~		•	~		~
Symposium on Lab Automation (Promotion, Programmgestaltung, Suche der Referenten)	x Registration via the		x stration via the	x Registration via the	x Registration via the	x Registration via the conference organizer)
SF (Scientific Forum, After Work Talk bei einem Toolpoint-Mitglied, WebEx)	v		<u> </u>	v	· · · · · · · · · · · · · · · · · · ·	· · · · · · · · · · · · · · · · · · ·
Expert-Group IP		CHF	500.00	-	-	-
Initial IP consultation	4		2	1	1	Not incl.
Expert-Group RA		CHF	250.00	~	CHF 250.00	CHF 250.00
Expert-Group HR	-	CHF	250.00	CHF 250.00	CHF 250.00	CHF 250.00
RoHS Recyclingservice "RENE"	-	CHF	750.00	CHF 750.00	CHF 750.00	CHF 750.00
Information Management	~		~	~	-	~
Clustermanagement	~		•	~		~
Lobbying	~	~		~	~	~
Networking	-	~		~	~	~
Who is Who	~	~		~	~	· ·
Active Exchange Clustern National / International			~	~	_	-

Legende: per event per year

At the General Assembly in November 2022, the delegates decided to increase the member fee by 10%. Toolpoint has not received any financial support from the government in the 2 years of the pandemic. In 2022, the concept of Toolpoint - including the services - will be revised by means of strategy workshops.

#### 2.6.3 Partners

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

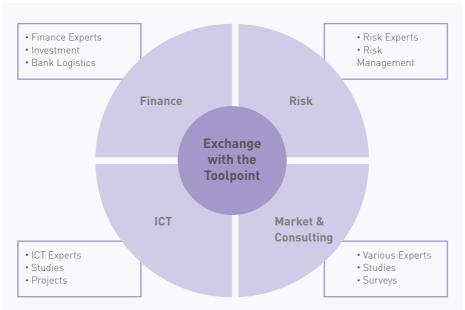


Fig. The partnership offers active collaboration between the partners and Toolpoint and its members.

#### **Current Partners:**

Zurich has steadily evolved into an attractive economic area with a high standard of living and an excellent global reputation.

The Office for Economy and Labour (AWA) is committed to working for the benefit of the residents of the Zurich Economic Area and a thriving business and economic environment.

Our focus includes contributing to favourable framework conditions for companies in the Canton of Zurich to help retain and create jobs in the area. Furthermore, we strive to bring together job seekers and employers and to promote good workplace conditions.



VZ VermögensZentrum develops strategies around income, assets and taxes in order to optimise these. As well as being a consultant, VZ is also a mortgage and asset manager.

VZ VermögensZentrum was founded in Zurich on 23 March 1993 as an independent financial services provider. The company has been consistent in its mission from day one: to advise clients independently and without conflicts of interest.

For the last 25 years, VZ has remained true to this guiding principle. Customers throughout Switzerland and Germany benefit from the financial expertise provided by the specialists at VZ. Its services include consulting and advice on retirement, pensions, investments, mortgages, taxes, insurance and inheritance, as well as services for corporate clients and pension funds.

The VZ offers a free initial consultation exclusively for employees of Toolpoint members in order to prepare for retirement. Toolpoint has a link on its homepage where our members' employees can register directly for a consultation.





### 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 Annual General Meeting. The Board of Directors provides the basis for decision-making.

#### The current members of the board of directors are:

Michael Collasius (President), Helmut Knapp (Member of the Board), Ulrich Kanter (Member of the Board)

#### Advisors

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

Accounting Auditors
Unitreva AG Treucontrol AG

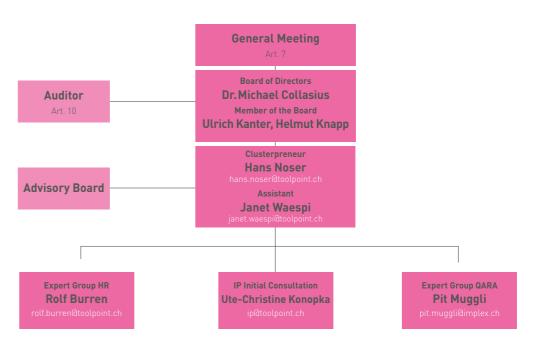


Fig. Toolpoint organisational structure

All delegates met once this year for the Annual General Meeting.

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 course of direction.

Due to high VAT requirements, Toolpoint Management GmbH was founded in 2010. This foundation enabled the risk of additional payments to be minimised.

Experience in taxation practices relating to value added tax has shown that, at the present time, Toolpoint does not need to be structured as a limited liability company. For this reason, Toolpoint Management GmbH was liquidated at the end of 2016. In the future, all services will be provided exclusively via the association.



# Financial Report

» Audit Report 2021: Toolpoint for Lab Science

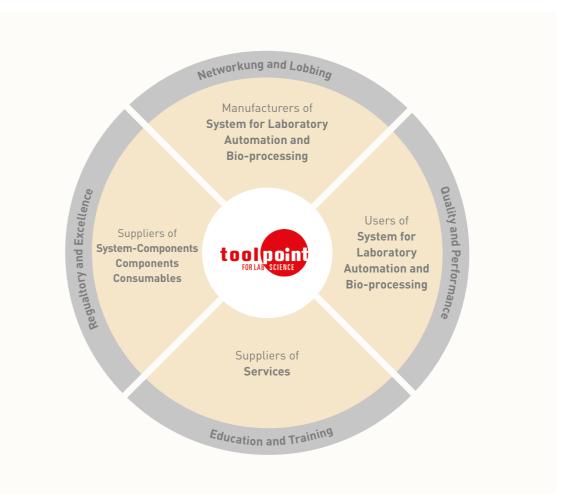


### Outlook

The experience of video conferencing gained during the COVID-19 pandemic will be applied in the network in future, giving members who are not in the immediate vicinity of Zurich the opportunity to participate in events. This has prompted us to conduct a large proportion of our events as hybrid events.

We have set the following targets for 2022:

- Foundation of the House of Lab Science AG, which will operate the Innovation Park in Hombrechtikon.
- Preparation of the LAB Vision 2022 event that will take place on 26 and 27 September 2022 at Roche in Basel. This event is being organised in collaboration with Spectaris and
- Various other events will also be organised either directly or under patronage.



Based on this strategy, we will work together with our members to extend the network in 2022 to create sustainable benefits for all participants.



Layout and Production

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