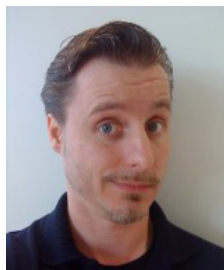


Entrepreneurial ID «venture leaders» 2010



Name: Christopher Latkoczy

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Project/ Company name: nanolytix

Short description: Nanolytix covers the detection of nano-particles in liquid products performing service analysis and fabrication of innovative high performance analytical instruments

Web site: www.nanolytix.ch

Industry: nanotechnology

The Start-up	
Status : company (AG) in creation (April 2010)	Company / team size: 2
Product / service: Analytical instrument device / mobile and in-house service analysis for the characterization of nanoparticles in liquid products	
Target customers: Drinking water plants, sewage water plants, pharmaceutical and chemical industry, food industry (Novartis, Roche, BASF, Bayer, Nestle, Georg Fischer, Rohner Chem, SMS, redbiotec,...), R&D Institutions	
Financing: currently 100 % self financed, looking for a total investment of 3 Mio CHF (2 rounds)	
Growth objectives: In 5 years: 15 Mio CHF revenues / year, 75 instruments sold, 30-40 employees	
US objectives: a) I would like to get in contact with successful US start-up companies to profit from their initial experience and to get some hands-on advices for our own business how to sell and protect highly technological products. Furthermore, I would like to attract possible investors for our business to support our internationalization step, which is planned in the next years. b) Secondly, I would like to enhance and to improve my pitching capabilities, making our project afterwards much more attractive for both customers and investors. c) And last, but not least, I would like to reassess and re-check our current business and financing strategies by discussing and presenting our case within the venture leader team to get their feedback and implement that for our own future strategies.	
Description: The main differentiation to already existing technologies and competitors is that we developed an analytical instrumentation that allows for the first time the detection of nanoparticles in fluids within the range of 10 – 1'000nm and a concentration of ng/L - mg/L in real time within an industrial process using only a single instrumentation.	
The venture leader (and his team) I am part of the executive team and a proven specialist in developing enhanced analytical methods over the last years. I am one of the founder members of the enterprise as well as a co-inventor of the technology. I finished my PhD-studies in Chemistry 1997 in Vienna, Austria, followed by PostDoc studies in the United States. Since 2001, I was working at the ETH Zurich (D-CHAB) and since 2007 at the Eawag (the Swiss Federal Institute of Aquatic Science and Technology), where I was mainly responsible for the instrumental implementation of the given technology. Together with me, my companion and friend Bartjan Gijsbert Jan den Hartogh, the other co-founder, will be involved in the product implementation and, furthermore, he will take care of marketing and sales. He finished his studies as MSc Material Science ETH Zurich in Montreal, Canada. Furthermore, he has already been working for various companies (BMW Group, Oerlikon Space, Brother Switzerland), where he assisted in technology projects and as product advisor. Within his bachelor studies he additionally completed one year at the department of Management, Technology and Economics. The prime reason for both of us to become entrepreneurs was to transfer and to commercialize an innovative technology out of the university lab to the real world and to risk the step of self-employment with adapting ourselves to the conditions of the free market. Our slogan '...because small things count' shows hereby the way we think. It's the small things and steps in life, which in the long run take us to new horizons. That's our driving force for our business idea: ...to live the adventures in becoming and being entrepreneurs.	