

Renaissance PME and Swisscom Ventures invest in Swiss software company beqom SA

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The *Renaissance PME* Foundation and Swisscom Ventures have completed a financing round in the Swiss company beqom.

beqom is a global software provider headquartered in Switzerland. The company provides a unified compensation management software solution dedicated to large, global companies.

The goal of the financing is to assist beqom in its rapid growth on a global scale.. beqom has achieved triple-digit average annual growth over the last five years by establishing a strong presence in over 10 different countries across Europe, North America and Asia.

“We have chosen to work with Vinci because they understood our DNA right away,” commented Fabio Ronga, CEO of beqom. In addition, *“choosing a Swiss investor also allows us to continue to cultivate our uniqueness – compared to our North American competitors – which has served us very well so far”*.

“As part of its strategic partnership with Renaissance PME to finance Swiss SMEs, it was important for Swisscom Ventures to join this financing round, particularly as Swisscom is already a beqom customer”, emphasized Mr. Dominique Mégret, head of investment activities at Swisscom Ventures.

“This investment in beqom fits perfectly with the investment strategy of Renaissance PME, which focuses mainly on the financing of unlisted Swiss SMEs whose longer-term financial future has already been secured. These financing operations apply not only to high-growth companies like beqom, but also to family successions or management buy-outs (MBO),” pointed out Mr. Claude Suard, Managing Partner at *Vinci Capital*, the sole manager of the *Renaissance PME* Foundation.

About *beqom* (www.beqom.com)

Based in Switzerland, beqom publishes a unified compensation management software package dedicated to large, global companies.

With about 10 subsidiaries around the world, beqom earns the vast majority of its revenues internationally, the United States currently being its largest market.

The company has about a hundred clients and around one million users in the world. In Switzerland, the 3 telephone operators use the beqom platform to manage the compensation of their employees and in some cases of their outside workers as well. At the international level, Microsoft in the United States, BNP Paribas in France and Vodafone in the United Kingdom are doing the same thing, deploying the beqom platform globally.

Several of beqom's founders were trained at HEC Lausanne before embarking on international careers, during which they founded a start-up in the United States sold to SAP in 2007.

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About *Renaissance PME* (www.renaissance-pme.ch)

The only Swiss investment foundation dedicated to financing unlisted Swiss SMEs in high added-value sectors.

Renaissance PME operates exclusively for Swiss pension funds. It is a Swiss-based investment programme, founded in 1997 by Swiss pension funds under the supervision of the federal regulatory agency for Swiss occupational pension funds (*Commission de haute surveillance de la prévoyance professionnelle, CHS PP*).

The Foundation currently has CHF 200 million under management, spread between three investment groups. The Foundation is managed by the Lausanne-based private equity company *Vinci Capital* (www.vincicapital.ch).

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About *Swisscom Ventures* (www.swisscom.com/ventures)

Swisscom Ventures is the Corporate Venturing unit of the Swisscom Group. It seeks to acquire minority stakes in companies that operate in promising markets for information, communication and entertainment technologies. We invest in innovative areas that are strategic for Swisscom, in terms of revenue increase (e.g. new broadband services), quality improvements and cost reductions (e.g. network optimization). As a value-creating investor, Swisscom is able to provide companies with the technical know-how and strategic experience of an established telecommunications provider.

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