

2016

2015

2014

2013

2011

2010

2009

2008

2007

2006

- 2012 - 年度报告 ANNUAL REPORT

2012 ANNUAL REPORT



2012 年度报告 ANNUAL REPORT

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2012 年度报告

ANNUAL REPORT

价值观

Values

开放 | Opening
协作 | Cooperation
服务 | Service
和谐 | Harmonious
诚信 | Good faith
奉献 | Offer



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综述 Prospect

创业矩阵

Entrepreneurship Matrix

在同构的意义下，
第零阶张量 ($r = 0$) 为标量 (Scalar)，
第一阶张量 ($r = 1$) 为向量 (Vector)，
第二阶张量 ($r = 2$) 成为矩阵 (Matrix)。

2012年，我们把梦想排成创业矩阵。

In isomorphic sense,
we take the zero phase tensor ($r = 0$) as the Benchmark (Benchmark),
the first phase tensor ($r = 1$) as the Vector (Vector),
and the second phase tensor ($r = 2$) as the Matrix (Matrix).
In 2012, we created the entrepreneurship matrix based on our dreams.

$r = 0$

公益与市场

2012年，公益资助实现多项突破：资助数超百个，资助范围走向全国、设立香港理工大学分会和中欧国际工商学院分会，首办企业成长营。

创业接力得到社会认可：接力基金获得科技部引导基金和上海市引导基金，所投资企业在新三板上市，接力担保公司获政府担保专项资金的注资。

$r = 1$

新业态与金融链

2012年，创业接力大楼落成，通过市场的力量，集聚企业孵化、项目管理、文化传播、创业投资、创业教育等创业服务新业态。不再聚焦以降低成本为目标的传统孵化模式，开始进入孵化2.0时代。

我们持续探索，形成集天使投资、风险投资、融资担保为一体的科技金融链服务模式，构建科技金融的桥与链。

$r = 2$

团队与文化

2012年，我们的团队逐渐成熟，迎来将近30位新人的加入，规模壮大、专业人士不断加入，组织文化日渐浓郁，市场化、专业化成为团队的共同追求。

为勾勒心中更美丽的梦想，我们邀请世界著名战略咨询公司——罗兰贝格提供五年战略规划咨询，建议基金会朝“两化一力”（专业化、市场化、影响力）方向努力，为未来的发展助力。

$r = 0$

Public services and the market

In 2012, a lot of breakthroughs were made in Public Services:

- a) Sponsored over 100 projects
- b) Grew our business throughout the country
- c) The Hong Kong branch was established
- d) An enterprise campaign was set up

Our market gained social acceptance and our Relay Fund received a grant from the Ministry of Science. Our funded enterprises were listed on the new third panel. Our Relay Guarantee Company received a grant from the government guaranteeing special projects.

$r = 1$

The new format and financial chain

The Entrepreneurship Relay building was constructed in 2012. We provide new entrepreneurial services through marketing campaigns, business incubation, project management, cultural sharing, entrepreneurship investment, and entrepreneurship education.

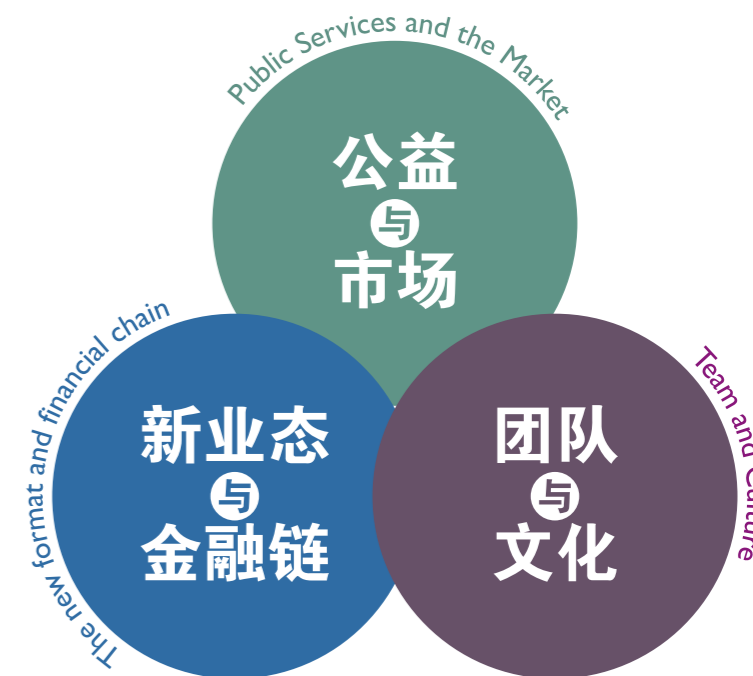
We kept on exploring to find the best service mode for science and technology and financial chains, which integrated Angel Investment, Venture Investment, and Financing Guarantee.

$r = 2$

Team and culture

In 2012, our team matured and expanded with the continuous participation of 30 professional experts. An organizational culture which is getting stronger day by day, marketization and professionalization has become our team's mutual aspiration.

To be able to define a more beautiful dream, we hired a well-known strategic consulting firm—Roland Berger to provide a 5-year strategic planning consultation to support our future development.



2006年，创业是标量，我们蹒跚起步。

In 2006, we started tottering with the entrepreneurship as our benchmark.

2006-2011年，创业是向量，我们构筑起社会倡导—创业教育—基金资助—后续服务的公益资助链条。

In 2006-2011, entrepreneurship was our vector and we built a social financing chain of: social advocacy—entrepreneurship education—funds sponsoring—follow-up service.

2012年，创业是矩阵，我们开始新的征程。

In 2012, we moved into a new building and started our new journey, with entrepreneurship as a matrix.

矩阵母体，孕育生命的地方。

创业，我们在一起。

Matrix is the precursor, where all lives begin.

Entrepreneurship brings us together.

公益 Public Services

关键词：资助增长 集中评审 走出上海

Keywords : increased sponsorship, centralized assessment, expand outside of Shanghai

天使基金 Angel Fund

天使基金作为创业基金会创建至今最核心的产品，为不断贴近创业者的需求，近7年来已经过3次优化，至今已有2550余个项目申请，其中资助的有589个。天使基金已逐渐成为一粒种子：给予创业者播种的机会；一把尺子：衡量年轻人的真才实学；一面镜子：映射出社会的价值导向。我们作为青年创业的推动者、服务者，深感荣幸和骄傲，创业者的成长也是我们团队前进的动力。

2012，我们与创业者一起度过末日狂欢，2013，我们又站在新的起点。天使基金将会进一步以创业者的需求为导向，优化申请和资助流程，缩短周期，加强资助后管理和服务，探索并组织实施平台化、市场化的项目资助、管理、服务工作模式。我们和创业者在一起，共成长。

——吴秀娟（项目部总监）

As the core product of the Entrepreneurship Fund since its establishment, Angel Fund has been optimized 3 times in the last 8 years, in order to fulfill the requirements from the entrepreneurs. Up till today, over 2550 project applications have been received, among which 589 were successfully invested. Angel Fund has gradually become a seed, offering opportunities to entrepreneurs; a ruler; judging the talent in youngsters; a mirror; reflecting the value orientation of society. As the propellant and service providers for the young entrepreneurs, we feel deeply honored and proud and the growth of entrepreneurship motivates us to move forward.

Celebrating in the carnival of 'last day of 2012' with the entrepreneurs, 2013 marks a new beginning for us. The Angel Fund will take further steps to be more oriented based on entrepreneurs' requirements. The process for application and investment should be optimized and the cycle time should be shortened, as well as enhancement of the post-investment management and services provided. We explored and organized the implementation of these platforms as well as the marketing model for project investment, management and service provisioning. We stand by the entrepreneurs and mature alongside them.

-WU Xiu-juan (Project Director)

资助概况 Funding Profile

2012年，创业基金共受理创业项目申请**424**项，资助创业企业**100**家，其中股权项目共**38**个，债权项目共**62**个。全年资助额为**1311**万元，企业注册资本**2609**万元。

全年已退出企业**84**家，累计完成**197**家，其中**169**家原价退出。

In 2012, the entrepreneurship funds processed **424** applications for entrepreneurial projects and funded **100** entrepreneurial enterprises, with **38** equity

total annual sponsorship amount was RMB **13,110,000** and the registered capital of these enterprises was RMB **26,090,000**.

Within the year, **84** enterprises withdrew, **197** enterprises with **169** of them withdrew at the original price.



创业项目数据申报及资助情况 Declaration of Entrepreneurship Projects Data and Sponsorship

分会 Branches	已申报数 No.of Successfully Declared Projects	已资助数 No.of Projects Sponsored	金额(万元) Amount (10,000)	已完成注册 No.that Completed Registrations	金额(万元) Amount (10,000)
复旦大学分会 Fudan University Branch	53	8	80	5	55
上海交通大学分会 Shanghai Jiao Tong University Branch	20	7	75	4	51
上海大学分会 Shanghai University Branch	27	10	158	4	268
上海理工大学分会 University of Science and Technology, Shanghai Branch	33	14	175	10	412
同济大学分会 Tongji University Branch	46	7	73	8	256
华东理工大学分会 East China University of Science and Technology Branch	15	3	60	0	0
市创业中心分会 Shanghai Entrepreneurship Center Branch	56	7	110	6	190
松江分会 Songjiang Branch	39	10	80	6	20
华东师范大学分会 East China Normal University Branch	13	2	30	3	265
东华大学分会 Donghua University Branch	12	5	110	5	60
上海电力学院分会 Shanghai University of Electric Power Branch	5	3	30	1	3
上海工程技术大学分会 Shanghai University of Engineering Science Branch	75	19	225	13	302
华东政法大学分会 East China University of Politics and Law Branch	10	0	0	1	0
上海交大安泰专项基金 Shanghai Jiaotong University Antai Special Fund	10	3	90	1	0
奉贤光明专项基金 Fengxian Guangming Special Fund	9	2	15	2	0
复旦视觉艺术学院分会 Fudan University College of Visual Arts Branch	1	0	0	0	0
总计 Total	424	100	1311	68	2609

截止2012.12.31

Closing Date: 2012.12.31

工作模式 Operating Mode

建立营销项目数据库——新创会——集中评审

Set up database of marketing projects——centralized review——meet to establish new branches

► 建立营销项目数据库，单个项目可追踪

Build a database of marketing projects to trace every single project.

创业证每年收集400多个项目

Over 400 projects annually for the Entrepreneurial certificate.

► 举办新创会，点对点跟踪

Hold meetings to establish new branches in order to carry out end-to-end tractability

47期新创会，收集项目219个，59个项目申请，25个获得资助

47 new-establishment meetings, 219 projects were collected, 59 applications for projects and 25 funds granted.

► 每月项目集中评审，缩短项目资助周期

A monthly centralized review of projects to shorten the cycle time of projects funding.

每月16日固定收集评审项目，25日前后集中评审，全年共举办37期集中评审，提高评审效率。

Projects to be reviewed are regularly collected on the 16th of every month to be centrally reviewed around the 25th. We hold 37 centralized reviews throughout the year to improve the efficiency of the review process.



分会拓展 Branch Expansion

2012年11月13日，创业基金会与香港理工大学签署合作备忘录，成立创业基金会香港理工大学分会，共同投放资源成立创业基金以资助理大学生及毕业生到深圳或上海创业，合作推动中港两地创新创业文化发展、培育青年的创意思维及创业精神。

November 13th 2012, a cooperation memorandum was signed between the Entrepreneurship Fund, and the Hong Kong Polytechnic University, for the set up of the Hong Kong Polytechnic University Branch of the Shanghai Technology Venture Fund. This branch provides entrepreneurship funds to support students and graduates starting their businesses in Shenzhen and Shanghai. The cooperation promotes the development of innovation and entrepreneurial culture between the Mainland and HK, and it fosters creativity and entrepreneurship within the younger generation.



创业基金会与香港理工大学签署合作备忘录，创业基金会会长、全国人大副委员长严隽琪（右二）和理大校董会主席杨敏德（左一）、理大校长唐伟章（右一）出席会议

A cooperation memorandum was signed between the Entrepreneurship Fund and Hong Kong Polytechnic University

2012年11月9日，创业基金会中欧国际工商学院分会正式成立。鼓励中欧校友大手拉小手，支持学院在校MBA、EMBA学员及校友自主创业。中欧的加入将丰富上海的创业孵化服务体系，使创业服务的网络更为宽广。

In November 9, 2012, venture fund CEIBS branch was formally established. Encourage alumni hand in hand, to support the school MBA, EMBA students and alumni entrepreneurship. EU membership will enrich Shanghai incubator service system, make the enterprise service network for the broader.



上海市教委副主任印杰（左一）与中欧国际商学院院长朱晓明（右一）教授共同揭牌

Yin Jie, Deputy Director of Shanghai Education Commission inaugurated, together with Prof. Zhu Xiaoming, President of CEIBS.

公益 Public Services

关键词：模式创新 企业成长

Keywords : Innovative Models; Growth of enterprises

创业实验室 Entrepreneurship Labs

“孵化2.0”时代已经悄然来临，创业的道路，却从不平坦。但，伟大的时代孕育伟大的时代主体！

【EFG创业实验室】

作为开放的创业培训公共平台，携手政府部门、园区、投资人、企业家、专业服务机构，共同发掘人才，实现平台共建，势将积极倡导并践行，对“孵化2.0”这个时代，对广大创业者这个群体，应尽的职责！大学生朋友们，可以在

【创业课堂】

聆听成功者的辛酸苦辣，开始思考，如何把学到的知识转化为现实应用。“准创业者”们，可以在

【创业谷】

结识创业前辈，训练创业思维，演练投资挑战，开始实践，如何把你的想法转化为带有明确价值主张的商业模式。

创业者们，可以在

【企业成长营】

反思业务商业模式，构建业务产销链条，再次学习，如何把一个温饱企业打造成一家“伟大企业”。

【EFG创业实验室】

成就公益，各方多赢！创业，我们在一起！

——郁震（秘书长助理）

“Incubation 2.0” era has already arrived, however the entrepreneurship journey is not easy. But Great era gives birth to a great subject!

【EFG Entrepreneurship Laboratory】

is an open public platform for entrepreneurship training Together with government departments, parks, investors, entrepreneurs and professional service institutions Explore talents together; Realize the mutual construction of a platform Actively advocate and implement At the era of “Incubation 2.0”, necessary responsibilities for the entrepreneurial group! University students can attend.

【Entrepreneurship Classroom】

to listen to success stories and start to think how to transform the knowledge learned and put it into practice “potential entrepreneurs” can attend

【the Entrepreneurship Valley】

to get to know entrepreneurial ancestors, to train their entrepreneurship thinking and to overcome the challenge during investment start to practice How to transform your thoughts into the business model with clear value claims, Entrepreneurs can attend

【Enterprises growing Campaign】

to reflect their business model, to build their business supply chain and to learn again how to build a ‘get-by/enterprise into a ‘great enterprise’.

【EFG Entrepreneurship Laboratory】

To realize the public service and achieve a win-win result for all participants. Entrepreneurs, united we stand!

-----Zhen Yu

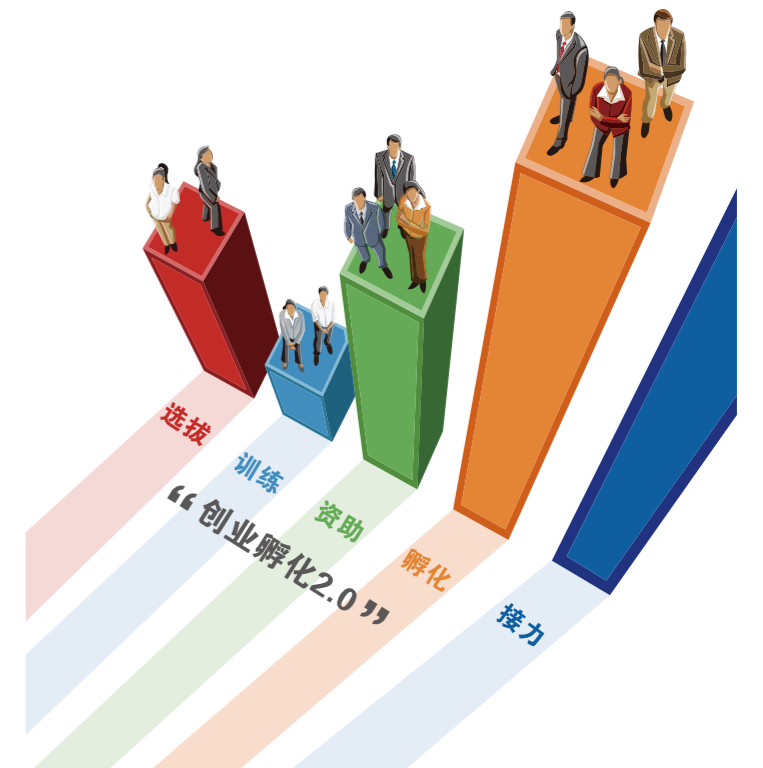
创业课堂 Entrepreneurship Classrooms

创业课堂自2008年启动以来，已在清华大学、中国科技大学、复旦大学、浙江大学、香港中文大学等100多所高校开展。

Since the Entrepreneurship Classrooms were launched in 2008, it has been promoted in more than 100 universities such as Tsinghua University, the University of Science and Technology, Fudan University, Zhejiang University and HK Chinese University.

2012年，“创业课堂”走进全国近60所高校，邀请知名企业家、创业先锋、行业精英，包括零点研究咨询集团董事长兼总裁袁岳、如家酒店CEO孙坚、腾讯副总裁汤道生、pplive创始人姚欣、沪江网CEO伏彩瑞、驴妈妈旅游网创始人洪清华等在内的有识之士，作为演讲嘉宾参与到“创业课堂”的公益行动中，共吸引参与学子将近10万人。

In 2012, “Entrepreneurship Classrooms” stepped into 60 universities in China. Well-known entrepreneurs, pioneers and industry elites were invited as lecturers at these public service “Entrepreneurship Classroom” events, such as Yuan Yue, chairman and president of Horizon Research Consultancy Group, Sun Jian, CEO of



Home Inn Hotel, Tang Daosheng, vice president of Tencent, Yao Xin, founder of PPlive, Fu Cairui, CEO of hujiang.com, Hong Qinghua, founder of lvmama.com. These events attracted nearly 100,000 students.

创业实验室

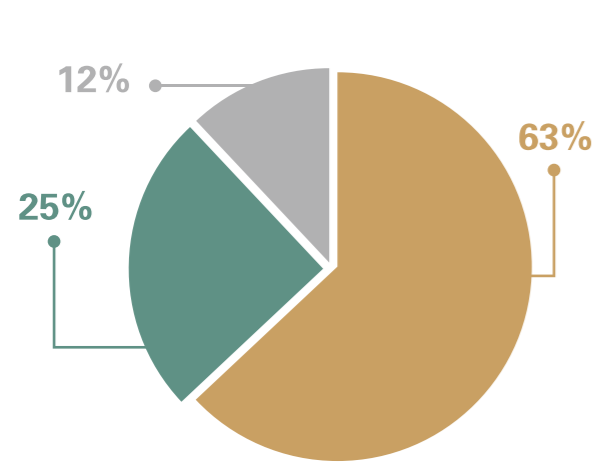
Entrepreneurship training campaign: Innovation Model

集中式：为期三天的魔鬼训练

全年举办训练营6期，参训学员共418人，其中31人获得天使基金。

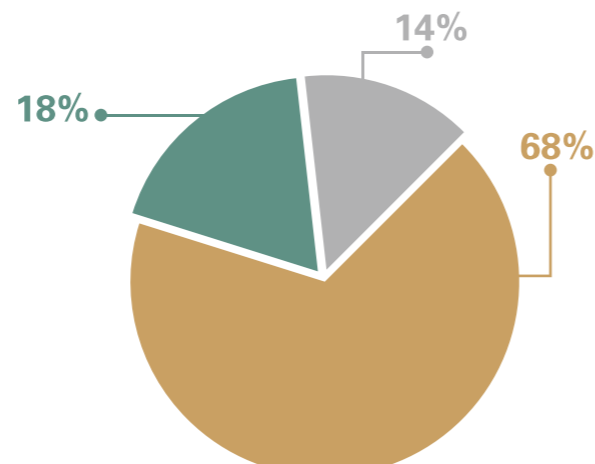
Centralized style: 3-day intensive training

Trained 418 students in 6 activities and 31 of them won the Angel Fund.



- 上海地区院校
- 非上海地区院校
- 境外院校

Universities and colleges' Regional Distribution
 Universities and colleges in Shanghai
 Universities and colleges outside Shanghai
 Universities and colleges aboard



- 70后
- 80后
- 90后

Students' Age Distribution
 Born in 1970's
 Born in 1980's
 Born in 1990's



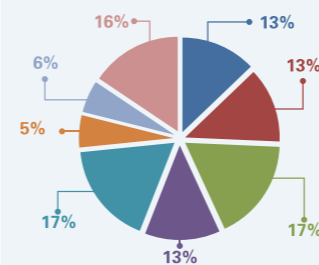
企业成长营：把脉成长之痛，护航创业成长

Enterprise Growth campaign: control growing pains and securing entrepreneurial growth

针对创业5年内企业。首期招生36人，硕士以上学历67%，千万以上销售额企业占39%

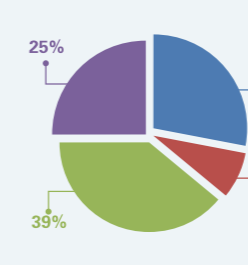
Targets Enterprises which are under 5 years old consisting of 36 people within the first phase, 67% of which have masters or higher degrees and 39% of the enterprises' turnover exceeds 10 millions

录取学员行业分布情况



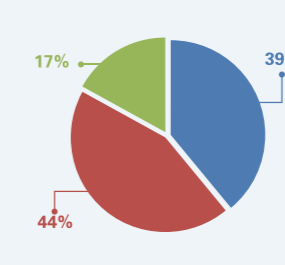
- 机械电子6家
- 新材料7家
- 软件5家
- 生物医药7家
- TMT2家
- 化工2家
- 机械电子6家
- 其它5家

录取学员企业成立年限



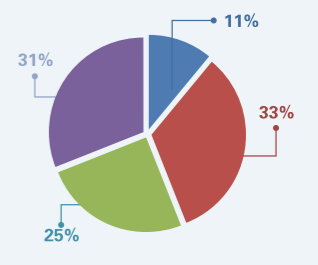
- 1年以上3家
- 1-3年14家
- 3-5年9家
- 5年以上10家

录取学员企业销售规模分布



- 100万-500万16家
- 500万-1000万6家
- 1000万以上14家

录取学员学历分布



- 博士4人
- MBA 9人
- 硕士11人
- 本专科12人

创业 实验室

Entrepreneurship Labs

Entrepreneurship salon: created an "end-to-end" information interactive platform for entrepreneurs

EFG创业沙龙自2012年11月启动以来，举办2期，吸引近一百位创业者参与其中。围绕“如何卖出新产品——创业企业案例分享沙龙”、“新三板，你准备好了吗？”等主题展开，帮助创业者获取创业信息、梳理创业思路、整合创业资源。

The EFG venture salon since 2012, starting in November, held the 2 period, attracted nearly one hundred entrepreneurs involved. Around the "how to sell the new product -- entrepreneurship cases share Salon", "the new Sanban, are you ready?" Other topics, to help entrepreneurs get business information, combing business ideas, integrating entrepreneurial resources.



MBA Entrepreneurship Case Competition, Shanghai, China (First Session)

来自于上海交通大学、同济大学等12支队伍，围绕“企业成长之痛”的主题，深入分析12个真实创业企业案例，剖析企业在成长过程中遇到的问题。

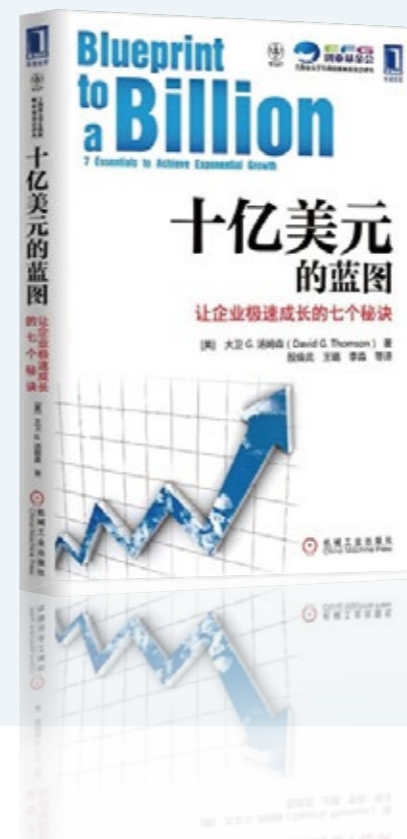
Based on the topic "Enterprise growing pains", 12 teams from Shanghai Jiaotong University, Tongji University etc., thoroughly analyzed 12 true entrepreneurship enterprises cases and discussed problems they encountered during the enterprises' growth.



Entrepreneurship Foundation Translation: 1 Billion Dollar Blueprint

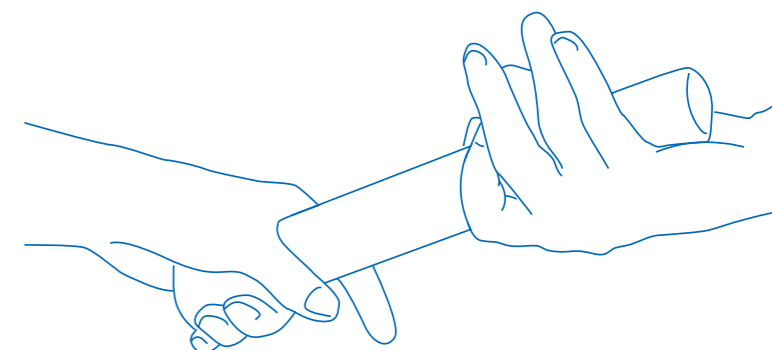
微软公司、谷歌公司、eBay公司、史泰博公司、基因泰克公司、星巴克公司、耐克公司、哈雷公司..... 这些高速成长的公司究竟做了什么，才能达成如此惊人的目标？

大卫·G·汤姆森经过3年的深入调研，针对387家顶尖“蓝图公司”的共同成功模式，提出了最重要的定量评估。



Rapidly growing companies, such as Microsoft, Google, eBay, Staple, Genentech, Starbucks, Nike, Harley... what did they do to achieve such surprising targets?

A very important quantitative assessment was conducted by David. G.Thomason regarding the common success model of 387 top "blueprint companies" through a thorough 3-year research study.



创业接力大楼 Entrepreneurship Relay Building

2012年9月启用。
Since it's launch in September, 2012.

创业接力大楼是一个开放的平台，它通过“天使投资人投资+创业接力引导基金配投+孵化服务”的“三位一体”服务新模式，汇聚天使投资人，铸造创业力，帮助更多创业者从这里起飞。

Entrepreneurship relay building is an open platform that helps more and more entrepreneurs take their first steps by "Angel Investors + Venture Relay Directional Fund dosing + incubator services". This new service model is called "three-in-one".

公益 Public Services

关键词：三位一体 配投
Keywords: three-in-one; dosage

创业接力天使 Entrepreneurship Relay Angel

2012年,我们设立“天使投资专项引导基金”,通过联合天使投资人服务早期企业。为天使投资人配套投入部分资金(单个项目最高50万元)以帮助投资人分担风险;在孵化服务方面,以创业接力大楼为载体,吸引与天使投资人共同投资的企业入驻,以集约化的方式帮助投资人降低投后管理成本。已与数十位天使投资个人和机构投资早期项目28个,投入资金1000万,引导社会资本约5000万。一年内已有2个项目退出,企业估值平均增长三倍;另外有2家企业获得了后续投资。

2013年,创业接力天使仍将继续与天使投资人联合支持早期项目,进一步筛选和支持合格的天使投资人,建立上海面向天使投资人的服务平台。

——程毓媛(创业接力副总经理)

In 2012, the Entrepreneurship Fund set up a "Entrepreneurship Relay Angel", together with Angel Investors to provide services to early stage enterprises. Within the finance sector, we set up a "Special Guiding Fund for Angel Investment" to provide partial investment to angel investors (maximum RMB 500,000 for each project) to help investors share risks. Within the incubation service, we help enterprises invested together with angel investors reduce post-invest management cost in an efficient way. In one year since it's launch, we have invested in 28 projects at their early stages with about ten angel investors and institutions, the investment was around RMB 10 million and attracted RMB 50 million of social capital. 2 projects withdrew within the year and the average value assessment of enterprises increased 3 times; also, 2 enterprises got follow-up investment.

Through our exploration and experience for more than a year, we strongly think that angel investment is worth encouraging and guiding and this is the right time for this. In 2013, the Entrepreneur Relay Angel will continue to support the projects at their early stages jointly with angel investors, as well as further screening and support of qualified angel investors. We'll set up a service platform toward angel investors in Shanghai.

-----Yuyuan Cheng

创业 接力天使

Entrepreneurship Relay Angel

创业接力大楼

Entrepreneurship Relay Building



1F

创业交流区

Entrepreneurship communication area

创业科普馆

Entrepreneurship science museum

创业苗圃

Entrepreneurship field

创业咖啡

Entrepreneurship cafe

2F

创业会议区

Entrepreneurship Conference Area



3-4F

创业办公区

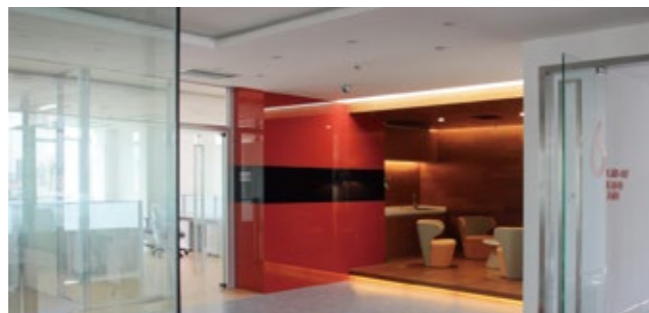
Entrepreneurship Conference Area



5-9F

创业企业办公区

Entrepreneurship Conference Area



天使引导基金是创业基金会为推动天使投资发展而设立的鼓励个人或机构投资初创期、种子期企业的专项基金，由创业接力天使负责管理，面向所有天使投资人和天使投资机构开放。

Angel Dosing Fund is a special fund which was set up by the Entrepreneurship Fund in order to promote the development of Angel investment, and encourage individuals or institutions to invest in enterprises which are at their initialization and the growing stages. It is managed by the entrepreneurship relay angel and it is open to all angel investors and institutions.

天使引导基金的运作方式为配投，单个项目的投资额最高为50万元，共同投资的个人或机构在引导期（两年）内有权平价回购引导基金所持有的一半股权。

Operation method of Angel Dosing Fund is "follow on investment". The maximum investment of each project is RMB500,000. Co-investors, such as individuals or institutions have the right to purchase half of the equity held by the dosing fund at the original price during the guidance period (2 years).

2012年，天使引导基金投资项目为22个，投资额为962.5万，平均每个项目投资额为40万。其中，2个项目退出，2个项目获得后轮投资。

In 2012, Angel Dosing Fund had 22 projects, and the investment amount was RMB9,620,000 with an average investment of RMB400,000 per project. Among which, 2 projects withdrew and 2 obtained 2nd round investment.



市场 Market

关键词：接力三期 新三板

Keywords: the third round of Relays; New third panel

接力基金 Relay Fund

创业接力基金是专注于高校及科技园的科技创业项目股权投资，同时关注于其它具备高增长潜力的早期创业项目。我们关注的行业主要涵盖新材料、节能环保及先进制造等领域。

我们是具有丰富创业项目投资经验的机构，我们所拥有的是专业的分析与判断能力，深入的渠道开拓能力和丰富的早期项目信息资源库。

我们始终秉持“追求价值投资，以成就他人之心做投资”的理念，帮助创业者发现价值、实现价值，用资本的力量成就创业梦想，成为早期科技型创业企业成长助推者。

我们希望通过自己的绵薄之力，汇集社会资本和社会资源，成为推动“创新驱动”的星星之火，帮助优秀早期科技企业快速成长，丰富早期创业投资体系和创业投资基金发展，成为中国早期创业投资领域的有生力量。

——祁玉伟（接力基金总经理）

The Entrepreneurship Relay Fund is the equity investment focusing on the science and technology entrepreneurship projects of universities, colleges, Science and Technology Park as well as other high potential entrepreneurship projects at their early stages. The industries we focus on mainly cover areas of new material, environmental conservation, advantage manufacturing etc.

We are one of the few domestic institutions with plenty of investment experience of entrepreneurship projects at their early stages. We have professional analysis and determination, and the ability to explore different channels; as well as a powerful database of early stage projects.

We stick to the philosophy of "pursuit valuable investment and invest to help others to achieve". We help entrepreneurs to discover and realize value, as well as realizing the entrepreneurship dream with the power of capital and become the accelerator of early stage Science and Technology entrepreneurship enterprises.

We hope to gather social capital and resource through our effort to light the "innovative motivation" and to help the outstanding early stage Science and Technology enterprises grow fast. We hope to foster the construction of a young entrepreneurship investment system and the development of entrepreneurship investment fund. Also to become the main pillar for the early stage entrepreneurship investment area in China and we are dedicated to cultivating and developing new nationally strategically industries.

-----Yuwei Qi

基金与资本 Funding and Capital

2012年，设立接力基金三期，共募资2.3亿元，其中超过50%为民营资本。接力基金一期5050万元及二期5000万元已完成投资。

In 2012, the third round of the Relay fund was set up, and the total amount collected was RMB230 million, over 50% of which was from private capital. 50.5 million in the first round and 50 million in the second round have already been invested.

项目投资 Projects Investment

2012年，接力基金完成投资项目10个，投资额8230万。累计完成投资项目23个，累计投资额1.7亿元。

In 2012, the Relay Fund completed 10 investment projects. The investment amount was RMB82.3 million. 23 investment projects were completed to date and the total investment amount was RMB170 million.



其中，80%投资于早期创业项目；80%投资于新材料、节能环保等科技创业项目，有14个为创业基金会曾资助的项目，占总投资项目数59%。

80% of the investments went into the entrepreneur projects in the early stages; 80% went into the science and technology entrepreneur projects such as new material, energy saving and environmental conservation, etc. 14 projects received investment from the entrepreneur fund in the past, which made up 59% of the total number of investment projects.

接力基金

Relay Fund

Investment Results

上市辅导期企业1家

1 Enterprise in the guidance stage before being listed

上海泰坦科技有限公司已完成三轮融资，目前正在上市辅导。接力基金已收回投资及收益，并保留部分股份。

Shanghai Titan Technology Co.,Ltd. received three rounds of financing and now it is in the guidance stage before being listed. The investment made by the Relay Fund has already been returned as well as the profit. Some shares are still being retained.

新三板上市1家

1 company is listed on the new third panel (an over-the-counter market for growth enterprises)

上海新眼光医疗器械股份有限公司于2012年9月在新三板正式挂牌。接力基金投资9个月，资本增值5倍。

Shanghai New Vision Medical Equipment Incorporated Company Ltd. was officially listed in the new third panel in September 2012. The Relay Fund investment over a 9-month period has resulted in 5 months capital value appreciation.

第二轮融资4家

4 companies in the Second round of financing

上海瑞一医药科技有限公司已完成第三轮融资，上海同臣环保股份有限公司等3家企业目前正在第二轮融资过程中，均为接力基金投资18个月内完成或进行第二轮融资。

Shanghai Ruiyi Medical Technology Co.,Ltd has completed its third round financing. Three enterprises including Shanghai Techase Environment Protection Co.,Ltd are now in the second round financing process. Investments were made by the Relay Fund which either ends in 18 months or will start its second round financing.

机构成功投资案例

新材料：

医疗健康：

Post-Investment Management

《投资后管理标准手册》2012版及修改并试运行

"Post-Investment Management Manual" 2012 has been revised and started its pilot run

申请投资保障4家，已获得资金资助537万

4 enterprises applied for investment guarantees and have received supporting funding of RMB5,370,000.

财务经理定期培训班。建立被投资企业财务经理定期培训班制度，已开展2期

Regular training classes for financial managers. Regular training classes have been arranged for financial managers of the investee enterprises and two have already been carried out.

完成 氧化锆陶瓷行业、钨合金行业等13份细分行业研究报告

13 study reports of industry segments such as the zirconium ceramic industry, and the tungsten alloy industry have been completed.

清洁技术：

先进制造：

消费服务：

市场 Market

关键词：科技担保 产品创新

Keywords: Science and Technology Guarantee;
Product Innovation

创业接力担保

Entrepreneur Relay Guarantee

小企业的特点决定了融资的根本困难在于风险和成本。

担保行业之所以产生，就是要为小企业服务、为弱势群体服务。站在这一角度，担保公司是小企业天生的合作方，它的社会责任和历史使命就是在中小企业融资问题的过程中共同分担风险，推动广大小企业的可持续发展。

一直以来，创业接力关注科技型小企业，因为他们是当下创新体系中最能动、最活跃和最具效率的部分，解决其资金短缺也是促进区域发展的重要课题。

围绕“解决科技型小企业融资难”这一核心诉求，我们一方面寻求传统市场中的发展希望，另一方面也期待在逐渐完善的资本市场中寻找机会。我们在经营理念上颠覆传统经营模式，在经营风险的同时经营价值，通过风险和价值的经营使资源得到更有效的配置，为客户提供最适合、更为有效合理的融资服务，并据此开展持续的科技金融创新实践。

——李骁（创业接力担保总经理）

The fundamental difficulties of financing for small enterprises are determining risk and cost.

The industry of guarantee was born to provide services to small enterprises and the weaker groups. From this perspective, guarantee companies are partners of small enterprises. Its social liability and historical mission is to share the risks in the process of financing for mid and small sized enterprises and to drive the sustainable development of a wide range of small enterprises.

Entrepreneurship relay has been focusing on small science and technology enterprises because they are the most motivated, active and efficient part of the current innovation system. Solving capital shortage problem is a key topic of fostering regional development.

Surrounding the core appeal of "solving the financing difficulty of small science and technology enterprises", we explore the hope of development in traditional markets on one hand and look for opportunities in the gradually perfect capital market on the other hand. We transform the traditional business model, and generate value while operate ventures. We allocate resources more effectively by operating venture and value. We provide our clients with the most appropriate, effective and reasonable financing service and carry out continuous science and technology financial innovative operations.

-----Xiao Li



业务概况

Business Overview

2012年为139家企业，158户次，提供50470万贷款担保，户均达到320万，企业首贷率40%。当年新增担保额中，小微企业占比为70%。

In 2012, we provided 504.7 million loans to 139 enterprises, 158 times, while every account received 3.2 million on average and the first loan rate of enterprises was 40%. In the new guarantee of the year, small micro enterprises accounted for 70%.



创业 接力担保

Entrepreneur Relay Guarantee

Guarantee Products

创新产品

产品简介

履约担保

- 政府、银行、担保机构共担风险，服务科技型中小企业
- 承担5.5-9亿额度的规模，政府补贴担保费

微贷通

- 为创新基金立项企业设计的专属型融资服务产品，总额1亿元
- 单笔贷款额度50万或100万
- 集团联动，接力投资设置风险准备金

投资宝+投资通

- 与银行、投资公司联动
- 专业投资公司推荐项目，跟进贷款

私募债

- 面向杨浦区三家企业开展，总额度1.5亿元
- 与再担保、杨浦担保联合

集合统贷

- 与国开行合作，成立统贷统还平台（接力投资）
- 采取“点对点”和“点对群”相结合的双层融资模式

园区贷

- 与园区探讨“共担风险”模式，为园区内企业提供融资服务
- 门槛较低，小额批量操作

Social Recognition

与市创中心、国开行等推出6类风险共担，利益共享的批量化产品；担保额约2.5亿元尝试投贷联动，获得20余家企业的期权/投资权。

6 types of risks and benefit sharing batch products with Shanghai Entrepreneur Centre and CHINA Development Bank Co.,Ltd were launched. The guaranteed amount was around RMB250 million. We tried to combine investment and loans and have obtained the option/capital rights in over 20 enterprises.



新业态

New Industry Situation

大学科技园、创业园曾是创业者们栖生地第一站，他们有一个共同的名字叫做“创业孵化器”。

在那里，科技成果，获得政策支持与市场对接，实现转化；创业计划，获得咨询服务和资金支持，实现起步；初创企业，可以获得基础培育服务，降低成本。这样的孵化器，特别突出创业孵化的公益性。我们称之为“孵化1.0”。

EFG自2006年开始，每年资助近百家创业企业，帮助他们降低创业的风险，成为“孵化1.0”的参与者。

如今，创业者对服务呈现出更多的需求，创新型的创业服务业态如雨后春笋。我们看到：国外有YC，国内有联想之星，创业接力、创业家、飞马旅、英飞迪尼、车库咖啡等一批专业创业服务机构相继出现，他们定位于与创业者同路人、共成长。这样的服务模式，我们称之为“孵化2.0”！

它拓展了服务空间，拓展了盈利模式，拓展了运营主体。

“创业接力”2009年创立至今，形成了从天使孵化、融资担保、风险投资等金融服务链，专注服务于科技型创业企业，每年服务近500家科技型企业，成为“孵化2.0”探索者。

我们相信，随着创业服务队伍越来越多，中国的创业力会越来越强！

我们坚信，“孵化2.0”将引领创业服务新时代！

——张德旺（秘书长）

The Science and Technology Parks of Universities and Entrepreneurial parks are the first places where Entrepreneurs reside. They share the same name, "Entrepreneurial Incubator".

Within these places, the Science and Technology innovations are supported by policies and are linked with the market to help them realize their transformation; entrepreneurial plans get capital support and consulting services' help to take their first steps; enterprises in their initial phases can get basic training to save costs. This signifies the public welfare of entrepreneurship incubation. It is called "Incubation 1.0".

Since 2006, EFG invested in nearly one hundred entrepreneurial enterprises every year, to help them reduce entrepreneurial risks and participate in "Incubation 1.0".

Now, entrepreneurs have shown a greater demand for services, thus a new type of entrepreneurship service industry is ready to be launched. We can see that: a group of professional institutions providing entrepreneurship services have appeared in succession, such as overseas YC and the domestic Lenovo Star fund, Entrepreneurship Relay, Entrepreneurs, Pegasus Brigade, Ying Fei Di Ni, Garage Coffee. Their positioning is to accompany and grow with the entrepreneurs.

The services model it's "Incubation 2.0"! It expands the service offering, profit model and the operational subjects.

Since its establishment in 2009, "Entrepreneurship Relay" has formed a financial service chain such as Angel incubation, capital guarantee, venture capital etc, focusing on offering services to science and technology entrepreneurial enterprises. It provides services to almost 500 science and technology enterprises and has become the explorer of "Incubation 2.0".

We believe that along with the increasing entrepreneurship service teams, the entrepreneurship spirit will lead us to a new era of entrepreneurship service!

-----Dewang Zhang

2012全球创业周中国站暨中国创业周

Global Entrepreneur Week China 2012

2012年11月9日至11月16日，2012全球创业周中国站举行。在为期一周的时间里，举办20余场各类活动，超过100余家媒体参与报道，媒体报道近200余篇，近4000人直接参与了当周的各项活动。

Global entrepreneur week 2012 was held from Nov.9th to Nov.16th 2012 in China. More than 20 different events were held and over 100 media companies joined the event, with over 200 media reports. Almost 4000 people took part in the activities directly during that week.



全国人大副委员长、创业基金会会长严隽琪，上海市副市长姜平，联想控股有限公司董事长柳传志，共同启动创业周

“孵化2.0”创业服务新业态论坛

"Incubation 2.0" forum for new form of entrepreneur service

- 原来创新工场只抱自家的娃娃
- 原来英菲尼迪也投资
- 原来飞马族是勤务兵
- 原来联想之星天天想的不光是项目，还有人
- 原来车库咖啡：没有车库+没有咖啡+不投资
- 原来创业接力不光：有车库+有咖啡+有投资，还有培训、孵化、担保
- The original innovation works only with their dolls
- The original investment
- The original Pegasus group is orderly
- The original legend star every day to not only the project, there are people
- The original garage coffee: no garage + no coffee + no investment
- The original business relay not only : there is a garage + coffee + investment, as well as training, hatching, guarantee

2012 创业服务新业态论坛 2012 New Industry Situation Forum

嘉宾发言 Guest speeches



目前联想已经成为一个独特的创业体系，加天使基金，加开放平台的三位一体的模式，以创业投资为核心的天使投资整合外部资源，我们希望能够打造更多的创业体系，其中的创业培训分为三个层次结构的全面体系。

——唐旭东（联想集团副总裁）

Now Lenovo has adopted a unique three-in-one model with entrepreneur system, Angel Fund and open platform. Angel Investment, with entrepreneurship investment as its core, integrates external resources and we hope to build more entrepreneurship systems. Entrepreneurial training system consists of a 3-layered structure.

——Xudong Tang (Vice president of Lenovo Group)



以色列是一个创新的国度，创新的东西非常多，我们非常注重技术人。

——赵丽梅（英飞尼迪集团董事总经理）

We all know that Israel is an innovative country, full of invention. We pay a lot of attention to technical talents.

——Limei Zhao (Managing Director of Infinity Group)



飞马旅是针对创新型服务类的产业，对创新企业服务的机构。

——杨振宇（飞马旅创始人）

Pegasus Brigade focuses on innovative services and it provides services for innovative organizations.

——Zhenyu Yang (the founder of Pegasus Brigade)



大家一直以为创新工厂是一个孵化器，其实创新工厂是一家专注于早期互联网领域的投资机构，孵化器是我们的一个服务。

——王世忠（创新工场副总裁）

People within the Innovation Factory are in the business of incubation, but actually it is an Internet company focusing on the early stages of a start-up. In another words, it is an investment institution in the Internet field. Incubation is one of the services we provide.

——Shizhong Wang (Vice President of Innovation Factory)



我建立了车库，我希望在中关村的创业者更聚集，让他们有更多的发展空间。

——苏韵（车库咖啡创始人）

I built Garage and hope it gathers more entrepreneurs in Zhongguancun and it offers them more development friendly environment.

——Di Su (Founder of Garage Coffee)

2012 中国天使投资与天使孵化研究报告 Angel Investment and Angel Incubation Study Report 2012 China

报告披露截至目前，我国包含天使投资人、天使投资团队、天使投资基金共有272个，已知的天使投资基金管理资本量为28.32亿美元。从1994年到2012年7月，我国各类天使投资共发起536起。



2012天使及早期投资峰会

Angle and Investment in Early Stage Summit Conference 2012

嘉宾发言 Guest speeches



创新型社会靠的是项目，靠的是口号？绝对不是，一定是有创新的项目，有创新的人才，有创新的企业，这才是创新型社会。

——王品高（上海创业投资有限公司总裁）

What does an innovative society rely on? Slogans? Absolutely not. An innovative society must have innovative projects, innovative talents and innovative enterprises.

——Pingao Wang (President of Shanghai Entrepreneur Investment Co.,Ltd.)



上海是投资资源最丰富的地方，也是投资活动最丰富的地方……上海的天使是真正的。

——袁岳（飞马旅创始人）

Shanghai has the most abundant investment resources and activities…… The Angel in Shanghai is genuine.

——Yue Yuan (Founder of Pegasus Brigade)



失败是必然的，成功是偶然的。

——徐子望（CXC创投董事长）

Failure is inevitable and success is coincidental.

——Ziwang Xu (Chairman of the Board of CXC Kaitou)



创业其实看起来很好，但是里面很多细节都是堆积出来的。

——朱海彤（创业加速器合伙人）

Entrepreneurship on the surface seems good, but the devil is in the detail.

——Haitong Zhu (Partner of Entrepreneur Accelerator)



去年年底我终于得出一个结论要傍大款，只有傍大款才能得到这个充足的基金。

——张敏（合力创投合伙人）

I reached a conclusion at the end of last year : get the buy-in of a rich man. Only with the support of a rich man can ensure sufficient foundation.

——Min Zhang (Partner of Heli Investment)



我们看项目主要看技术创业，主要看三点，第一看壁垒，第二看时机，第三看空间。

——祁玉伟（接力基金合伙人）

We see the project mainly depends on technology innovation, look at the three main points, first look at the barriers, second time, third see space.

-- Qi Yuwei (relay fund partner)



创业是学习，失败并不是很可怕，创业失败是一个人生中必经的过程。

——查立（起点创业营创始合伙人）

Entrepreneurship is a study. Failure is not bad. Failure of entrepreneurship is inevitable in life.

——Li Cha (Founder Partner of Starting Point Entrepreneurship Campaign)

金融链

Financial Chains

领导调研 Leader's Study

2012年3月30日，全国人大副委员长、创业基金会会长严隽琪、上海市委副书记殷一璀，专题调研上海泰坦化学有限公司发展情况。严隽琪、殷一璀充分肯定了泰坦化学五年来的发展历程和创业基金会所起的积极作用，要求基金会从资助创业企业到引入市场的力量和融资的力量，帮助企业规范、高速的成长，并希望泰坦化学发展成为一个受人尊敬的创新型企业，体现创业对于上海“创新驱动、转型发展”的重要价值。

March 30th 2012 vice chairman of NPC, Junqi Yan--president of Entrepreneur Fund association, Yicui Ying--Deputy secretary of the Shanghai municipal Party committee, conducted a special research study regarding the development of Shanghai Titan Chemical Co. Ltd. Junqi Yan and Yicui Ying fully affirmed the 5-year development progress of Titan Chemical and the positive role of the Entrepreneur Fund Association. They requested the Fund association to make full use of the power they had of supporting entrepreneurial enterprises, lead to the market and financing, in order to help enterprises grow regularly and rapidly. They expect Titan Chemical to grow into a listed company of high esteem and demonstrate the important contribution which can be provided by entrepreneurship in "driving innovation and transforming development" in Shanghai.



2012年5月30日，国家发改委副主任连维良率领专题调研组，调研上海大学生创新创业工作。连维良充分肯定创业基金会的工作，并要求创业基金会重视培养各类创业人才，鼓励联合社会、市场力量和市场建立支持创业的机制，建立并完善具有可持续性创业服务体系。

May 30th 2012, WeiLiang Lian, deputy director of National Developing and Transforming Association led a special research study team looking at the innovative entrepreneurial work of Shanghai university students. WeiLiang Lian fully affirmed the work of Entrepreneur Fund Association and requested the Association to pay attention to all types of entrepreneurship talents. He encouraged them to connect social and market force as well as the market environment to support entrepreneurship and also the entrepreneurship service system. Make sure a sustainable entrepreneurship service system is established.



2012年9月19日，国家人保部尹蔚民部长一行来创业接力大楼调研，鼓励创业基金会做大公益，以创业带动更多的青年就业。

September 19th 2012, Weimin Yin, minister of National Ministry of human resources and social security, and his subordinates carried out a research study on the Entrepreneurship Relay Building. He encouraged the entrepreneurship foundation association to expand public service in order to improve youth employment opportunities.



金融链

Financial Chains

孵化2.0

Incubation2.0

2012年11月9日，2012创业周暨全球创业周中国站开幕式在上海隆重召开。会议上，孵化2.0概念首次提出。

November 9th 2012, the opening ceremony of EntrepreneurWeek 2012 China was held in Shanghai. The concept of incubation2.0 was initiated for the first time in the meeting.



优秀成长创业企业奖 The award of outstanding growth entrepreneurship enterprise



特色创业服务机构奖 The award of distinguishing entrepreneurship service institution.

嘉宾发言 Guest Speeches



鼓励创新、支持创业，既需要从源头上培育、营造关心和支持创业的氛围，是政府的责任，更需要全社会的关注和参与，共同给予创业路上的青年人鼓励和支持。

——陈克宏（上海市科技党委书记、创业基金会常务副理事长）

Encourage innovation, support entrepreneurship, we need to nurture the source of concern and support entrepreneurial atmosphere, it is the government's responsibility, and need more attention and participation of the whole society, to encourage and support young people to start on the way .

——Kehong Chen (Shanghai Science and Technology party secretary)



我们经济的继续发展是要靠企业来决定的，社会的财富是由企业家来创造的，如果我们的国家对企业家的重视能够像我们的社会重视财富那样，我们的财富就会大不一样了。

——方星海（上海金融服务办公室主任）

The continuous development of our economy is determined by enterprises, and entrepreneurs create social wealth. If our country thinks entrepreneurs as highly as they do wealth, then there will be a huge difference in wealth.

——Xinghai Fang (Office Director of Shanghai Financial Service)



大家要把5%的希望变成100%的现实，因为是5%而不是1%，说明还是有一定希望的，那么就要坚定不移地把它做成功。我觉得坚定不移是最为重要的。

——柳传志（联想控股有限公司董事长）

We need to convert 5% hope into 100% reality because it's still 5% and not 1%, which means there is still hope. Thus we have to be persistent to make it happen. I think persistence is the most important thing.

——Chuanzhi Liu (Chairman of the Board of Lenovo Co.,Ltd)

金融链

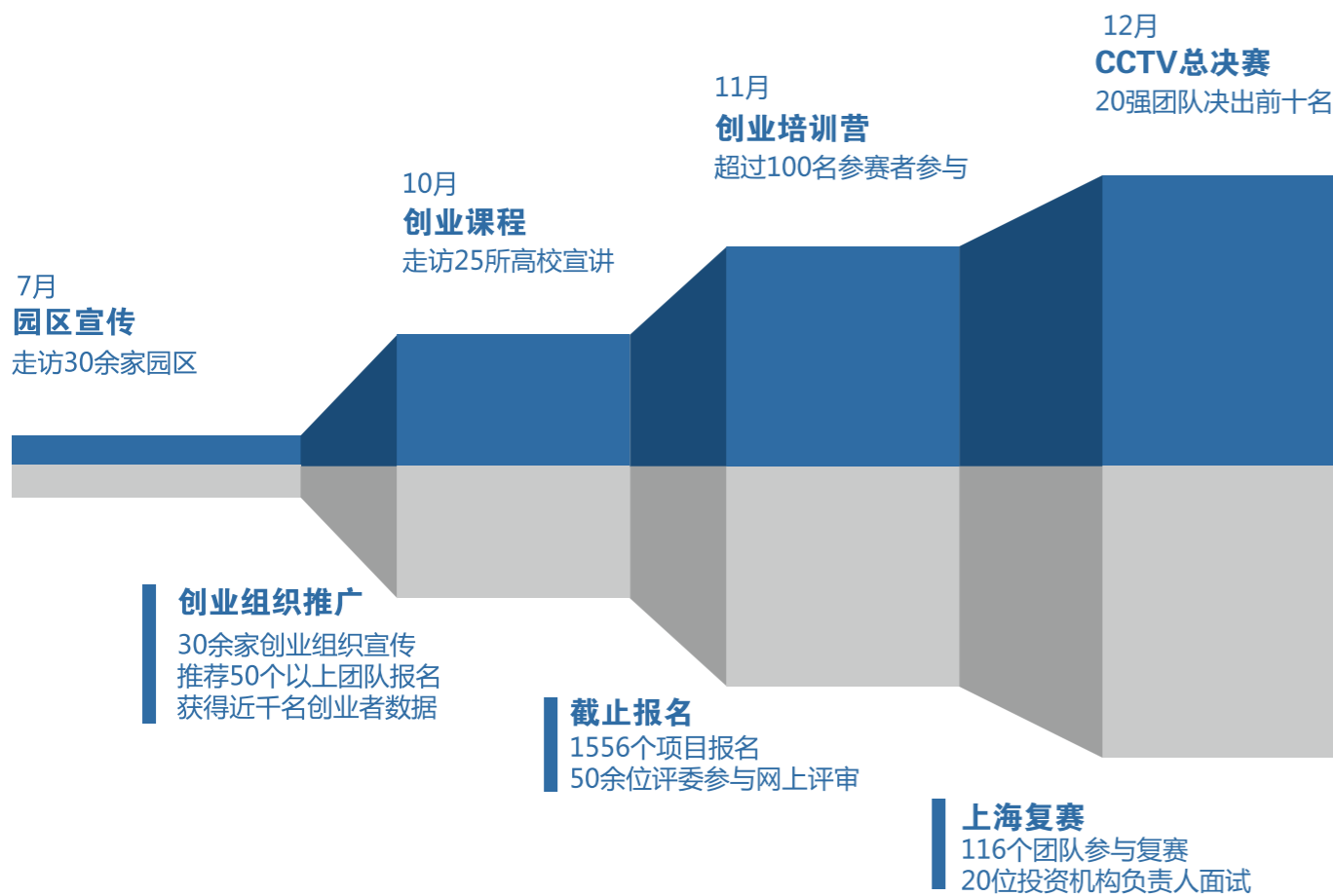
Financial Chains

中国创新创业大赛

Innovation and Entrepreneurship Competition, China

由科技部火炬高技术开发中心，上海市大学生科技创业基金会与上海市科技创业中心联合主办，为目前国内规模最大、规格最高、国家级创业大赛。

It is organized jointly by the torch high-tech development center of the Ministry of science and technology, Shanghai Science and technology entrepreneur foundation association for university students and Shanghai science and technology innovation center. It is currently the biggest and has the highest specifications for national level entrepreneurship competition.



中国创新创业大赛排名

Innovation and Entrepreneurship Competition, China

排名 Ranking	负责人 Responsible Person	区域 Region	项目名 Name of the project	组别 Category	团队 Team
1	苏环宇 Huan Yu Su	广东省 Guangdong	ComfortSound	信息技术 Information Technology	QoSound
2	裴瑞琳 Ruilin Pei	上海市 Shanghai	新一代高效永磁电机 New generation of effective permanent magnet motor	新能源 New energy	英磁新能源 Yingci New energy
3	林宇江 Yujiang Lin	宁波市 Ningbo	热水器智能恒位阴防腐仪 (替代镁棒) 全球新技术 Global new technology for intelligent Water heater constant corrosion protection instrument (instead of magnesium rod)	节能环保 Energy saving and environmentally friendly	宁波浩东电器科技有限公司 Ningbo Haodong Science and Technology of Appliance Co., Ltd
4	王广生 Guangsheng Wang	北京市 Beijing	IPTV (网络电视) 全景视频直播系统 IPTV (cable TV) panoramic video live viewingsystem	信息技术 Information Technology	全景视频创业组 Panoramic video entrepreneurship team
5	罗泉 Nie Luo	非大陆及 港澳台地区 Outsite Mainland China, HK, Macao and Taiwan	纳米吸附天然气技术: 双燃料汽车及天然气储运 Technology of Nanometer's adsorption to natural gas: dual fuel vehicle and natural gas storage and transportation	新能源 New energy	路翔能源 (Luon Energy LLC)
6	管甲锁 Jiasuo Guan	陕西省 Shanxi	真空炉自蔓延合成氮化硅砖 Silicon nitride brick synthesized from vacuum furnace from Manchester Yan	新材料 New Material	澳秦氮化材料创新团队 Innovation team of Aoqin nitride Material
7	吴小毅 Xiaoyi Wu	江苏省 Jiangsu	昆虫信息素及生物农药在农、林业可持续发展中的研发利用 Research and development of Insect pheromones and biological pesticides in the sustainable development of agroforestry	生物医药 Biological Medicine	南京弗罗蒙生物科技有限公司 Nanjing Foluomeng Biological Technology Co., Ltd
8	赵建树 Jianshu Zhao	广东省 Guangdong	纳米银负载稻壳材料低成本 高效净水杀菌过滤技术产业化 Energy saving and environment friendly	节能环保 Energy saving and environment friendly	环策团队 Ring policy team
9	王斌 Bin Wang	上海市 Shanghai	3D多人劲舞网页游戏 3D slam dance with multi-player webpage game	信息技术 Information Technology	哥斯拉 Godzilla
10	马燕军 Yan Jun Ma	江苏省 Jiangsu	智能立体视频转换技术的应用 Application of Intelligent Stereo Video Conversion Technology	信息技术 Information Technology	美国立影科技公司 Upright technology company US

团队与文化

Team and Culture

2012年，创业基金会EFG团队与创业者一同坚实地留下了前行的足迹。这一年：

激情在奋发中燃烧。年轻的队员们承载着EFG充满活力勤奋敬业的基因，自觉与时间赛跑，与坚持为伍，与激情相伴。

事业在严谨中推进。仅凭热情难以发展事业，如果事业停滞不前，心灵集聚就缺少了基石。EFG团队制定业务发展战略、明晰组织架构、形成“量为先、质为重”的天使基金资助服务理念；拓展高校、创业服务机构、天使投资人等合作资源。创业周、新创会、训练营等在周会、月度督办、季度复盘不断改进；员工“每日一谈”、“每周一书”、“每周一练”成为团队思想碰撞、业务创新、能力提高的平台。

团队建设任重道远。随着全球创业热潮进一步高涨和全国创业服务新业态的形成，EFG将顺应时代呼唤，打造一支积极向上、学习创新、奋进和谐、运行高效的专业化团队，和创业者共同成长，沿着服务创业者成就梦想的道路，前行！

——高静华（副秘书长）

In 2012, the EFG team from the Entrepreneurship Fund firmly left the footprint to move forward with entrepreneurs. This year:

The Passion is lit with enthusiasm. Young team members shoulder the energetic and assiduous genes of EFG and race against time with the Passion, Passion alone can barely develop the business and if the business is stuck, then a gathering of mind will sure the foundations. The EFG team builds strategy for business development and clarifies the organizational structure to form a service philosophy of the Angel Fund, which is “quantity is prioritized and quality is important” and extends cooperation resources such as universities and colleges, entrepreneurship service institutions and angel investors. Entrepreneurship week, new entrepreneurship conference, campaigns etc. continue to be improved in weekly meetings, monthly investigations and quarterly reviews; “Daily Talk”, “Weekly Journal” and “Weekly Training” have become the platform for team brainstorming, innovation and skill improvement.

Team building is a long journey. As we further the rising of global enthusiasm and the forming of the new state of national entrepreneurship services, EFG responds to the call of the era and has built an active and upright; learning and innovative, assiduous and harmonious, highly effective professional team. We grow together with entrepreneurs to move forward on the entrepreneurial dream.

-----Jinghua Gao

每周一书 Weekly Journal

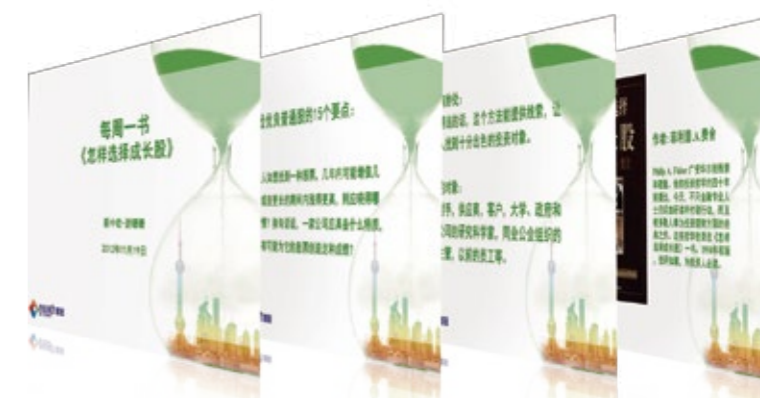
2012.5.7 黄冠仪 《创新者的窘境》
May 7th 2012 Guanyi Huang The Innovator's Dilemma



2012.8.6 刘康成 《大棋局》
August 6th 2012 KangCheng Liu The Grand Chessboard



2012.11.19 游珊珊《怎样选择成长股》
November 19th 2012 Shanshan You How to Choose a Growth Stock



团队与 文化

Team and Culture

每日一谈 Daily Discussion

余道孔【中国经济未来的长期发展】

Daokong Yu "Long term Development of Chinese future economy"

未来30年中国发展如何？最迅猛的30年是否已经过去？个人观点觉得中国未来仍保持20年的经济增长和繁荣没有太大的问题。

经济发展主要是由市场的供给、需求来决定的，现在普遍认为需求是重要的驱动力，但个人认为未来会以供给为更大的准绳。人的需求可以无穷大，而富有的地区总是供给更多、经济效率更高的地方，贫穷的地方则反之。所以中国目前的产能其实仍然不足，未能够满足相关的需求。

How will China develop in the next 30 years? Have the most rapid 30 years passed already? In my opinion, there is no problems for China to keep developing and flourishing its economy in the next 20 years.

Economic development is determined by market supply and demand. Now it is generally believed that demand is the important driving force, but I think that supply will be a greater principle in the future. People's demand can be expanded infinitely. In the rich areas there will always be more supplies and a more efficient economy, whilst it's on the contrary in poor areas. Therefore the current Chinese production capacity is still inadequate, and it doesn't fulfill the relevant demand.

叶萌【谈些担保业务相关基础】

Meng Ye [Talks about related basic knowledge of guarantee business]

风险是遭受损失的不确定性。最大的风险是不知道是什么。风险管理的核心：1、道德作风。2、比较敏锐的洞察力。3、扎实的基本功。4、质疑求真的观察能力。5、客观务实的工作作风。6、血淋淋的经验教训（适度的风险是正常的）。

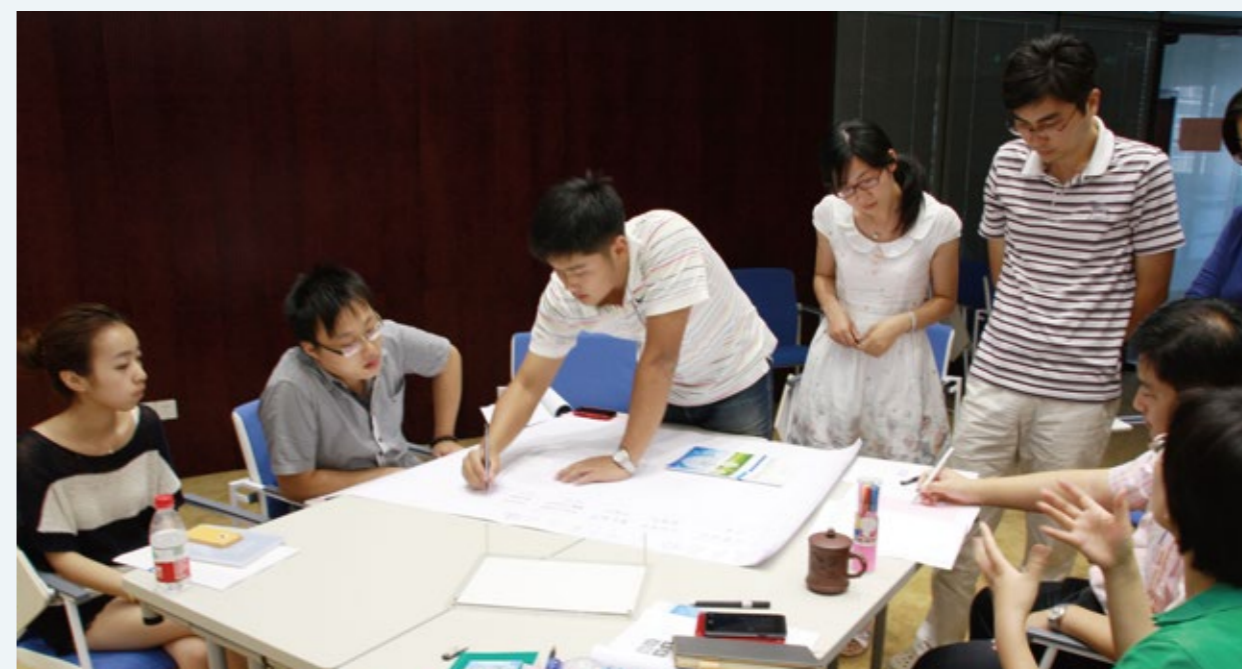
Risk is the uncertainty which causes losses. The biggest risk is the unknown. The core of risk management:

- 1, Moral style;
- 2, Sharp insights;
- 3, Solid foundation;
- 4, Questioning and observation capability;
- 5, Objective and pragmatic working style;
- 6, Real experiences and lesson learned (moderate risk is normal).

月度培训 Monthly Training

思维导图培训与竞赛 Mind Map Training and Competition

2012年，为提高员工专业能力，创业基金会开展财务、思维导图等多项专业化培训。8月31日-9月1日聘请专业讲师开展《工作任务的项目管理》培训，教授从角色认知、关系人管理到工作任务的系统思考；从理解层次模型、各类系统思考方式、思维导图到PDCA循环的各类思考工具。并在此基础开展员工的竞赛，提升专业水平。



团队与 文化

Team and Culture

罗兰贝格战略咨询项目 Roland Berger Strategic Consulting Project

一个人长跑了很久，总会感觉疲惫，呼吸困难。

我们快跑了六年多，创业变成一首诗、一首歌、一台戏.....

基金会在六年前是全国首创，然而今天很多地方已经被迎头赶上，如果我们不励精图治，六年的先发优势终将荡然无存。

应对压力与挑战，关键在于战略。2012年，基金会聘请罗兰贝格战略咨询公司作为基金会制定未来五年战略。这次战略制定既务虚，又务实。

务虚在于战略纯粹是做梦，然而正如美国考夫曼基金会前总裁卡尔·施拉姆在《2011考夫曼思想集》中所指出的“我们坚信，专注于创造未来，就是这样一种正确的理念”。基金会作为公益组织，必须做梦，必须创造未来。

务实在于我们的战略制定不仅仅只存在于基金会领导人的脑海中，在战略制定的过程中，通过访谈、全体员工会、务虚会等方式，让每一个人都参与到战略制定的过程中，因为于我们而言，战略不是空中楼阁，而是共同的光荣与梦想！

——李俊（规划研究部总监）



After someone does a long run, he feels exhausted and has shortness of breathe.

After running fast for more than six years, we turn the entrepreneurship into a poem, a song and a drama.....

Six years ago, the Fund was the first in the country. However if we don't make efforts to grow, we will lose our six-years' advantages and get caught by others.

Responding to pressure and challenges, strategy is the key. In 2012, the Fund hired Roland Berger strategic consulting firm to make a 5-year-strategy for the future. The strategy was made both theoretically and practically.

Theoretically, the strategy is pure fantasy. Just as the former president of Kaufman Fund in USA said in "Kaufman Thoughts 2011", "we firmly believe that focusing on creating the future is a correct philosophy". As a public service organization, the Fund must dream and create the future.

Practically, our strategy formulation is not only in the mind of the leaders of the Fund. During the process of making the strategy, everyone takes part in the process through interviews, staff conferences and brainstorming meetings. For us, strategy is not a castle in the air but a shared goal and dream!

-----Jun Li

2012年9月，创业基金会聘请世界著名战略咨询公司——为创业基金会提供未来五年的战略目标咨询，罗兰贝格的专业建议是：

September, 2012, The Entrepreneur Fund hired a well known global strategic consulting firm——Roland Berger to provide consulting for our next 5-year strategic objectives. Roland Berger's professional suggestion were:

使命和背景 Mission and Vision

➤ 使命：培育创业环境、播撒创业种子、激发创业力量；

Mission: to nurture the entrepreneurial environment, sow the seeds of entrepreneurship, stimulate entrepreneurial forces;

➤ 愿景：打造最具影响力的青年知识创业组织，成为构建创业型社会的引导者、倡导者与实践者。

Vision: to create the most influential entrepreneurial organizations, build entrepreneurial society, as advocates and practitioners.

总体战略目标 Overall strategic objectives

➤ 五年战略目标：成为专业化、市场化、且具有全国影响力的科技创业基金会；

Five strategic objectives: to become specialized, market-oriented and technology start-ups with nationwide influence Foundation;

➤ 业务组合定位：以公益业务为基础，以市场业务为支撑；

Business portfolio positioning: based charity business, supported by market operations;

➤ 战略实施策略：打造综合开放的创业服务平台，通过平台汇聚社会资源，开展业务运作并提供创业服务。

The strategy for the implementation of the strategy: to create a comprehensive open business platform, brings together social resources to carry out the operations, and to provide business services.

业务提升战略 Business improvement strategies

➤ 培训业务：定位于发掘人才、培育种子及提升创业能力，目标是打造有广泛覆盖度、有高度实战性、且具备全国影响力的创业学院；

Training business: positioning identify talent, nurture planting and enhance the entrepreneurial abilities, the goal is to create a broad coverage, have a high degree of combat, and with national influence entrepreneurial Institute;

➤ 孵化业务：为天使基金的资助企业提供“软硬一体”的创业培育服务，帮助创业者度过“死亡谷”；

Incubation business: for the angel fund sponsored enterprises provide software and hardware integration services to help entrepreneurs through the "Valley of Death";

➤ 天使基金：建立自营项目渠道及加强分会拓展与管理来丰富项目渠道，摆脱目前项目资源短缺困境，提升天使基金的覆盖面；

Angel fund: establish channels of self-the channels operating items and strengthen branch expansion and management to enrich the project out of the current project resource shortage predicament, to enhance the coverage of the Angel Fund;

➤ 文化传播：提升交流传播的业务地位，优化渠道组合提升创业文化传播与品牌传播效果；

Cultural dissemination: to enhance the status of the communication of the business, and optimize channel to enhance the spread of entrepreneurial culture and brand communication effects;

➤ 研究业务：以项目合作为主要模式进行创业政策、早期投资及创业生态研究，为平台业务提供决策支持。

Research business: project cooperation as the main mode of entrepreneurship policy, early investment and entrepreneurship ecological research as a platform for business decision support.

附录

Appendix

有一种力量，来源于远见卓识和创新转型，催生出“天使基金”，创业基金会蹒跚起步，却肩负重任。

因为有了全社会的共鸣，关注年轻而不平凡的创业者，成就创业者的成功和未来。

也正因为有了全社会的理解，宽容年轻创业者的桀骜不驯，把曾经的不可能变为可能，让创业的幼芽努力绽放，历经风雨磨砺。

当见证创业者的成功时，我们会默默祝愿他们的美好未来，而不去奢求共享成功；

当亲历创业者的失败时，我们会和他们站在一起毅然承受，而不去计较曾经付出。

从创业基金会存在那一刻起，我们就明白：

我们必须全力以赴地支持创业者，不计得失地资助创业者，无微不至地服务创业者。

因为社会需要创业基金会的存在，我们的价值为社会所认同，我们的价值为社会所认同，即是公益。

适逢创新型社会发展建设的契机，让创业基金会的存在，成为可能、成为必然、成为引领。

——倪奕松（综合部总监）

There is an energy which comes from the system of innovative transformation generated by the Entrepreneurship Fund of "Angel Fund".

Resonating with society's wishes and needs, we are helping young and extraordinary entrepreneurs to achieve their success and realize a bright future.

Along with societies support and their understanding of the dedication and unyieldingness of the young entrepreneurs, they turned impossible to possible and made the entrepreneurial bud flourish through hard work.

Witnessing the success of entrepreneurs, we silently wish them a beautiful future instead of dreaming of sharing in their success;

When encountering failure, we stand with the entrepreneurs and undertake everything with them instead of only thinking about how much we have given.

From the moment that the Entrepreneurship Fund was established, we know that:

We have to be fully dedicated in supporting the entrepreneurs, to invest and support the entrepreneurs without thinking of our pay-back as well as providing service to entrepreneurs in every possible way.

Because the Entrepreneurship Fund is needed by society, therefore our value is recognized by society, that's why it's called public services.

Let's take the advantage of the construction development of an innovative society to make the existence of Entrepreneurship Fund Possible and make it a Must as well as a Guide.

-----Yisong Ni

媒体统计

Media Statistics

2012年，创业基金会与新浪财经、新浪微博、福布斯等多家专业媒体进行战略合作。在传播创业精神，培育创业文化同时，进一步与全球创业周等各项业务结合。全年新闻报道300余篇，报道深入浅出，配合电视、报纸、广播多达300多次的公益广告投放，使创业基金会的品牌深入人心。

In 2012, the Entrepreneurship Fund had a strategic cooperation with many professional media firms such as Sina Finance, Sina Weibo, Forbes ect. As well as sharing entrepreneurship and fostering entrepreneurial culture, it also made efforts to work with Global Entrepreneurship Week. More than 300 news reports were published throughout the year.

与此同时，全球创业周期间，上海户外楼宇LED大屏幕（来福士、正大广场等）；遍布3000多个分众楼宇电视；11条地铁线路沿线地铁站内的110多个大LED显示屏；全上海市内高校的1000多个大屏幕；600多个电信营业厅屏幕等滚动播出创业周期间宣传广告，在更广泛的范围内传播了创业文化，进一步扩大天使基金以及全球创业周中国站的影响力。

At the same time, scrolling advertisements of the Entrepreneur week were displayed on large screen LED displays of some prominent buildings in Shanghai, such as Rafflescity, Grand Gateway, Super Brand Mall, etc. Also it was advertised in more than 3,000 televisions within some focus buildings, more than 110 LED screens in the MTR stations of the 11 MTR lines; over 1000 big screens in Shanghai colleges and universities and over 600 screens in telecom bureaus. The entrepreneurial culture was shared on a broader scale and the influence of the Angel Fund, as well as the Global Entrepreneur Week China office were expanded during the Global Entrepreneur Week.

在新媒体方面，@创业基金会 的新浪官方微博已经拥有超过11万的粉丝，@创业基金会 新浪微博日渐成为互联网用户参与和对接基金会业务的有效载体。

In the new media, @EFG has over 110,000 fans, gradually becoming an effective carrier for Internet users to participate in the fund business.

大事记

Chronicle of Events

2012年1月6日

创业基金会召开2011年分基金会工作总结会议，市、分基金会负责人出席会议。会议总结了各分基金会2011年度的工作成果，讨论研究了2012年度优化项目资助模式、项目评审和退出、创业训练营、创业周等重点工作。

January 6th 2012

The Entrepreneurship Fund held the annual meeting to review the work of the Fund in 2011, and the Fund brunch representatives attended the meeting. The meeting summarized the achievement of all Fund brunches in 2011 as well as the discussion and study regarding the key tasks such as projects supporting model optimization, projects review and withdrawal, entrepreneurial training campaigns and the Entrepreneurship Week journal.

2012年1月17日

创业基金会召开2012年度第1次理事长办公会议。市科技党委书记、基金会常务副理事长陈克宏，市财政局副局长田春华、市科委、市教委及基金会秘书处有关人员列席会议。会议研究了2012年度基金会和创业接力公司的重点工作和创业实训基地孵化楼工程建设运营情况,并通过修订《基金会章程》、《基金管理办法》等有关事项。

January 17th 2012

The Entrepreneurship Fund held its first chairman's meeting in 2012. Kehong Chen, secretary of the municipal party and Executive Vice President of the Fund, Chunhua Tian, deputy director of the Municipal Financial Bureau and people from the Municipal Science and Technology Commission, the Municipal Education Commission, and the Fund Secretarial staff attended the meeting. In the meeting, they studied the task of the Fund and Entrepreneur Relay Company in 2012 and the construction and operation situation of the incubator-building program at the entrepreneurial training base, as well as the amendment of the "Fund's Constitution" and "Fund Management".

2012年3月26日

市经信委副秘书长、市中小办主任徐惠明，副主任宋晓辉、葛东波一行来创业基金会调研，与创业基金会深入探讨支持中小型创业企业发展对策。

March 26th 2012

A team led by Huiming Xu, deputy general secretary of municipal economy and information commission and municipal office director, Xiaohui Song and Dongbo Ge, deputy of director, came to investigate and study the Entrepreneurship Fund. They held an in-depth discussion regarding the development strategies of middle and small sized entrepreneurial enterprises within the Entrepreneurship Fund and raised specific suggestion for further cooperation.

2012年3月27日

杨浦区副区长陈宇剑来创业基金会调研，充分肯定创业基金会在探索大学生科技创业服务的实践。

March 27th 2012

Yujian Chen, deputy director of Yangpu District came to investigate the study and the Entrepreneurship Fund. He fully affirmed the financial service chains established by the Fund in exploring the practice of students' science and technology entrepreneurial service.

2012年3月30日

全国人大副委员长、创业基金会会长严隽琪、时任上海市委副书记殷一璀，专题调研上海泰坦化学有限公司发展情况。严隽琪、殷一璀充分肯定了泰坦化学五年来的发展历程和创业基金会所起的积极作用，要求基金会不仅要资助创业企业，而且要引入市场的力量和融资的力量，帮助企业规范、高速的成长，并希望泰坦化学发展成为一个受人尊敬的创新型企业，体现创业对于上海“创新驱动、转型发展”的重要价值。

March 30th 2012

Junqi Yan, vice chairman of NPC and president of Entrepreneur Fund association, Yicui Ying--Deputy secretary of the Shanghai municipal Party committee, conducted a special research study regarding the development of Shanghai Titan Chemical Co. Ltd. Junqi Yan and Yicui Ying fully affirmed the 5-year development progress of Titan Chemical, and the positive role of the Entrepreneur Fund Association. They requested the Fund association to make full use of the power they had of supporting entrepreneurial enterprises, lead to the market and financing, in order to help enterprises grow regularly and rapidly. They expect Titan Chemical to grow into a listed company of high esteem and demonstrate the important contribution which can be provided by entrepreneurship in "driving innovation and transforming development" in Shanghai.

2012年4月6日

杨浦区区委常委、杨浦区副区长朱勤皓来创业基金会调研，希望创业基金会以实训基地孵化南楼为载体，展示创业企业的形象，杨浦区将全力支持创业基金会的长期发展。

April 6th 2012

Qinhao Zhu, committee of Yangpu District and the deputy mayor of Yangpu District came to investigate and study the Fund. He expects the Fund to be a good demonstration for an entrepreneurship enterprise using the south incubation building. Yangpu District will fully support the long-term development of the Fund.

2012年4月12日

时任上海市政府副秘书长翁铁慧召开市政府专题会议，研究大学生创业工作，会议研究明确了创业基金会可持续发展的有关政策。

April 12th 2012

Tiehui Weng, the former deputy general secretary of Shanghai Government held the thematic meeting to study university students' entrepreneurial work. Policies regarding sustainable development of the Entrepreneurship Fund were studied and clarified in the meeting.

大事记

Chronicle of Events

2012年5月7日

杨浦区副区长唐海东来创业基金会调研，充分肯定创业基金会取得的工作成效以及为打造“创业杨浦”做出的贡献。

May 7th 2012

Haidong Tang, deputy mayor of Yangpu District came to investigate and study the Entrepreneurship Fund and fully affirmed the achievement of the Fund and its contribution to create “Entrepreneurial Yangpu” .

2012年5月30日

国家发改委副主任连维良率领专题调研组，专程到创业基金会调研上海大学生创新创业工作。连维良充分肯定创业基金会的工作，要求创业基金会重视培养各类创业人才，鼓励联合社会、市场力量和市场建立支持创业的机制建设创业服务体系的建设，建立并完善具有可持续性创业服务体系。

May 30th 2012

WeiLiang Lian, deputy director of National Developing and Transforming Association led a special research study team looking at the innovative entrepreneurial work of Shanghai university students. WeiLiang Lian fully affirmed the work of Entrepreneur Fund Association and requested the Association to pay attention to all different types of entrepreneurship talents. He encouraged them to connect social and market forces, as well as the market environment to support entrepreneurship, and also the entrepreneurship service system to make sure a sustainable entrepreneurship service system is established.

2012年7月5日

“2012中国首届创新创业大赛”正式启动，大赛分为初创企业组、成长企业组和创业团队组，历时6个月。

July 5th 2012

“The first China Innovative Entrepreneur Competition 2012” was officially launched. The competitions had the initial stage enterprise group, maturing enterprise group and entrepreneurial team group. The competitions lasted for 6 months.

2012年8月16日

创业基金会入住国定东路200号创业接力大楼,正式启动以“天使投资人投资+创业接力引导基金配投+孵化服务”的“三位一体”投资孵化服务模式。

August 16th 2012

The entrepreneur relay offices are located on No.200 East Guoding Road, and officially started the “three-in-one” service model of investment incubation, which comprises of “angel investors + Venture Relay Directional Fund dosing + incubation services” .

2012年8月18日

国家人保部副部长王晓初在市人保局局长周海洋、杨浦区副区长朱勤皓的陪同下，赴创业接力大楼调研。

August 18th 2012

Accompanied by Haiyang Zhou, director of municipal HR and the Social Security Bureau and Qin hao Zhu, deputy mayor of Yangpu District, Xiaochu Wang, deputy director of national HR and social security Ministry.

2012年9月7日

由创业接力基金投资的新眼光医疗器械公司通过中国证券业协会备案确认，正式挂牌新三板，公司代码430140。新眼光医疗器械公司由此也成为了新三板扩容后首批挂牌的6家企业之一。创业接力基金于2011年10月投资于新眼光医疗器械公司。

September 7th 2012

Shanghai New Vision Medical Equipment Incorporated Company Ltd. was funded by the Entrepreneurship Relay Fund, and approved by the Security Association of China and has been officially listed within the new third panel, and its company code is 430140. This company has become one of the 6 enterprises that had an initial public offering (IPO) after expansion of the new third panel. The Entrepreneurship Relay Fund invested in the New Vision Medical Equipment Incorporated Company Ltd. in October 2011.

2012年9月19日

国家人保部尹蔚民部长一行来创业接力大楼调研，鼓励创业基金会做大公益，以创业带动更多的青年就业。

September 19th 2012

Weimin Yin, minister of the National Ministry of human resources and social security, and his subordinates carried out a research study on the Entrepreneurship Relay Building. He encouraged the entrepreneurship foundation association to expand public services in order to improve youth employment opportunities.

2012年9月18日

市经信委副主任傅新华、市中小办主任吴文一行来创业接力大楼调研，鼓励创业基金会面向大学生青年创业群体大力开展创业宣传、教育、资助服务，更好地为初创期科技类中小企业服务。

September 18th 2012

The team led by Xinhua Fu, deputy director of municipal economy and information commission and Wen Wu, director of municipal middle and small enterprises office came to study the entrepreneurship relay building. They encouraged the Fund to implement strong dissemination; education and funding services towards the young entrepreneurial groups that consisted of university students, to provide better service for those small to medium sized science and technology enterprises during their early stages.

大事记

Chronicle of Events

2012年10月19日

首期EFG企业成长营在创业接力大楼一楼正式开营，来自早期成长阶段的36家创业企业CEO接受EFG创业实验室号脉把方。

October 19th 2012

The first EFG enterprise growth campaign was officially launched on the first floor of the Entrepreneurship relay Building. CEOs from 36 enterprises within their initial growth phase accepted the diagnosis from the EFG entrepreneurship lab.

2012年10月26日

市政府副秘书长蒋卓庆一行在市人保局局长周海洋、杨浦区委书记陈寅、区长金兴明等陪同下，赴创业接力大楼调研。

October 26th 2012

Zhuoqing Jiang, deputy general secretary of the municipal government accompanied by Haiyang Zhou, director of municipal HR and Social Security Bureau, Yin Chen, secretary of Yangpu District communist party committee and Xingming Jin, Mayor of Yangpu District, came to investigate the Entrepreneurship Relay Building.

2012年11月9-16日

2012创业周暨全球创业周中国站在上海举行，本届创业周以孵化2.0为主题，全国人大副委员长、创业基金会会长严隽琪出席开幕式、上海市副市长姜平代表市政府致词，市金融办主任方星海和联想控股有限公司董事长柳传志分别作了关于天使投资的主题演讲，创业基金会与联想集团共建的联想之星上海基地正式揭牌，创业基金会与香港理工大学和中欧国际工商学院设立分基金会正式启动，泰坦科技、同臣环保、新眼光、茶马古道、美妆魅客等一批初创企业获优秀创业企业奖。

November 9th-16th 2012

The "Global Entrepreneur Week 2012 China station" was held in Shanghai. The topic of the Entrepreneur Week was incubation2.0. Junqi Yan, vice chairman of the NPC and the president of the Entrepreneurship Fund attended the opening ceremony. Ping Jiang, deputy mayor of Shanghai gave a speech on behalf of the municipal government. Xinghai Fang, director of the municipal financial office and Chuanzhi Liu, chairman of Lenovo Co., Ltd both gave thematic speeches regarding Angel Investment. The Shanghai base of Lenovo Star, which is jointly founded by the Fund and Lenovo was officially inaugurated. The sub Fund, which was jointly founded by the Fund and HK Polytechnic University as well as CEIBS was officially launched. Start-ups such as Titan Technology, Tongcheng Environment Protection, New Vision, Tea Horse Road and Beauty Charm Guest were given the award of Outstanding Entrepreneurial.

2012年11月13日

创业基金会秘书长张德旺与香港理工大学行政副校长杨伟雄签署合作备忘录，全国人大常委会副委员长，创业基金会会长严隽琪和香港理工大学校董会主席杨敏德、校长唐伟章出席签约仪式。双方将合作试点设立“上海市大学生科技创业基金会香港理工大学分会”，开展创业资助及相关活动。双方自2012起，每年各投入100万元人民币，为期三年，合计出资600万元人民币，以无偿形式直接资助香港大学生在香港、上海、深圳开展创业实践。

November 13th, 2012

Cooperation memorandum was signed between Dewang Zhang, general secretary of the Entrepreneurship Fund and Weixiong Yang, executive deputy principal of HK Polytechnic University. Junqi Yan, vice chairman of the NPC and the president of the Entrepreneurship Fund, Minde Yang, the university board chairman of HK Polytechnic University and Weizhang Tang, principal of HK Polytechnic University attended the opening ceremony. Both parties would jointly establish the "HK Polytechnic University branch of Shanghai University Students Science and Technology Entrepreneurship Fund" pilot and carried out entrepreneurship founding as well as other related activities. Since 2012, both parties invested RMB 1 million per year and the total amount would be RMB 6 million in 3 years to support entrepreneurial activities of HK university students in HK, Shanghai and Shenzhen.

2012年12月3日

创业基金会召开第二届理事会第二次会议。全国人大常委会副委员长、基金会会长严隽琪、各理事、监事、秘书处负责同志出席会议。会议充分肯定了基金会2012年工作成效和5年发展战略规划，会议审议通过修订《基金会章程》、《基金管理办法》，增资创业接力公司和基金会运营管理有关事项。会议要求基金会要进一步抓住发展机遇，要把握好公益与市场的关系，深入思考妥善解决业务功能定位，以“天使基金”、“创业接力”双轮驱动探索创业服务新业态，引导社会资源、运用市场化方式实现发展。

December 3, 2012

Venture fund held the second meeting of the second council. Vice chairman of the NPC Standing Committee, the directors, supervisors, the Secretariat attended the meeting. Meeting fully affirmed the achievements and the fund in 5 years development strategy planning, meeting of the revised " fund management approach ", capital and entrepreneurship relay companies and fund management related matters. Meeting the requirements of foundation to further grasp the development opportunities, to grasp the relationship between the public and the market, in-depth thinking properly solve business functions, with " Angel Fund ", " entrepreneurial relay " two-wheel drive to explore innovation service of new formats, and guide social resources, using market means to achieve development.

2012年12月26日——27日

创业基金会召开2012年总结和2013年计划会议。各部门负责人分别总结了2012年度重点工作完成情况，规划研究部解读了委托罗兰贝格战略咨询公司制定的创业基金会战略咨询报告，会议主要讨论并明确了2013年度各部门的计划和预算情况。

December 26th-27th 2012

The Entrepreneurship Fund held the annual meeting to review 2012 and plan for 2013. All departmental heads summarized the progress of key tasks in 2012. The Planning and Study Department interpreted the strategic consulting report of the Entrepreneurship Fund made by Roland Berger Strategy and clarified the positioning and strategic implementation of the Fund, aiming to create an integrated open entrepreneurship platform to gather social resources and carry out business operations as well as providing entrepreneurship services. Within the conference, the year's plan and 2013 budget for each department was discussed and confirmed.

财务报告

上海市大学生科技创业基金会 2011年度工作报告摘要

上海市大学生科技创业基金会2011年度工作报告经登记管理机关审查同意，现予摘要公布。年度工作报告全文请查阅“上海市社会团体管理局政务网站”（网址：www.shstj.gov.cn）。

一、基本信息

基金会名称	上海市大学生科技创业基金会			登记证号	沪民社基证字第0068号
业务范围	募集、管理基金，资助大学生科技创业项目、组织创业教育、创业联盟、公益宣传				
成立时间	2006年8月15日	业务主管单位	上海市科学技术委员会		
法定代表人	张德旺	原始基金数额	2000万	基金会类型	公募基金会
住 所	杨浦区国定东路200号2号门5号楼3楼		邮政编码	200433	
联系电话	021-5523 1818	网址	www.stefg.org		

二、公益活动情况摘要

1. 接受捐赠、提供资助

单位：元

项 目	现金	非现金折合	合计
一、本年度捐赠收入	1,137,674.00		
其中：开展募捐活动取得的收入			
二、本年度用于公益资助项目的支出	9,190,000.00		

2. 公益支出（公募基金会）

单位：元

项 目	数 额
上年度总收入	94,844,724.81
本年度总支出	13,322,600.80
本年度用于公益事业的支出	11,263,563.92
工作人员工资福利支出	1,321,378.09
行政办公支出	734,374.37
公益事业支出占上年度总收入的比例	11.88%
工作人员工资福利和行政办公支出占总支出的比例	15.43%

三、财务会计报告摘要

资产负债表摘要（2011年）

单位：元

资产	年初数	期末数	负债和净资产	年初数	期末数
流动资产	534,481,057.67	338,401,730.11	流动负债	97,198.38	142,709.77
其中：货币资金	339,361,445.16	274,701,183.27	长期负债		
长期投资	12,768,578.69	371,324,754.98	受托代理负债		
固定资产	1,218,923.07	1,047,258.81	负债合计	97,198.38	142,709.77
无形资产	6,279.00	8,952.97	限定性净资产	537,561,739.42	690,727,693.70
受托代理资产			非限定性净资产	10,815,900.63	19,912,293.40
			净资产合计	548,377,640.05	710,639,987.10
资产总计	548,474,838.43	710,782,696.87	负债和净资产总计	548,474,838.43	710,782,696.87

业务活动表摘要（2011年）

单位：元

项 目	非限定性	限定性	合计
一、本年收入	16,295,041.06	159,289,906.79	175,584,947.85
其中：捐赠收入	150,000.00	987,674.00	1,137,674.00
政府补助收入	50,000.00	156,630,000.00	156,680,000.00
投资收益	14,278,330.71		14,278,330.71
二、本年费用			
（一）业务活动成本	5,139,611.41	6,123,952.51	11,263,563.92
（二）管理费用	2,055,752.46		2,055,752.46
（三）筹资费用			
（四）其他费用	3,284.42		3,284.42
三、限定性净资产转为非限定性净资产			
四、净资产变动额（若为净资产减少额，以“-”号填列）	9,096,392.77	153,165,954.28	162,262,347.05

四、审计报告结论

经会计师事务所审计的审计报告结论：

我们认为，大学生基金会财务报表在所有重大方面按照《基金会管理条例》和《民间非营利组织会计制度》的规定编制，公允反映了大学生基金会2011年12月31日的财务状况以及2011年度的业务活动成果和现金流量。

审计机构：上海众华沪银会计师事务所有限公司
2012年3月31日

五、监事意见

同意审计 报告意见。

监事：王兴放、樊美萍
2012年4月25日

