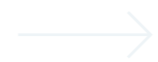




2015 年度报告 ANNUAL REPORT

2015 - 年度报告 ANNUAL REPORT

2016



2014

2013

2012

2011

2010

2009

2008

2007

2006



2015 ANNUAL REPORT

综述

Reviews

创业·共享

2015年，创业热词频现：互联网+、众创、众筹、众包、O2O.....

创业领域：新经济、新产业、新模式、新产品.....“新”字扑面而来，但几乎都紧扣了一个核心——共享。

世界正变得扁平，藩篱被打破，层级被解构，一切都在联接。那种独善其身、闭门造车的创业方式，正被互通、互联、共享的众创格局所取代。

共享时代下的创业，资源高效重组，信息快速传递。资金上，互联网金融、股权众筹、科创板、全国新三板分层.....脱颖而出，为创业加油添薪；空间上，政府、机构大力打造各种众创模式，解决创业者刚需；技术上，大数据、云平台，使创业从零到一，变得迅速、便捷、智能。

共享是一种思想深度。从原始人类的生存，到现代社会的繁荣，人从来就不是以茕茕子立的个体而存在，创业更是如此，唯有将自己的诉求将他人的利益相连，将自己的优势与社会的资源相融，自己的梦想与民族的富强相通，才能走得更快，行得更远。

2015年，“大众创业、万众创新”首次写入中央政府工作报告；上海出台了加快建设全球科技创新中心相关的22条意见。在中国，在上海，创新创业正获得空前支持。创业与国家的命运休戚相关，正被插上全社会共助共享的“隐形翅膀”。

过去的一年，创业基金会融入“共享”、收获“共享”：分会增加至22家；天使伙伴专项基金合作方增加至28家；训练营学员新增360名，累计共1500余名；天使基金资助项目新增281个，累计1330个，超过30家的天使基金资助企业共获得逾100亿元后续融资，得到了社会资本的持续支持；2015全球创业周中国站，1周内30家创业服务机构举办了75场创业活动，超过万名创业者参与其中。创业基金会所属创业接力集团管理投资资金超过10亿元，一半以上来自民营，投资项目超过100个，累计超过10家登陆新三板。

“创业·共享”，让我们和创业者一起，以共享的精神和姿态，翻开更美的创业篇章。

@创业基金会

传真 Fax：86-21-5523-8533

电话 Tel：86-21-5523-1818

网址 Web：www.stefg.org

地址 Add：上海市杨浦区国定东路200号

创业接力大楼（5号楼）3楼

3/F, Building 5, 200 East Guoding Road, Yangpu District, Shanghai, 200433, P.R.C



2015 年度报告 ANNUAL REPORT



Sharing • Entrepreneurship

The year of 2015 saw the emergence of many entrepreneurship related catchwords, such as Internet+, popular innovation, crowdfunding, crowdsourcing, O2O ...

New economy, new models, new products ... in the entrepreneurship sector all glitter with "new" and mostly center on sharing.

The world is becoming more flat, barriers are being broken, and hierarchies are being deconstructed – everything is getting connected. The entrepreneurial way of working behind closed doors is being replaced by the popular innovation pattern featuring interconnectedness and sharing.

For entrepreneurship in the age of sharing, resources are efficiently reorganized and information is quickly transmitted. In terms of funds, Internet finance, equity crowdfunding, new technology innovation board, stratification of the New Three Board ... arise to fuel entrepreneurship; in terms of space, governments and institutions create various group innovation models to address entrepreneurs' rigid demands; in terms of technology, big data and cloud platform enable start-ups to grow more quickly, conveniently and smartly from scratch.

Sharing is a deep thought. Human beings never exist solitarily from the survival of the hominids to the prosperity of modern society. The same is true of entrepreneurship. Only entrepreneurs who link their wishes to others' interests, integrate their advantages with social resources and connect their dreams to national prosperity can grow faster and go farther.

This year, "to encourage people to start their own business and to make innovations" was mentioned in the work report of the central government for the first time; Shanghai issued 22 opinions on accelerating the construction of a global science & technology innovation center. In China, especially in Shanghai, innovation and entrepreneurship is now receiving unprecedented support. Entrepreneurship is closely related to the destiny of the country and is now being given "invisible wings" from society-wide cooperation and sharing. In the past year, EFG integrated into "sharing" and benefited from "sharing": the number of EFG branches rose to 22; the number of Angel Partners increased to 28; 360 new trainers were added to Training Camp, and the cumulative number of trainees rose to more than 1,500; 281 new projects were financed by Angel Fund, and the cumulative number of projects financed by Angel Fund reached 1330, and over 30 enterprises financed by Angel Fund totally obtained more than RMB10.0bn of follow-up financing, which showed continued support from social capital; during the one-week-long 2015 Global Entrepreneurship Week China, 30 entrepreneurship service institutions staged 75 entrepreneurial activities which attracted the participation of more than 10,000 entrepreneurs; the size of investment funds under management of Shanghai Technology Entrepreneurship Platform Finance Group Co., Ltd. ("STEP Holdings"), an affiliate of EFG, exceeded RMB1.0bn, half of which came from private capital, and STEP Holdings invested in over 100 projects, over ten of which have been already listed on the New Third Board.

With the concept of "entrepreneurship • sharing", let's join hands with entrepreneurs to open a new page of entrepreneurship in the sharing spirit and attitude.



创业倡导

全球创业周:
全球创业周由 160 个国家共同参与, 覆盖 17 个省, 123 个城市, 累计参与人数超过 41 万。

GCC:
GCC, 全称 Global Entrepreneurship Week Campus Center, 以高校创业类社团为对象, 开展创业活动。

上海天使投资俱乐部:
上海天使投资俱乐部成立于 2008 年, 汇聚一批投资早期创业企业的天使, 搭建切磋交流和投资的平台。

上海大学生创业者协会(筹):
2015 年初, 由上海市教委牵头成立, 旨在通过汇聚社会各界资源, 为大学生创业者们搭建一个相互交流、资源对接的平台。

创业教育

创业谷 Entrepreneurship Bootcamp

创业谷由创业基金会于 2010 年发起, 旨在通过公益集训的方式, 在全球范围内发现并培育创业者, 截至 2015 年底, 共举办了 24 期课程, 培养了近 1500 位创业者。

研究生计划 Graduate Project

由上海市教委指导, 创业基金会主办, 旨在促进研究生创新创业人才培养, 包含“自我认知”、“商业启蒙”和“创业实践”等培养模块。三年来, 共计孵化 326 个项目, 其中 120 个项目成立公司, 75 个项目获得了天使基金的资助。

EAC 创业力评鉴

由上海创业力评鉴中心依托创业基金会数据平台, 构建千人级常模, 以及创业特质模型, 融合现代心理学理论, 为创业者及其团队提供人本服务, 重塑一颗至强创业之心!



三项业务

创业资助

雏鹰计划

雏鹰计划是指 EFG 委托金融机构向创业者发放免息免抵押小额贷款的模式, 适用金额需求较小、现金流有一定保障的各类创业项目。资助额度不超过 20 万元, 资助期 3 年, 创业者按 36 个月等额本金还款。

雄鹰计划

雄鹰计划是指 EFG 委托代持孵化机构以投资入股创业企业的资助模式。适用有技术或商业模式创新、成长性较高的项目。资助额度不超过 50 万元, 资助期 3 年, 代持机构所持股权不参与分红, 资助期满原价退出。

天使基金 Angel Fund

目录 CONTENTS



55

附录
Appendix



47

文化建设
Organization Culture



35

共享·接力
Sharing · Relay



23

共享·倡导
Sharing · Advocacy



09

共享·教育
Sharing · Education



03

共享·资助
Sharing · Funding



01

综述
Reviews

共享·公益

Sharing · Public Services

什么是公益？

有人说，市场是最大的公益，因为它让资源的分配更加效率化。

也有人说，公益是对弱势群体的扶持，但问耕耘，不问收获。

都对，但都不全对。

市场这双看不见的手无处不在，润物无声间，一切悄悄变得高效、有序。然而，效率并非是永恒的主题，市场并非是万能的，于是，也便有了公益。

公益并非是仅有一颗奉献之心就能做好的，我们宽容失败，但我们并非埋头耕耘，不问收获。因为做公益不是为了寻求一种道德优越感，我们，是来解决问题的。

公益同样需要效率，我们问收获，只因我们想做得更好。

2015年，共享的浪潮席卷四海。我们的创业服务产品经过了共享理念的洗礼和春夏秋冬的历练，不论是定位于创业倡导业务的全球创业周系列活动，还是侧重于创业教育业务的创业谷创业训练营、研究生创新创业培养计划，特别是定位于创业资助的核心产品“雏鹰计划”、“雄鹰计划”，共享经验，让公益做得更精；共享资源，让公益的受众更广；共享文化，让公益变得更具效率；2015年，天使基金资助量再创新高，全年资助企业超过280个、资助金额近5000万元、所资助企业注册资金超过5亿元。

登高而招则见者远；顺风而呼而闻者彰。我们，始终用创业的心态助力创业者启航、陪伴创业者成长。

休叹涧底松，
莫羨山上苗。
愿为千里风，
送君上青霄！

What is public service?

Some people argue that market is the single largest public service because it realizes more efficient resource allocation.

And some people think that public service means support for vulnerable groups and also means paying more attention to the cultivation than to the harvest.

Both notions are correct but not absolutely correct.

The invisible hand of market is so ubiquitous and powerful that somehow everything becomes efficient and orderly. However, efficiency is not always the eternal theme and market is not always omnipotent. Therefore, public service occurs naturally.

Public service does not succeed simply with a heart of devotion. We tolerate failure, but we are not the people who care about efforts but ignore the harvest. In our opinion, public service is not about pursuing moral superiority. We are here to solve problems.

Public service also involves efficiency. We care about the harvest, for we want to do a better job.

The year of 2015 saw the wave of sharing sweeping the whole world. All of our entrepreneurship services and products, including Global Entrepreneurship Week China activities focused on entrepreneurship advocacy, Entrepreneurship Valley Training Camp and Postgraduate Students' Innovative and Entrepreneurial Capabilities Development Project focused on entrepreneurship education, and especially "Eaglet Program" and "Eagle Program", core products dedicated to entrepreneurship funding, benefited from the sharing concept throughout the year.

The sharing of experience refined public service; the sharing of resources broadened the coverage of public service; the sharing of culture made public service more efficient. In 2015, Angel Fund created a record high on funding size by funding a total of 280+ enterprises (whose registered capital totaled more than RMB500mn) in the cumulative amount of nearly RMB50mn.

If you wave on a high hill, people far away can still see you; if you shout in the downward direction, people can hear you clearly. We always maintain an entrepreneurial mentality while assisting entrepreneurs set sail and accompanying them during their business growth.

You need not marvel at the pine at the bottom of a valley or the tree at the mountaintop. We'd like to be the strong wind helping you fly high in the blue sky.

共享 Sharing 2015 天使基金 Angel Fund



2015年天使基金申请量959个，资助项目281个，达到历年最高水平，这说明了大学生创业热情逐年高涨，也侧面反应了我们的公益资助效率的提升。

“合作+共享”，打造创业资源平台。今年我们新增两个分会，浦东分会和上海师范大学分会，动员政府、高校更多的社会资源关注大学生创业。天使伙伴专项基金新增十四个合作方，众创空间、投资机构、创业媒体等创业服务机构也相继为大学生创业者助力加油。

“规范+创新”，提升公益资助效率。今年我们发布天使基金产品手册，建立资助项目信用管理办法、档案管理办法，优化申请系统，建立雏鹰计划资助绿色通道，向管理要效率要增量。同时，优化雏鹰计划的资助期及还款方式，提升天使基金的资金拨付效率。

2016年，天使基金将走得更远！

In 2015, Angel Fund received 959 applications and funded 281 projects, which reached a record high. This showed a continued surge in graduates' passion for entrepreneurship year over year and also reflected the improvement of our public-service funding efficiency.

“Cooperation +Sharing” helps forge the entrepreneurial resources platform. This year we had two new branches, namely Pudong Branch and Shanghai Normal University Branch, which showed our efforts to mobilize more social resources like governments and colleges/universities to pay attention to graduate entrepreneurship. Angel Partner Fund welcomed 14 new partners, and entrepreneurship service institutions including group innovation spaces, investment institutions and entrepreneurship media also assisted the growth of graduate entrepreneurs.

Standardization + innovation boosts public funding efficiency. This year, we increased our management efficiency by releasing Angel Fund product manual, establishing the measures for administration of credit and archives, optimizing the application system and setting up a green channel of Eaglet Program funding. Meanwhile, we improved the funding period and repayment method of Eaglet Program and enhanced the fund appropriation efficiency of Angel Fund.

Angel Fund will go farther in 2016!

我们做什么 WHAT WE DO

上海市大学生科技创业基金是不以营利为目的,公益性的创业“天使基金”,也是培育自主创新创业企业的“种子基金”。“天使基金”下设两种创业资助计划:“雏鹰计划”、“雄鹰计划”,对青年创业者提供资金的帮助,并提供相应的后续支持与服务。目前已设立复旦大学、上海交通大学、同济大学等共22个分基金会。

Shanghai Technology Entrepreneurship Foundation for Graduates (EFG) is a nonprofit entrepreneurship oriented “Angel Fund”, and is also a “seed fund” that fosters independently innovative, startups. “Angel Fund” has two entrepreneurship funding programs: “Eaglet Program” and “Eagle Program”, which both provide young entrepreneurs with financial aid as well as corresponding follow-up support and services. EFG now has a total of 22 branches including Fudan University, Shanghai Jiaotong University and Tongji University branches.

项目共享 SHARING PROJECTS

天使伙伴专项基金

Angel Partner Fund

2013年6月起,创业基金会联合天使伙伴(早期投资孵化机构、创业园区、个人天使投资人等)共同对具有科技含量和商业模式创新的创业项目给予天使基金资助。天使伙伴一般需要具备专业早期投资经验和良好的过往投资业绩。创业者可通过天使伙伴的推荐直接申请天使基金。截至2015年底,创业基金会天使伙伴已达28家,这些合作方包括:

- 早期投资孵化机构:苏河汇、iDream、小马创业村、接力零号湾、接力天使、接力基金、源创力、追梦创业坊、嘉定手游孵化器、联通创投、浦东软件园、临港ME创公社、游族创业空间、新联纺、创智空间 iSpace、宏慧创意、迎智集团、方糖社区、鸵鸟电台、题梦创客空间、奇异果创客空间
- 创业孵化园区:财大科技园(虹口)、财大科技园(杨浦)、莘闵高新园区、闵行科科创企业联合会(原YBC)、漕河泾新兴科技园区
- 创业培训机构:中欧商学院、新华都商学院

Since June 2013, EFG has joined hands with Angel Partners (including early-stage investment incubators, venture parks and individual angel investors) to grant angel funds to entrepreneurship projects with technological content and business model innovation. Angel Partners are generally required to have professional early-stage investment experience and good track record of investment. Entrepreneurs may apply for angel funds simply with recommendation from an Angel Partner. By the end of 2015, EFG has a total of 28 angel partners, including:

Early-stage investment incubators: SuHeHui, iDream, Xiaoma Entrepreneurship Village, STEP+neoBay, Relay Angel, Relay Fund, Yuanchuangli, Chasing Dreams Entrepreneurship Workshop, Jiading Mobile Game Incubator, China Unicom Venture Capital, Pudong Software Park, Lingang ME-works, Youzu Innovation and Entrepreneurship Center, New Union Textra, iSpace, Honghui Creative, Yingzhi Group, Founder, Tuoniao.fm, Timeng Hackerspace, Kiwi Space.

Startup incubation parks: Shanghai University of Finance & Economics Science Park (Hongkou), Shanghai University of Finance & Economics Science Park (Yangpu), Xinmin Hi-Tech Park, Minhang Federation of Science & Technology Innovation Enterprises (formerly YBC), Caohejing Emerging Technology Park.

Entrepreneurship training institutions: China Europe International Business School, New Huadu Business School.

成果 ACHIEVEMENTS

创业项目数据申报及资助情况

创业基金会成立至2015年底,累计受理创业项目申请共5002项,已资助项目1330项,累计已资助金额2.45454 亿元。

2015年,各分会受理创业项目申请共959项,已资助项目281项,其中债权242项,股权22项,香港理工大学项目17项,已资助金额4794.5万元。

Data on application and funding of entrepreneurship projects

Between EFG's founding and the end of 2015, EFG accepted a total of 5002 entrepreneurship project applications and funded 1330 projects with cumulative funding of RMB245.454mn.

In 2015, all branches accepted a total of 959 entrepreneurship project applications and funded 281 projects including 242 credit financing projects, 22 equity financing projects and 17 projects from The Hong Kong Polytechnic University, with cumulative funding of RMB47.945mn.

典型案例: Typical Cases:

企业名称: 上海拉扎斯信息科技有限公司

申请人: 张旭豪

资助分会: 上海交通大学分会

资助及退出时间: 2010年7月-2011年6月

企业业绩:



公司注册资本100万元,成立之初获天使基金25万元资助。主要从事“饿了么”网络订餐平台的管理运营,现已成为国内最大的外卖服务平台,市场占有率超过40%。公司先后获得阿里巴巴、腾讯、红杉资本、京东等超过20亿美元的投资,公司估值已达45亿美元。

Enterprise name: Shanghai Rajax Network Technology Co., Ltd.

Applicant: Zhang Xuhao

Funding branch: Shanghai Jiaotong University Branch

Funding and exit time: July 2010 – June 2011

Enterprise performance:

With a registered capital of RMB1.00mn, ele.me received a fund of RMB250,000 from Angel Fund at the beginning of its incorporation. It is chiefly engaged in management and operation of “ele.me” online meal ordering platform and is now China's largest food delivery service platform with a market share of more than 40%. Ele.me got total investment of more than USD2.0bn from Alibaba, Tencent, Sequoia Capital and JD, and its company valuation reaches USD4.5bn.

企业名称: 上海泰坦科技股份有限公司

申请人: 谢应波

资助分会: 市创业中心分会

资助及退出时间: 2007年10月-2009年12月

企业业绩:



泰坦科技成立之初获天使基金20万元资助,后获得外部投资人三轮投资。主营业务为为科研工作者和质量控制人员提供一站式实验产品与配套服务。先后获得国家高新技术企业、上海市科技小巨人培育企业、上海市创新型企业、全国十家2012年度最具成长价值企业称号。于2015年12月在“新三板”挂牌,股票代码为835124,交易方式为协议交易。

Enterprise name: Shanghai Titan Scientific Co., Ltd.

Applicant: Xie Yingbo

Funding branch: Shanghai Technology Innovation Center Branch

Funding and exit time: October 2007- December 2009

Enterprise performance:

Titan obtained RMB200,000 fund from Angel Fund upon incorporation and later secured Series-3 investment from external investors. Its principal business is providing one-stop laboratory products and supporting services for scientific researchers and quality control personnel. Titan successively received such honorary titles as National High Technology Enterprise, Shanghai Sci-Tech Giant Enterprise (under Fostering), Shanghai Innovation Enterprise, and one of Top 10 Enterprises with Growth Value in China of 2012. In December 2015, Titan was listed at the “New Third Board” with stock code of 835124 and trade mode being trade by agreement.

企业名称: 上海灵信视觉技术股份有限公司

申请人: 陈大明

资助分会: 上海大学分会

资助及退出时间: 2006年8月-2010年6月

企业业绩:

上海灵信成立之初获天使基金30万元资助,后被认定为国家高新技术企业、上海市软件企业和上海市小巨人培育企业。灵信视觉专注于提供LED多媒体显示解决方案,通过青奥会、亚运会等重大活动,参与高铁机场、地铁、智慧城市等重大项目。2015年11月9日在“新三板”挂牌,证券代码为834110。

Enterprise name: Shanghai LISTEN Information Technology Co., Ltd.

Applicant: Chen Daming

Funding branch: Shanghai University Branch

Funding and exit time: August 2006 – June 2010

Enterprise performance:

LISTEN received RMB300,000 fund from Angel Fund upon incorporation and was later named national high technology enterprise, Shanghai software enterprise and Shanghai Sci-Tech Giant enterprise (under fostering). LISTEN is focused on providing LED multimedia display solutions and has participated in high-speed rail, airport, subway and smart city projects through major events like Young Olympic Games and Asian Games. On November 9, 2015, it was listed at the “New Third Board” with stock code of 834110.



企业名称: 上海绿度信息科技股份有限公司

申请人: 邹晓明

资助分会: 上海大学分会

资助及退出时间: 2011年5月-2013年7月

企业业绩:

上海绿度成立之初获天使基金10万元资助,专注于农业信息化与食品安全领域中的软件研发、系统集成、智能应用和信息服务,致力推动国内农产品安全追溯监管平台和农业信息化应用体系的建设。公司通过了上海市软件企业、上海市高新企业、ISO9001质量管理体系等资质认定。2015年11月27日在“新三板”挂牌,证券代码为834357。

Enterprise name: Shanghai Greenmarks Information Technology Co., Ltd.

Applicant: Zou Xiaoming

Funding branch: Shanghai University Branch

Funding and exit time: May 2011 - July 2013

Enterprise performance:

Greenmarks, which got RMB100,000 fund from Angel Fund, is focused on software development, system integration, intelligent application and information service in agricultural information technology and food safety and is committed to advancing the construction of domestic agricultural product safety traceability monitoring platform and agricultural information technology application system. It also passed such qualifications as Shanghai software enterprise, Shanghai high technology enterprise and ISO9001 quality management system. On November 27, 2015, Greenmarks was listed at the “New Third Board” with stock code of 834357.



创业项目数据申报及资助情况 (2015-01-01至2015-12-31)

Data on application and funding of entrepreneurship projects (Jan. 01, 2015 ~ Dec. 31, 2015)

分会 Branch	已申报 Applied For	已资助 Funded		已注册 Registered	
	数量 Qty	数量 Qty	金额(万元) Amount (Ten Thousand Yuan)	数量 Qty	金额(万元) Amount (Ten Thousand Yuan)
东华大学分会 Donghua University Branch	39	10	140	12	860
电力学院分会 Shanghai University of Electric Power Branch	11	2	35	3	150
对外贸易大学分会 University of International Business and Economics Branch	8	3	40	4	163
复旦大学分会 Fudan University Branch	66	11	145	13	1306.67
奉贤光明专项基金 Fengxian Bright Fund	18	4	60	6	865
工程技术大学分会 Shanghai University of Engineering Science Branch	60	25	440	26	3622
华东理工大学分会 East China University of Science and Technology Branch	35	17	360	15	1170
华东师范大学分会 East China Normal University Branch	31	8	160	7	710
华东政法大学分会 East China University of Political Science and Law Branch	7	0	0	1	100
交大安泰专项基金 ANTAI Fund	25	12	330	12	1690
交通大学分会 Shanghai Jiaotong University Branch	28	3	55	3	65
浦东分会 Pudong Branch	107	38	735	43	7692
上海大学分会 Shanghai University Branch	58	12	150	19	1350
上海理工大学分会 University of Shanghai for Science and Technology Branch	21	7	70	7	470
上海师范大学分会 Shanghai Normal University Branch	0	0	0	0	0
市创业中心分会 Shanghai Technology Innovation Center Branch	47	3	60	3	300
松江分会 Songjiang Branch	35	5	55	5	2253
视觉艺术专项基金 Visual Art Fund	34	3	30	3	210
天使伙伴专项基金 Angel Partner Fund	245	81	1445	85	24552
同济大学分会 Tongji University Branch	45	20	379	18	3040
香港理工大学分会 The Hong Kong Polytechnic University Branch	39	17	105.5	17	1596
总计 Total	959	281	4794.5	302	52164.67

共享·教育

Sharing·Education

2015年，创业基金会借助开放的平台和共享的理念，汇聚各方优质创业教育资源，倡导创业精神，提升创业能力。

这一年，我们邀请知名专家，做精创业谷“创业训练营”课程；我们升级研究生创新创业能力培养计划；我们开辟“创心之路”，创立上海创业力评鉴中心；我们依托高校社团“GCC”社团，组织学生创业项目大赛；我们开展贯穿全年的各种创业宣传、论坛、沙龙.....

如“创业谷”，5年来共开设24期课程，累计培训学员近1500人；2015年成立的评鉴中心，当年就为1036人次创业者提供了创业力评测培训和创业团队管理咨询服务。

我们为这些成果而骄傲的同时，更感谢那些不惜花费个人时间、精力，无私分享专业知识的专家、志愿者、实习生、创业者、评鉴师、讲师伙伴.....因为他们的共享精神，我们才能得以收获喜悦。志同道合，我们也将所有成果，分享给创业者以及真诚的合作者。

欢迎2016年更多的伙伴加入——倡导，教育，共享。

In 2015, built upon the open platform and the sharing concept, EFG gathered superior entrepreneurship education resources from various sides to advocate entrepreneurial spirit and boost entrepreneurial capabilities.

In the past year, we invited reputed experts to offer better public-service entrepreneurship "Training Camp" courses; upgraded and innovated the Postgraduate Students' Entrepreneurship Project Fostering Program; opened the "The Road Makers" program and founded Shanghai Entrepreneurship Assessment Center (EAC); mobilized "GCC" associations at colleges/universities to organize students' entrepreneurship project competitions; conducted various entrepreneurship publicity activities, forums and salons throughout the year ...

For instance, "Entrepreneurship Valley" offered 24 sessions of courses and trained a total of almost 1500 persons within 5 years. Shanghai Entrepreneurship Assessment Center, founded in 2015, provided entrepreneurship assessment training and entrepreneurial team management consulting service for 1036 entrepreneurs in the same year.

While feeling proud of such achievements, we will also express our gratitude to those experts, volunteers, interns, entrepreneurs, assessors and lecturers who have shared their time, energy and professional knowledge selflessly. We could not have made such great achievements without their experience sharing. As such, we will share all such achievements with entrepreneurs and sincere cooperators.

We welcome more partners to join us in entrepreneurship advocacy, education and sharing in 2016.



创业训练营 ENTREPRENEURSHIP TRAINING CAMP

“创业谷”创业训练营是EFG推出的面向全国创业者的培训项目，旨在通过集训的方式，发现并培育有志于走上创业道路的大学在校及毕业五年内的学生。在这里，创业前辈、投资人、培训师和专家等将与学员共同分享创业经验，并围绕创业计划、商业模式、团队协作、成长潜力等模块，展示学员的创业潜力和能力，提升学员对创业的感悟和思考。

训练营自2010年以来，已先后举办24期，累计培训近1500人。2015年共举办6期“创业谷”创业训练营，共培训360余人，其中20余个项目获天使基金资助。

“Entrepreneurship Valley” Training Camp is a training project presented by EFG for entrepreneurs across China in an attempt to provide intensive training for undergraduates and college/university graduates within five years after graduation and thus identify and foster people who are aspiring to start their own businesses. In this training camp, entrepreneurial pioneers, investors, trainers and experts shared entrepreneurial experience with trainees, displayed trainees' entrepreneurial potential and capability and boosted their insights and thoughts on entrepreneurship by centering on such modules as business plan, business model, team collaboration and growth potential.

Since 2010, the Training Camp has been staged 24 times and trained a total of nearly 1500 persons. In 2015, 6 “Entrepreneurship Valley” Training Camps were completed and a total of 360-strong persons were trained, and more than 20 projects received angel funds.



接力成长营 START-UP CEO GROWTH CAMP

接力成长营是创业接力集团推出的企业创始人成长路径系列培训项目之一，旨在服务和帮助处在成长期的创业企业CEO实现“从创业者到企业领导人”的升华。接力成长营自2012年起，已成功举办四期，累计培训了二百余位创业者，数十家企业借助成长营平台获得后续融资，近十家企业成功登陆新三板。

成果：2015第四期接力成长营录取学员50余名，课程内容涉及战略、营销、产品、团队、融资五大模块。

Relay Growth Camp, one of company founders' growth path series training programs launched by STEP Holdings, is designed to help CEOs of startups at the growth stage grow “from entrepreneurs to business leaders”. Since 2012, Relay Growth Camp has been successfully held four times and trained over 200 entrepreneurs. Thanks to the platform of Growth Camp, a dozen of enterprises obtained follow-up financing and nearly 10 enterprises were listed on the New Third Board.

Achievements: The 2015 (4th) Relay Growth Camp admitted 50-plus trainees, and course content involved five modules including strategy, marketing, product, team and financing.

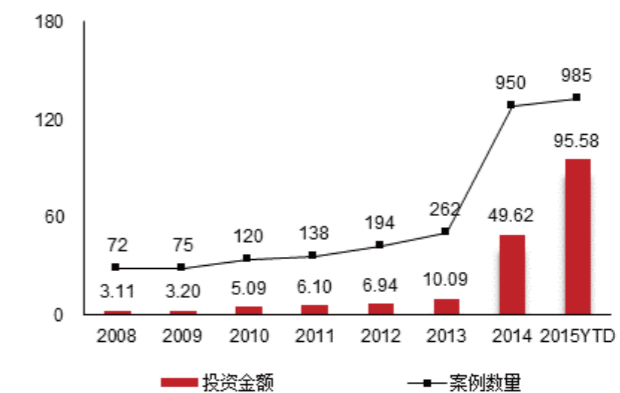
2015天使及早期投资报告 2015 ANGEL AND EARLY-STAGE INVESTMENT REPORT

天使投资数量及规模 Quantity and size of angel investments

2015年初至今共披露天使投资案例985起，总投资金额95.58亿元，案例数量和规模持续增长，从单笔投资金额分布上看，大多数案例的投资金额在300万元以下（占案例总数的64.37%）。

Since the beginning of 2015, 985 angel investment cases with total investment of RMB 9558mn have been disclosed, which shows a continued growth on quantity and size of investment cases. By distribution of amount of single investment, investment amount of most cases (i.e., 64.37% of all cases) is below RMB3mn.

2008-2015YTD中国天使投资规模

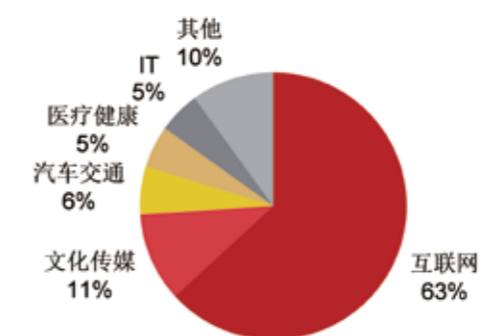


天使投资的行业分布 Distribution of angel investment by industry

2015年，互联网是最受天使投资人追捧的细分领域，2015年初至今的投资案例数量占比为63%，投资金额为71.7亿元；另外，文化传媒行业也受到投资人青睐，2015年初至今的投资案例数量占比为11%，投资金额为5.5亿元。此外，汽车交通、IT、医疗健康等行业也受到了天使投资人的广泛关注。在这个大的框架下，细分行业逐渐多元化，例如互联网金融，在线旅游，在线餐饮，O2O等等都受到投资者重点关注。

In 2015, Internet was the most sought-after segment for angel investors. Since the beginning of 2015, the number of investment cases in Internet industry has represented 63% of all cases and the amount of total investment has reached RMB 7,170mn; cultural media industry was also favored by investors. Since the beginning of 2015, the number of investment cases in this industry has represented 11% of all cases and the amount of total investment has reached RMB550mn. In addition, industries like automobile transportation, IT and health care aroused extensive attention of angel investors. Under this large framework, industry segments gradually diversified. For instance, such segments as Internet finance, online travel, online catering and O2O arrested special attention of investors.

2015YTD中国天使投资行业分布（按数量）



天使投资行业的变化趋势 Changing trend of angel investment in industries

募资与投资 Fundraising and investment

目前的天使投资基金在过去一年中，“快”速募集的现象确实很突出，尤其是很多新成立的机构开展的前一两支基金融资，部分老机构推出的新类型基金也往往采取此种策略。

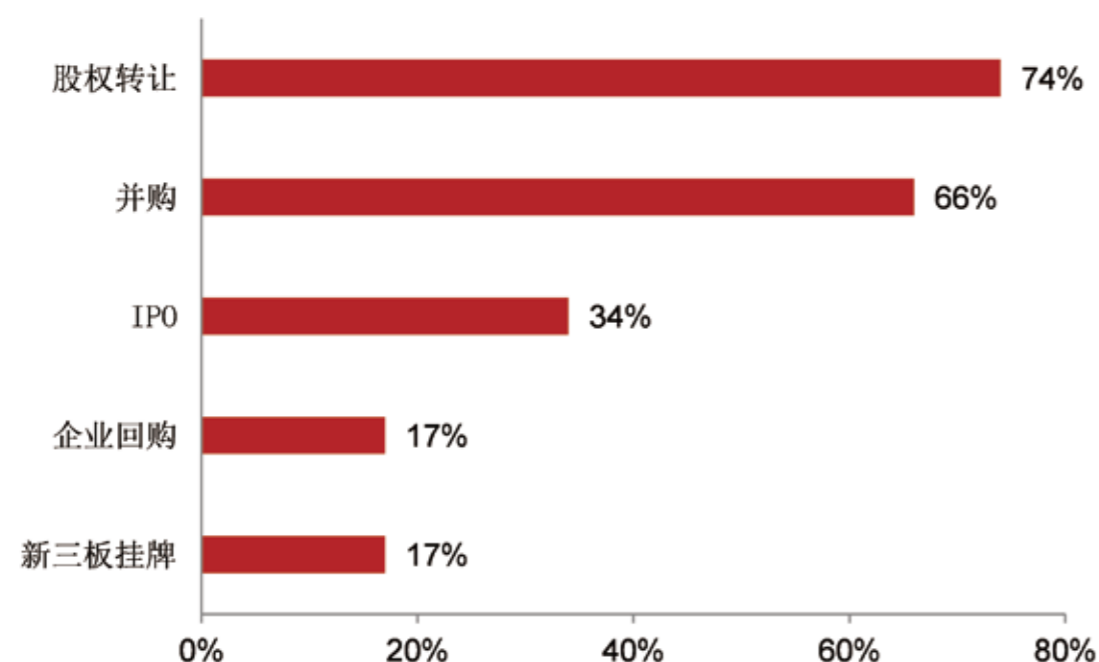
In the past year, “quick” fundraising by existing angel investment funds was rather prominent, especially financing for the first one or two funds released by many new institutions. New types of funds launched by some of well established institutions generally adopted this strategy.

退出预期 Exit expectation

新三板市场交易趋于火爆，无限制定增机制和蜂拥而至的投资资金令挂牌企业欣喜若狂，大量拟A股IPO企业转投新三板，为许多投资机构拓宽了退出渠道。退出回报预期水平将超过2015年。

The fast-growing transaction on the New Third Board market, unrestricted private placement mechanism and a deluge of investment funds left listed enterprises overjoyed, and many enterprises originally meant to conduct IPO in A-share market switched to the New Third Board, thus broadening exit channels for many investment institutions. Expected level of return on exit will exceed the 2015 level.

天使投资退出方式



上海市研究生创新创业能力培养计划 SHANGHAI POSTGRADUATE STUDENTS' INNOVATIVE AND ENTREPRENEURIAL CAPABILITIES DEVELOPMENT PROJECT

由上海市教育委员会指导、上海市大学生科技创业基金会主办的《2015年上海市研究生创新创业能力培养计划》于2015年6月正式启动。对于入选项目，最高给予3万元的项目经费；对于最终选择创业的项目，经过结项评审创业基金会最高给予50万元的天使基金资助。截止到2015年12月16日共有42个项目成立公司，转化率达到42%，成功申请到天使基金的共计26家。

The “2015 Shanghai Postgraduate Students’ Innovative and Entrepreneurial Capabilities Development Project” organized by Shanghai Technology Entrepreneurship Foundation for Graduates (EFG) under guidance of Shanghai Municipal Education Commission was officially commenced in June 2015. Each project included in the foregoing Project was given project fund of up to RMB 30,000; for each project that was finally turned into a startup and passed final project review, EFG granted angel fund of up to RMB 500,000. As at December 16, 2015, a total of 42 projects were converted into startups, pushing the conversion rate to 42%, and a total of 26 projects were granted angel fund through application.

1、申报项目各行业分布情况

Projects by industry

所属领域 / Industry	项目数 / Number of projects	所占比例 / Percentage
软件和信息技术 / Software and information technology	31	10.23%
机械与电子 / Mechanical and electronic	18	5.94%
互联网与移动技术 / Internet and mobile technology	38	12.54%
生物医药 / Biopharmaceutical	24	7.92%
新材料 / New materials	39	12.87%
新能源 / New energy	18	5.94%
先进制造业 / Advanced manufacturing	16	5.28%
农业技术及产业 / Agricultural technology and industry	8	2.64%
通信技术 / Communication technology	8	2.64%
其他 / Others	103	33.99%

2、学历分布情况

Projects by educational background

年级 / Level of education	项目数 / Number of projects	所占比例 / Percentage
博士人数总计 / Total number of doctors	55	18.15%
硕士人数总计 / Total number of masters	248	81.85%

2015 评鉴中心 Entrepreneurial Assessment Center

评鉴中心



上海创业力评鉴中心发起于2013年，正式成立于2015年1月。

2015年可视之为上海创业力评鉴中心元年。

2015年，中心将创业力概念和评鉴服务覆盖到了基金会22个分会，提供创业力评测技术培训，提升基金会整体项目筛选水平。此外，中心先后与接力空间、题梦、淞湾孵化器建立公益合作关系，普及基础创业力评测技术，扩大服务范围，使其为更多创业者提供服务，成为创业者自我评估、自我完善的途径。

中心招募并培训了兼职公益评测师团队，团队成员分别源自咨询、教育、创业等服务机构，他们将成为影响更多创业者的种子，倡导理性与激情并存的创业价值观。

有一种成功叫作——共享！

Shanghai Entrepreneurship Assessment Center ("EAC" or "Center") was initiated in 2013 and officially established in January 2015.

2015 can be seen as the first year of Shanghai Entrepreneurship Assessment Center.

In 2015, EAC extended the entrepreneurship concept and assessment service to 22 EFG branches and provided entrepreneurship evaluation technology training to boost the project screening level of EFG as a whole. In addition, through establishing public services cooperation with such incubators as STEP Space, Timeng and Ganwan, the Center popularized basic entrepreneurship evaluation technology and expanded service scope to serve more entrepreneurs and become an approach for entrepreneurs' self-evaluation and self-improvement.

EAC recruited and trained a part-time public service assessor team whose members came from consulting, education, entrepreneurship and other service institutions. Those assessors will become seeds likely to influence more entrepreneurs and advocate entrepreneurship values emphasizing rationality and passion.

There is a type of success that is called sharing.

我们是谁 WHO WE ARE

上海创业力评鉴中心是由上海市大学生科技创业基金会（EFG）发起并创立的民办非企，是中国首家提出创业力概念并提供相关创业力评测、培训、提升等服务的专业机构。

Shanghai Entrepreneurship Assessment Center is a private non-enterprise entity initiated and founded by Shanghai Technology Entrepreneurship Foundation for Graduates (EFG) and the first professional institution in China that has raised the entrepreneurship concept and provided entrepreneurship evaluation, training and enhancement services.

我们做什么 WHAT WE DO

我们为投资人提供了另一种全新的项目审核手段，我们帮助创业者及其团队完成自我成长；
我们研究创业者能力模型和发展数据，联合与合作外部公益资源，共同为创业者创造良好的创业环境。

We offer investors another new project review approach, and we help entrepreneurs and their teams to pursue self-growth;
We research entrepreneur capability model and development data and work with external public service resources to jointly create a good entrepreneurial environment for entrepreneurs.

创业力评测与服务 ENTREPRENEURSHIP EVALUATION AND SERVICE

随着评测平台的升级与完善，2015年中心共完成1050次线上创业力评测案例积累，联立拥有1153份问卷数据常模库，完成线下评测与反馈共计230人次。完成技术服务输出的平台准备，并希望借此分享给更多创业服务机构、创业者。

With the upgrade and improvement of evaluation platform, EAC completed the accumulation of 1,050 online entrepreneurship evaluation cases, jointly owned a common model library incorporating 1,153 pieces of questionnaire data, and fulfilled 230 offline evaluations and feedback in 2015. The Center also completed platform preparation for technology service output in the hope of sharing the platform with more entrepreneurship service institutions and entrepreneurs.

调研及数据研究 SURVEY AND DATA RESEARCH

历时2015年大半年的创业者调研和数据收集，联合专家顾问共同完成“创心之路”首期数据研究工作，揭示大学生创业现状与发展规律，为创业教育及创业服务决策提供更多依据。

With entrepreneur survey and data collection that lasted for more than half of 2015, EAC together with expert consultants completed the first phase of data research on "The Road Makers", which revealed current status and development rules of graduate entrepreneurship and provided more basis for entrepreneurship education and entrepreneurship service decisions.

通过研究早期企业发展规律与早期创业团队的人力因素，最终将阶段研究成果向社会公布，共同分享，或许这点点滴滴努力能使广大创业者少走些弯路。

Through research on development rules of early-stage enterprises and human factors of early-stage entrepreneurship teams, the results of staged research were publicized for the sharing purpose in the hope that the Center's efforts would help entrepreneurs walk less on crooked roads.

也希望每一位创业者能与我们一起，让我们陪伴那些即将上路或正在走着的创业者向前！

We also hope that each entrepreneur will join us in forging ahead with those would-be or existing entrepreneurs!

创心伙伴工作室 ENTREPRENEUR SOULMATE STUDIO

创心伙伴寓意作为创业者的心灵伙伴，陪伴创业者成长，赋予创业者更强的心灵力量，帮助团队领袖打造积极组织，练就识人、用人的火眼金睛。有时成功与失败不在于过程，而在于成长，“人”便是那成败的根源。

Entrepreneur Soulmate Studio is intended to be a soul mate for entrepreneurs, accompany entrepreneurs during their growth, instill stronger spiritual power into their mind, and help team leaders develop enterprising organizations and sharp eyes for talent identification and utilization. Sometimes, success or failure does not depend on process, but rather depends on growth. "People" are the root cause of success or failure.

工作室依旧本着基金会公益服务的原则，由专家、资深心理咨询师领袖组建，以心理学与企业管理结合，全部服务在督导、可控、积极、专业的环境下实施服务。严守尊重、保密、专业的原则，成为创业者心灵家园。

The Studio, which comprises experts and senior psychotherapists combining psychology and enterprise management, adheres to EFG's public service oriented principle and implements all services in a supervisory, controllable, active and professional environment. It strictly observes the principle of respect, confidentiality and professionalism to become a spiritual home for entrepreneurs.

创业成长，我们以心为伴！

We help you entrepreneurs grow heart and soul!



“创心之路” “THE ROAD MAKERS”

中心于2015年启动“创心之路”访谈活动，为更好地服务创业者，为早期创业者提供更多经验分享，让准创业者完善创业准备，让社会更真实地了解创业者生活中的艰辛、勇敢、执着、快乐、激情、坎坷……倡导健康、理性、激情的创业氛围。

The Center started "The Road Makers" interviews in 2015 in a bid to better serve entrepreneurs, provide more experience sharing for early-stage entrepreneurs, help prospective entrepreneurs make better preparations for entrepreneurship, make the society better informed of hardship, bravery, persistence, happiness, passion and frustration in the lives of entrepreneurs and advocate a healthy, sensible and passionate entrepreneurship atmosphere.

基于基金会多年的创业者数据与案例，2015年中心与马小峰、周照二位专家共同完成了700多位创业者信息跟踪，重点访谈164位创业者。

Based on entrepreneur data and cases accumulated by EFG for years, EAC and two experts including Ma Xiaofeng and Zhou Zhao completed the information tracking of more than 700 entrepreneurs and interviewed 164 entrepreneurs in 2015.

创业案例分享 SHARING OF ENTREPRENEURSHIP CASES

伴随整理访谈而得的创业者故事和案例并与创业力模型结合，这些前人累积的感悟与经验分享是中心又一个衍生服务。2015年下半年，中心先后与多家创业服务机构、高校、社团、孵化器合作举行了14次分享，累积人数超过800人次。每一个鲜活的故事或许比不上明星创业者来的夺目，然而他们却在身边，他们是绝大多数勇敢的耕耘者，分享体验和教训、快乐和信念，我们走在一起。

Combining entrepreneur stories and cases developed through summarization of interviews with entrepreneurship model and sharing thoughts and experience accumulated by those trailblazers was another derivative service of EAC. In the second half of 2015, the Center worked with a number of entrepreneurship service institutions, colleges/universities, associations and incubators to give 14 sharing-based lectures, which attracted a total of more than 800 listeners. True stories of entrepreneurs were not as glamorous as the success stories of famous star entrepreneurs, but they were just closer to us. Those entrepreneurs are mostly brave pioneers, sharing their experience, lessons, happiness and faith with us.



创业周主题分享 ENTREPRENEURSHIP WEEK THEMED SHARING

“创心之路”访谈数据与调研结果研究整理，以报告会的形式于全球创业周期间发布——《创业企业发展陷阱》，其中包括融资陷阱、团队陷阱、市场陷阱、经验陷阱、创业地图等方面内容。

“Startups’ Development Pitfalls”, the outcome of research on and compilation of the “The Road Makers” data and survey results, was released at a seminar during Global Entrepreneurship Week. The report covered such topics as financing pitfall, team pitfall, market pitfall, experience pitfall, and entrepreneurship roadmap.

创业周期间中心另一场活动上国际EAP协会中国专业委员会委员王国强老师与创业者分享了《小微企业如何用EAP促进团队建设》，从心理角度审视创业者的心理资本、情绪、沟通等问题。

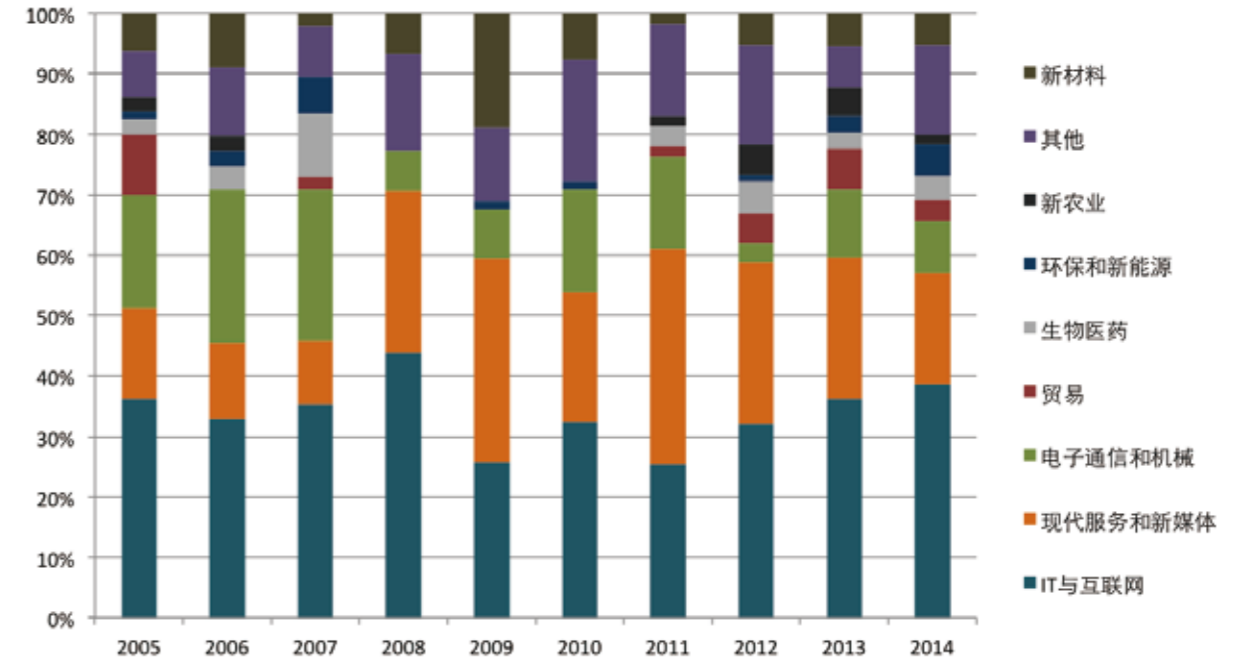
At another activity of the Center during Entrepreneurship Week, Mr. Wang Guoqiang, commissioner of International EAP Association China Branch, shared with entrepreneurs a lecture entitled “How Small and Micro Businesses Use EAP to Promote Team Construction”, which looked at such issues as entrepreneurs’ psychological capital, emotion and communication from the perspective of psychology.



创业数据报告 ENTREPRENEURSHIP DATA REPORT

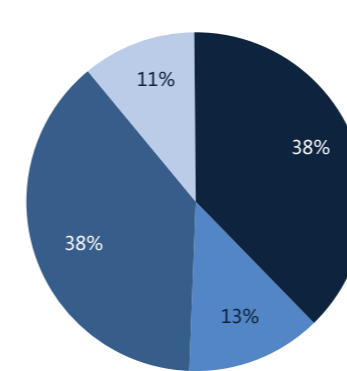
创业产业分布地图

Entrepreneurship industry distribution map

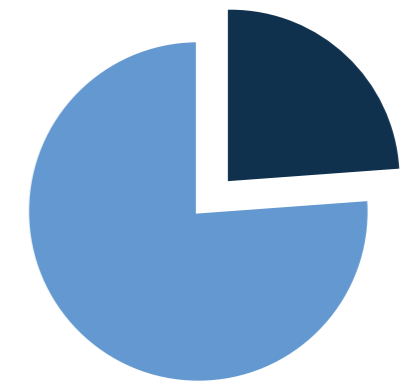


(1) 创业一定要融资?

Is financing a must for entrepreneurship?



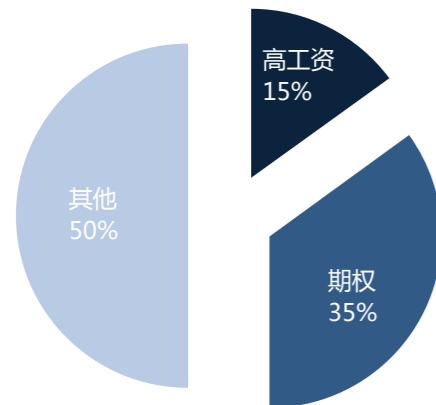
- 之前没有融资也不计划融资
- 之前融资现在不打算融资
- 之前没有融资经验近期打算融资
- 之前融资现在还打算融资



- 有过融资经历
- 没有融资经历

(2) 期权是否能换来满意团队? 创业者的选择? 一半的创业者经验认同, 吸引和留住核心团队的办法, 主要不是依靠高薪和期权。

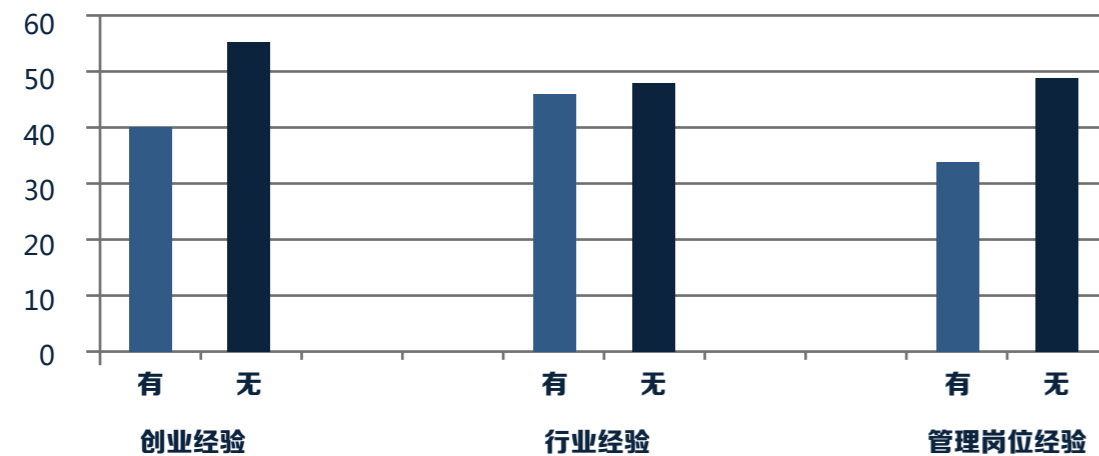
Can stock option secure a satisfactory team? Entrepreneurs' choices? Half of entrepreneurs surveyed agree that neither high salary nor stock option is a major method to attract and retain a core team.



* 总样本数为 101, 缺失 1 个
101 samples in total, 1 sample missing

(3) 经验帮助创业? 三种不同的经验, 只有行业经验的作用显著, 也就是说对早期企业发展影响最大的是创业者个人对行业的 经验和理解

Does experience help entrepreneurship? Three types of experience. Only industry experience has a remarkable effect on enterprises. In other words, entrepreneurs' personal experience/understanding of relevant industries exerts the largest effect on the development of early-stage enterprises.



(4) 市场行为的陷阱? 创业需要拼市场! 没错

Pitfall of market behavior? Need startups fight for markets? Absolutely, yes.



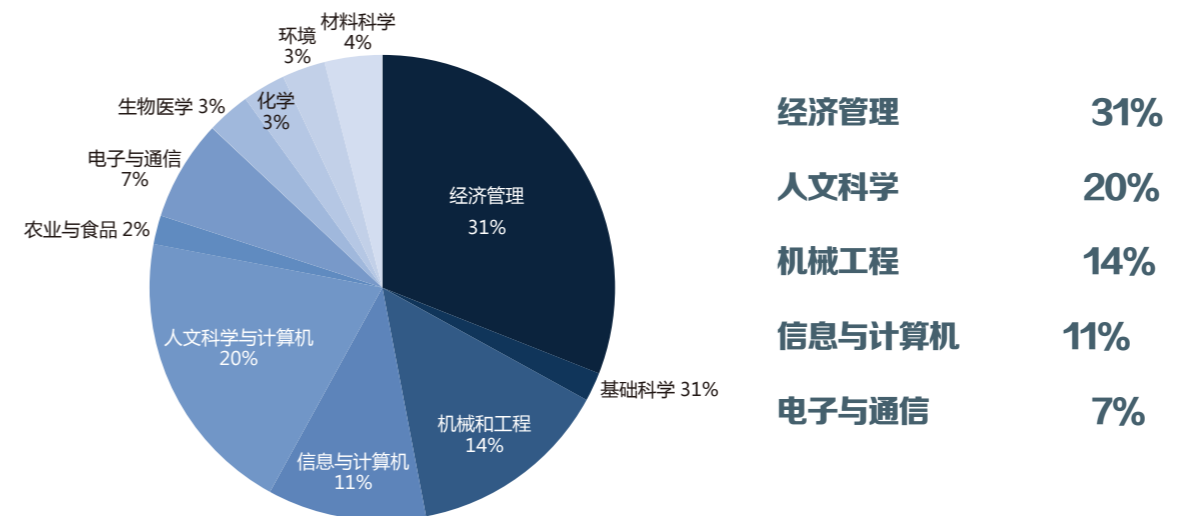
最终对于企业绩效发展而言, 市场拓展相关性最显著, 其次是组织创新, 而后才是盈利导向。从侧面上说可以解释业界的一个说法, 只以赚钱为目的的企业做不大。
企业需要在发展中寻找适合自己的产品和市场定位, 不断调整, 创新能为企业带来更多的机会以及核心竞争力。

专业教育背景

Specialized education background

在上海创业的大学生所学专业前5

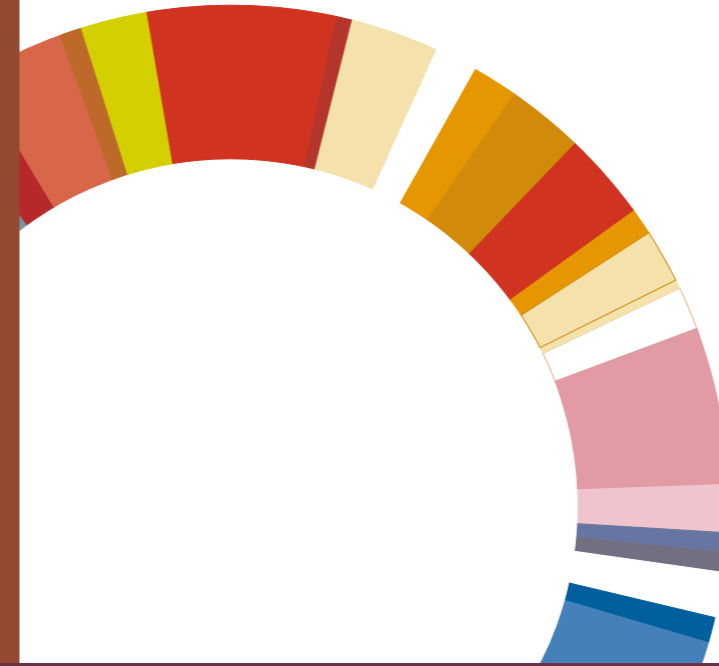
Top 5 majors for graduate entrepreneurs in Shanghai



* 总样本数为 1664, 缺失 25 个
1664 samples in total, 25 samples missing

2015 全球创业周中国站

2015 Global Entrepreneurship Week China



2004年，创业周在英国率先举行，美国、中国相继举办，2008年，全球创业周应运而生，至2015年，全球创业周已有160个国家共同参与，是全球最大的创业盛会。每年11月，在一周时间里，各种创业主题活动在全球精彩上演，各国政要、企业家、投资人、创业者等以各种形式参与其中。

在中国，创业周先后在香港、西安、武汉、合肥、深圳、重庆、济南、海口等城市建立分站，聚合了中国最有价值的创业资源，是创业者展示其项目和产品的舞台。2015年11月16-22日，75场创业主题活动聚集上海科技馆，113家创业企业参展，超过10000名投资人、创业者参会。

全球创业周中国站，以帮助创业者解决实际问题为使命，携手创业生态圈的伙伴们，一起做“有用的创业周”。汲天下智，铸创业力。创业，我们在一起！

In 2004, Global Entrepreneurship Week was held in Britain for the first time, and the event was later staged in the US and China. 2008 saw the birth of Global Entrepreneurship Week. By 2015, Global Entrepreneurship Week has attracted the participation of 160 countries and become the world's largest entrepreneurship event. Each November, various entrepreneurship themed activities are staged worldwide within one week, and politicians, businessmen, investors and entrepreneurs from different countries participated in various forms.

In China, Entrepreneurship Week has successively set up its chapters in such cities as Hong Kong, Xi'an, Wuhan, Hefei, Shenzhen, Chongqing, Jinan and Haikou, assembled China's most valuable entrepreneurial resources and become a stage for entrepreneurs to showcase their projects and products. During November 16-22, 2015, 75 entrepreneurship themed activities were held at Shanghai Science and Technology Museum, which attracted the participation of 113 startups and more than 10,000 investors and entrepreneurs.

Global Entrepreneurship Week China, which is dedicated to the cause of helping entrepreneurs address practical problems, is ready to join hands with partners in the entrepreneurship ecosphere to make a "useful Entrepreneurship Week". We pool wisdom to promote entrepreneurship. We work together for your entrepreneurial success!

整体介绍 Overall introduction



2015 (第9届)
创业周暨全球创业周中国站

Name: 2015 (9th) Global Entrepreneurship Week China

时间: 2015.11.16-22

地点: 上海科技馆

规模: 75场创业主题活动 113家创业企业展览

Time: 2015.11.16-22

Venue: Shanghai Science and Technology Museum

Size: 75 entrepreneurship themed activities exhibition by 113 startups

活动亮点 Activity highlights

亮点一: 距离最近
Highlight 1: Closest distance

天使有约: 超过50位投资人“坐等”创业者“翻牌”, 创业者与投资人“0”距离。

Meet Your Angel: more than 50 investors “waited for” entrepreneurs to “choose”, thus enabling zero-distance communication between entrepreneurs and investors.



亮点二: 活动最多

Highlight 2: Most activities

创业活动数量达75场, 创下历年之最, 其中超30场含项目路演。

A record high of activities held with 75 entrepreneurial activities, including more than 30 activities incorporating project roadshows.

日期	名称	主题	组织单位	日期	名称	主题	组织单位	日期	名称	主题	组织单位	日期	名称	主题	组织单位
16	2015全球创业周开幕式暨全球创业周中国站启动仪式	开幕式	创业周组委会	17	2015全球创业周中国站启动仪式	启动仪式	创业周组委会	18	2015全球创业周中国站启动仪式	启动仪式	创业周组委会	19	2015全球创业周中国站启动仪式	启动仪式	创业周组委会

亮点三: 内容最实

Highlight 3: Most concrete content

创业加油站: 集合90家创业服务机构, 为创业者提供场地、融资、招聘、媒体推广、政策咨询等方面的服务。

Entrepreneurship Charging Station: 90 entrepreneurship service institutions were assembled, providing such services as space, financing, recruitment, media promotion and policy consulting for entrepreneurs.



2014 创业周 EFG 活动精选 Selected activities

开幕式
Opening ceremony

时间：2015年11月16日上午
规模：1000人
Time: Morning of November 16, 2015
Size: 1000 persons

邀请创业生态圈典型代表进行分享：创业者3位、投资人2位、企业家1位、政府领导1位，并突出创业者的主体性和分享内容的实际价值。

Typical representatives of the entrepreneurship ecosphere conducted experience sharing on invitation: including 3 entrepreneurs, 2 investors, 1 business person and 1 government leader, highlighting the subjectivity of entrepreneurs and practical value of things shared.



沈晓明
上海市委常委、上海自由贸易试验区管委会主任、浦东新区区委书记

第五届中国（上海）天使及早期投资峰会

The Fifth China (Shanghai) Angel and Early-stage Investment Summit

时间：2015年11月16日下午
规模：300人
Time: Afternoon of November 16, 2015
Size: 300 persons

300余家天使早期投资人投资机构参与，围绕天使及早期投资“趋势”、“孵化”与“募资”三个议题展开研讨。

More than 300 angel and early-stage investors and investment institutions participated and discussed three topics including “trend”, “incubation” and “fundraising” of angel and early-stage investment.



创业公开课

Entrepreneurship Open Course

时间：2015年11月17-20日
规模：800人
Time: November 17-20, 2015
Size: 800 persons

邀请杨宁、金错刀、查立三位嘉宾开讲，为创业者答疑解惑，分享创业或投资心得。

Three guest speakers including Yang Ning, Jin Cuodao and Zha Li answered questions posed by entrepreneurs and shared their entrepreneurship or investment thoughts with the audience.



2015（第2届）全球新创发布会

2015 (2nd) Global Innovative Products Launch

时间：2015年11月21日下午
规模：800人

Time: Afternoon of November 21, 2015
Size: 800 persons

联合淘宝潮电街，线上线下联合发布9款新创产品，为创业者搭建产品推广平台。

Through collaboration with chaodianjie.taobao, 9 innovative products were released both online and offline, thus building a product promotion platform for entrepreneurs.

2015（第四届）创业服务新业态论坛

2015 (4th) Forum on New Business Modes of Entrepreneurship Services

时间：2015年11月17日下午
规模：300人

Time: Afternoon of November 17, 2015
Size: 300 persons

云集国内新型孵化器、传统地产以及跨国企业孵化投资负责人，共同探讨创客空间服务的问题与趋势。

Persons in charge of domestic new incubators, traditional real estate and multinational enterprises' incubation investment arms gathered to jointly explore the problems and trends of hacker-space service.

倡导·创业周分站 Advocacy Chapters of GEW-China

嘉宾观点
QUOTES FROM INFLUENTIAL PERSONS

上海市委常委、上海自由贸易试验区管委会主任、浦东新区区委书记 —— 沈晓明

Shen Xiaoming, member of Shanghai Party Standing Committee, director of China (Shanghai) Pilot Free Trade Zone Administrative Committee and Party secretary of Pudong New Area

在上海,在浦东,创业不拼爹,因为这里不看你背景行不行,只看你自己行不行。
The "daddy-is-the-key" notion does not prevail in Pudong or even Shanghai, where "your success depends on your own abilities instead of your family background".

滴滴、饿了么投资人,金沙江创投合伙人 —— 朱啸虎

Zhu Xiaohu, investor of DiDi and ele.me, partner of GSR Ventures

什么样的企业能做起来?用3S原则来判断。第1个S:市场非常大;第2个S:容易低成本地扩张;第3个S:可持续发展。
What kind of enterprises can make it? You can judge by 3S principle. The first S: market is very big; the second S: business mode facilitates low-cost expansion; the third S: sustainable development.

互联网第一教练 —— 金错刀

Jin Cuodao, top coach for Internet industry

企业发展应该靠价值锚,而不是信任状。经营和销售产品不能只靠长期积累出的“用户信任”,而是要靠产品自身价值。
Enterprise development shall depend on value anchors instead of credential. Operation and sale of products cannot rely only on long-term "user trust", and shall rely mostly on the value of products.

乐博资本合伙人 —— 杨宁

Yang Ning, LeBox Capital

运用资本,需要速度与激情,不要速度与恐惧。创业者需足够自信,兴奋同时摒弃恐惧。
Capital operation requires speed and passion instead of speed and fear. An entrepreneur shall have enough confidence and excitement and meanwhile get rid of fear.

七海创投合伙人 —— 熊明华

Xiong Minghua, Seven Seas Partners

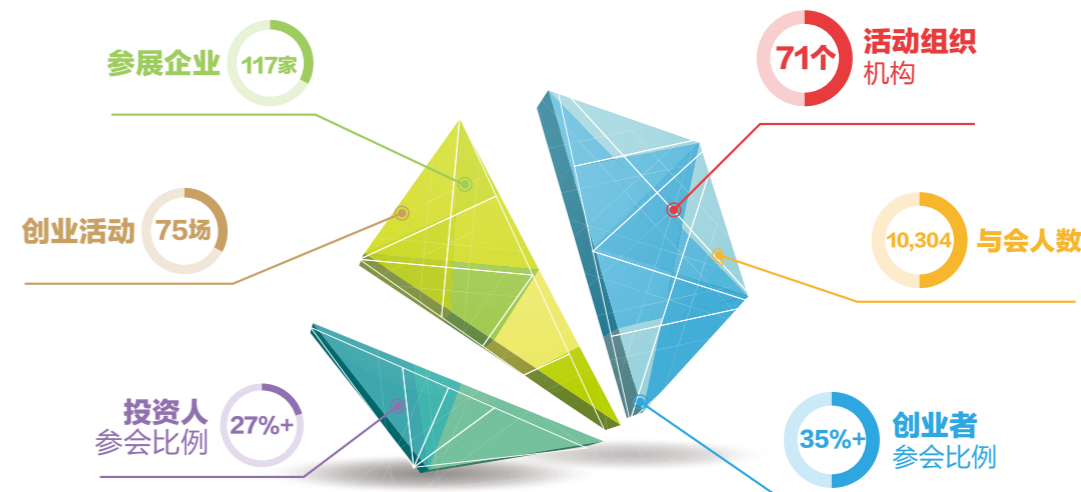
中美两国一样,天使投资80%要失败,所以我经常和很多朋友说,你要用做慈善的心理去做投资,可能会更成功一点。
Just like in the US, 80% of angel investments are doomed to failure in China. So I often give this advice to many of my friends. You might be more successful if you invest in the mentality of doing the charities.

起点创业投资基金合伙人 —— 查立

Zha Li, iStart Venture Capital

表述自己的三个关键:我是谁、我想干吗、我做了什么东西?用标签介绍自己,表明目的,接着陈述清楚你做过什么成品,把这三点介绍清楚,投资人才能决定投不投你。
You should use three key sentences to describe yourself. That is, who you are, what you want to do and what you have done. Introduce yourself with the right label, indicate your purpose and then clearly state what products you have done. If you state those three points clearly, the investor will then decide whether or not to invest in your project.

【活动数据】 Activity data



Number of entrepreneurial activities: 75 | Number of exhibitors: 117 | Number of activity organizing institutions: 71 | Attendees: 10,304
Participation percentage of entrepreneurs: 35%+ | Participation percentage of investors: 27%+

【媒体数据】 Media data



Cooperating media: 90+ | Special reports: 10+ | Reporters attended: 100+ | Broadcast and published reports: 300+
Number of daily views of WeChat posts: 8500+

创业周分站 Entrepreneurship Week Chapters

全球创业周中国站全国分站为创业周中国站上海总站全国合作伙伴，旨在改善分站当地创业环境，推动分站当地创业文化，让更多的青年人了解创业，投身创业；如今分站已建立9个，其中除上海、香港、西安、武汉分站外，其余5个均为2015年新建。2015年，除上海站外其他分站共举办54场创业活动，影响力覆盖陕西省、湖北省、安徽省、广东省、海南省、山东省、重庆直辖市、香港特别行政区。

Global Entrepreneurship Week China National Chapter, the national partner of Entrepreneurship Week China Shanghai Chapter, is intended to improve local entrepreneurship environment of all chapters, promote local entrepreneurship culture of all chapters and encourage more young people to learn about and devote themselves to entrepreneurship. So far 9 chapters have been established. Except Shanghai, Hong Kong, Xi'an and Wuhan chapters, the remaining 5 chapters were all set up in 2015. The year of 2015 witness the staging of 54 entrepreneurial activities by all chapters (excluding Shanghai Chapter), and the influence of those activities covered Shaanxi Province, Hubei Province, Anhui Province, Guangdong Province, Hainan Province, Shandong Province, Chongqing Municipality and Hong Kong Special Administrative Region.

分站 Chapter	合作单位 Cooperating institution
香港 Hong Kong	香港数码港管理有限公司 Hong Kong Cyberport Management Company Limited
西安 Xi'an	陕西省科技资源统筹中心 (指导单位) Shaanxi Science and Technology Resource Centre(Advisor)
武汉 Wuhan	武汉东科创星管理咨询有限公司 Wuhan DongkeChuangxing Management & Consulting Co.,Ltd
合肥 Hefei	安徽万创投投资控股有限公司 Anhui Van ChuamInvestmen Holdings Co.,Ltd
重庆 Chongqing	重庆科莱姆企业孵化器有限公司 ChongQing Climb Business Incubator Co. ,Ltd
海口 Haikou	海南青年创业信用促进会 Hainan Association for Advancement of Youth Entrepreneurship & Innovation
深圳 Shenzhen	深圳前海梦创空间金融科技有限公司 Shenzhen Qianhai Dreamspacex Financial Technology Limited
济南 Jinan	山东凤岐创业服务有限公司 (凤岐茶社) Shandong Phoenixtea Entrepreneur Service Co.,Ltd.(Phoenixtea)



倡导·校园 Advocacy·Campus

我们是谁 WHO WE ARE

全球创业周校园中心 (Global Entrepreneurship Week Campus Center, 简称GCC), 由全球创业周中国站组委会在 2010 年发起, 以全国大学生创业类社团、协会、俱乐部为组建对象, 旨在联合全国有创业梦想的大学生, 共襄全球创业周这一盛事。通过汇聚高校创业爱好者, GCC 以Top Doer、GCC 峰会等活动形式, 引导大学生树立正确的创业观, 落地梦想, 迈出成为富有社会责任感的创业家的第一步。2013 年, 在全球创业周中国站校园伙伴正式揭牌之际, 习近平总书记发来贺信, 指出“全社会都要重视和支持青年创新创业, 提供更有利的条件, 搭建更广阔的舞台, 让广大青年在创新创业中焕发出更加夺目的青春光彩”。

The Global Entrepreneurship Week Campus Center (hereinafter referred to as the GCC) was launched by the organizing committee of the Global Entrepreneurship Week China in 2010. It is targeted at college student entrepreneurship societies/associations/clubs across the country and aimed at bringing college students with entrepreneurial dreams across the country together for the grand event the Global Entrepreneurship Week. By bringing together Entrepreneurship enthusiasts at colleges and universities, the GCC helps college students foster a correct outlook on entrepreneurship and concretize their dreams to take the first step towards becoming a socially responsible entrepreneur. In 2013, on the occasion of the official launch of Global Entrepreneurship Week China Campus, General Secretary Xi Jinping sent a letter of congratulation, in which he pointed out that "the whole society should attach importance to and support youth entrepreneurship by providing more favorable conditions and building a broader platform to enable young people to shine with greater radiance in entrepreneurship".

我们做什么 WHAT WE DO

GCC 峰会 GCC Summit

全球创业周校园中心高峰论坛 (简称GCC 峰会), 由全球创业周中国站组委会和上海市大学生科技创业基金会 (EFG) 联合主办。在全国近200所高校校园伙伴中, 选取近70名最具创新精神、最积极活跃的创业类社团负责人齐聚上海, 通过为期3天的集中式培训、互动和交流与企业家、创业者共同探讨大学生创业方向及高校创业社团可持续发展之路。

2015年8月26日, 第五届全球创业周校园中心高峰论坛 (GCC 峰会) 在创业接力大楼举行。来自全国近60所高校创业社团的70位参会代表参加了为期三天的峰会。

The Global Entrepreneurship Week Campus Center Summit (hereinafter referred to as the GCC Summit) is jointly organized by the organizing committee of Global Entrepreneurship Week China and Shanghai Technology Entrepreneurship Foundation for Graduates (EFG). Seventy heads of Entrepreneurship societies who are most innovative and active are selected from campus partners at nearly 200 colleges and universities across the country for a discussion with executives, entrepreneurs the entrepreneurial direction of college graduates and the road to sustainable development of entrepreneurship societies of colleges and universities through 3 days of centralized training, interaction and communication in Shanghai. August 26, 2015, The 5th Global Entrepreneurship Week Campus Center Summit (GCC Summit) was held in the Entrepreneurship Relay Building. 70 delegates from the entrepreneurship societies of 60 colleges and universities attended the three-day summit.

倡导·校园

Advocacy-Campus

资源共享 SHARING RESOURCES

Top Doer

是面向大学生的非盈利创业服务项目，由全球创业周中国站组委会于2015年发起，上海市大学生科技创业基金会（EFG）提供支持。通过为实干家、投资人、知名企业建立联系，为大学生创业者提供团队建设、资金、培训、场地等支持！

项目启动以来，“Top Doer”已在全国17个城市38所高校开展。

Top Doer, a nonprofit entrepreneurship service project oriented towards college/university graduates, was initiated by Global Entrepreneurship Week China Organizing Committee in 2015 with support from Shanghai Technology Entrepreneurship Foundation for Graduates (EFG) for the purpose of establishing a link among doers, investors and famous enterprises and providing graduate entrepreneurs with support on team construction, funds, training and spaces.

Since its commencement, "Top Doer" has been implemented in 38 colleges/universities in 17 cities across China.

创业地图

Entrepreneurship Map

创业地图主要服务于创业者，对接创业资源。包含创业媒体、投资机构、创业服务平台、园区等。服务内容囊括创业咨询、资金支持、创业培训、场地入驻、创业社交、团队招募、推广宣传等。

Entrepreneurship Map mainly serves entrepreneurs through allocation of entrepreneurial resources. It incorporates entrepreneurship media, investment institutions, entrepreneurship service platforms, parks, etc. Its service content covers entrepreneurship consulting, fund support, entrepreneurship training, space move-in, entrepreneurship social networking, team recruitment, promotion & publicity and the like.

成果

Achievements

212所高校70位代表参加8月GCC峰会

212 colleges and universities

70位代表参加8月GCC峰会

70 representatives attended the summer GCC summit

62场创业课堂+workshop

62 sessions of the Entrepreneurship Classroom and workshop



我们是谁 WHO WE ARE

上海天使投资俱乐部成立于2008年，由中国科技创业协会、上海市创业投资行业协会和上海市大学生科技创业基金会共同发起，国家科技部火炬中心支持，为上海乃至全国较早的天使投资团体。

Shanghai Angel Capital Club (SACC), founded in 2008 through joint initiation by China Association of Technology Entrepreneurs, Shanghai Venture Capital Association and Shanghai Technology Entrepreneurship Foundation for Graduates with support from Torch High Technology Industry Development Center, Ministry of Science & Technology, is one of the earliest angel investment associations in Shanghai or even China.

俱乐部会员

Club membership

目前已有近千位投资人，活跃投资人500余人，其中合伙人级别上百位，覆盖上海近80%天使投资机构。

The Club is now home to nearly 1,000 investors, over 500 active investors including more than 100 partner-level investors and covers almost 80% of angel investment institutions in Shanghai.

线下活动

Offline activities

每月定期组织天使轮及A轮项目路演，每次路演均有项目获得融资，自2014年8月至2015年11月共举办18场路演，共计24个项目通过俱乐部平台获得投资，累计融资金额1.8亿

SACC organizes angel-series and series-A project roadshows on a monthly basis and some of those projects receive the finance after each such roadshow. Between August 2014 and November 2015, a total of 18 shows were staged and a total of 24 projects obtained investment from the Club platform with accumulative financing of RMB180mn.

对接成功案例，总融资金额 1.8 亿

Successfully matched cases with total investment of RMB180mn

安全云卫士	bugwe.com	基于 O2O 最大水族电商	largest O2O based aquarium e-business
状元菜	zhuangyuancai	超交易	chaojiaoyi.com
玺喜	xihappy.com	上海飞语网络科技云通讯平台	Shanghai Feiyu Network Technology Co., Ltd.'s cloud communication platform
抖动	Studio D.	Apple 移动设备管理套件	Apple mobile device management suite
红领军	Red-Collar Band	招财喵	zcmall.com
babyface	babyface	有得卖	youdemai.com
得倍	Debei	清单 - 理想生活用品指南	eqingdan.com – a guide for ideal living goods
MCC	MCC	Eyesight pro 青少年视力保护产品	Eyesight pro youth vision protection product
熙香小厨	Xixiang Xiaochu	小微鲜生	xiaowxs.com
锐悠	iKisspower	熙香小厨	Xixiang Xiaochu
马达	Mada	滔滔英语	taotaoenglish.cn
六晶	Liujing	解放君	jfun.com

天使有约

Date with angel

活动形式 Form of activity

- 融资初体验：创业加油站“融资”专区，与“坐诊”投资人面聊，获得 PASS 牌；
- 投资面对面：创业者凭 PASS 牌与意向/心仪投资人面聊，获得 BOSS 卡；
- 约见合伙人：拿了 BOSS 卡的创业者可直接约见合伙人。
- 参与投资机构：50+，投资人：80+，受理项目：600+，获得 PASS 卡项目：170+，获得 BOSS 卡项目：50+

First experience of financing: At Entrepreneurship Charging Station's "financing" zone, talk with "diagnostic" investors face to face and get a PASS card;

Face to face with investors: With the PASS card, each entrepreneur talk with the desired/targeted investor and gets a BOSS card;

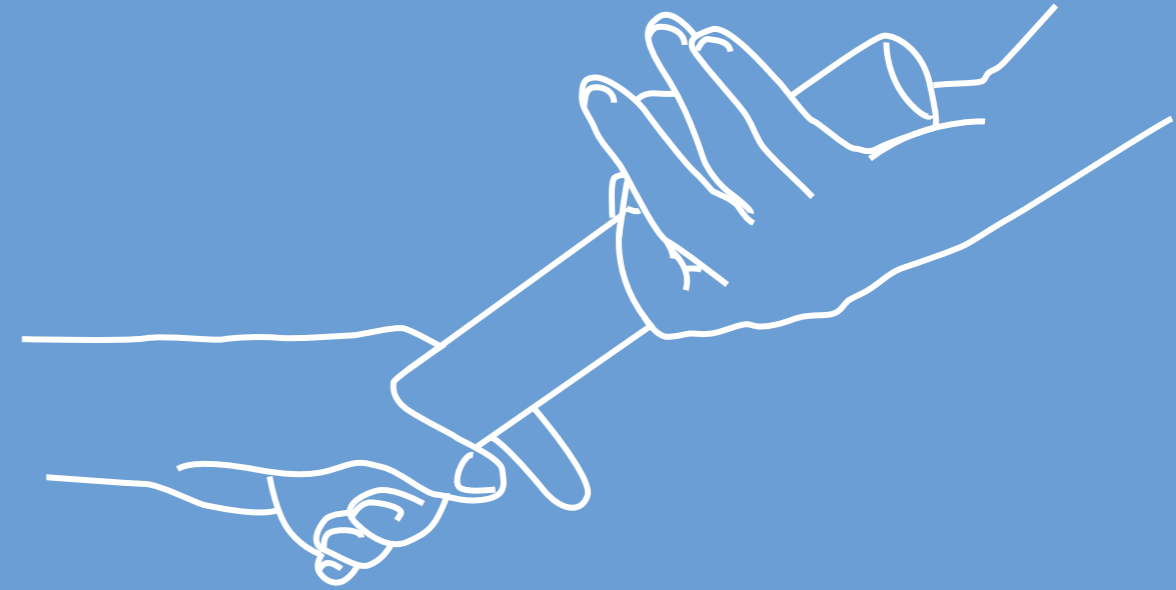
Meet partners: Each entrepreneur with a BOSS card can directly meet his/her partners.

Investment institutions present: 50+; investors: 80+; projects accepted: 600+; projects given PASS card: 170+; projects given BOSS card: 50+

共享·接力
Sharing·Relay

接力集团

STEP Group



上海创业接力科技金融集团有限公司（以下简称“创业接力集团”）由创业基金会发起成立于2010年，注册资本3.5亿元。创业接力集团致力于构建集基金投资与管理、创新金融与服务、园区运营与孵化三大功能为一体的、以科技金融为核心的创业服务生态链；其使命伟大而简朴：“解创业之痛，助企业成长”。

2015年，通过共享各方资源、撬动社会价值，创业接力集团旗下投资业务共管理基金规模达 25 亿元，每年直接或间接投资早期创业企业300 家；金融业务年新增担保贷款12亿元，服务早期科技企业700 家；园区业务管理孵化30000平方米新型创客空间，孵化早期创业企业100余家。

当今世界是一个变革的世界，是一个新机遇新挑战层出不穷的世界。2016年，创业接力集团将秉承创业与共享的理念，凝聚各方力量同心协力，共筑创业时代，共享创新盛宴，共赢创智伟业。

Shanghai Step Technology Finance Group Co., Ltd. ("STEP Holdings") was initiated and founded by EFG in 2010 with registered capital of RMB3,500mn. STEP Holdings is committed to constructing an entrepreneurship service ecological chain integrating three major functions including fund investment and management, innovative finance and services, park operation and incubation and centering on science & technology finance; its mission is grand but simple: "Address the difficulties of entrepreneurship, help enterprises grow".

In 2015, by sharing resources from various sides and tapping social potential, STEP Holdings' s investment business managed funds worth RMB2,500mn in total and directly or indirectly invested in 300 early-stage startups each year; its finance business had new guarantee loans worth RMB1,200mn all the year round and served 700 early-stage technology enterprises; its park business managed and incubated 30,000m2 of new hackerspaces and incubated 100+ early-stage startups.

Nowadays, the world is a world of changes, replete with numerous new challenges and opportunities. In 2016, STEP Holdings will stick to the concept of entrepreneurship and sharing and coordinate all forces to embrace innovation opportunities and contribute to the great cause of knowledge and innovation in the age of entrepreneurship.



① 投资 INVESTMENT



专注早期科技型的高增长创业项目投资，主要投资领域包括新材料，医疗健康、清洁技术和先进制造。



通过面向初创期和早期创业企业的间接或直接投资，推动创新创业和天使投资行业的发展。



上海创业接力科技金融集团



通过孵化、服务、投资三位一体的联动机制，培育优质创业企业，推动行业及产业发展。



专注于科技型中小微企业的债权及其他创新金融产品的融资服务。

创新融合
接力成长

② 金融 FINANCE

③ 空间 SPACE

接力·投资 Relay · Investment

资本共享

SHARING CAPITAL

聚焦于天使投资领域，面向智能科技及互联网新兴服务领域的初创企业早期创业投资，以共享理念，引导社会资本进入，推动创新创业和天使投资行业的发展。

Focusing on angel investment sector and oriented towards early-stage venture capital investment in startups engaged in intelligent technology and Internet emerging service, Relay Angel guides the entry of social capital and promotes the development of innovation & entrepreneurship and angel investment industries with the sharing concept.



公司主要业务包括:

THE COMPANY'S MAIN BUSINESS ACTIVITIES INCLUDE:

接力天使主要业务涵盖早期创投母基金，早期创业股权投资，并参与受托管理上海市天使投资引导基金。接力天使母基金已投资多家知名早期风投基金，接力天使直投基金已投资近百家早期创业企业。

Relay Angel's principal business covers early-stage venture capital fund of funds, early-stage entrepreneurship equity investment, and participation in entrusted management of Shanghai Angel Capital Guiding Fund. Relay Angel Fund of Fund has invested in a number of reputed early-stage venture capital funds, while Relay Angel Direct Investment Fund has invested in nearly 100 early-stage startups.

成果

ACHIEVEMENTS

- 截至2015年12月，接力天使与专业投资机构联合投资了近百家早期创业企业。超过50%获得后轮融资，其中多家企业在新三板挂牌上市及被上市公司收购（两年内企业价值升值百倍）；
- 2014年1月启动天使投资母基金业务，并成功投资5家知名天使及早期创业投资基金（基金募集总规模达15亿元）；
- 截至2015年12月，已投资16家基金，总计投资金额达3.4亿元，引导近15亿元社会资本进入天使及早期创业投资领域，有效帮助超过200家创业企业获得融资。
- As at December 2015, Relay Angel along with professional investment institutions invested in nearly 100 early-stage startups. More than 50% of such enterprises obtained follow-up financing, and many of those enterprises were listed on the New Third Board and acquired by listed companies (enterprise value appreciated hundredfold within merely two years);
- Relay Angel initiated angel investment FOF business in January 2014, and successfully invested in 5 renowned angel and early-stage venture capital investment funds (total size of fundraising reached RMB 1.5bn);
- As at December 2015, Relay Angel invested in 16 funds in total investment of RMB340mn, and guided social capital of nearly RMB1,500mn to flow into angel and early-stage venture capital investment, thus effectively helping more than 200 startups secure financing.

投资案例
INVESTMENT CASES

投资的企业			
投资的基金			

接力·投资 Relay · Investment

资源共享

SHARING RESOURCES

共享早期投资资源，加速企业升级成长。创业接力基金专注于早期科技型的高增长创业项目投资，主要投资领域包括新材料、医疗健康、清洁技术、先进制造和现代服务业。管理资金共7亿元，投资企业近70家。



With the mission of sharing early-stage investment resources and accelerating the upgrade and growth of enterprises, the Entrepreneurship Relay Fund focuses on investment in fast-growing early-stage tech startups, and mainly invests in new materials, health care, clean technology, advanced manufacturing and modern services. It has a total of RMB700mn under management and has invested in nearly 70 enterprises.

投资特点

INVESTMENT CHARACTERISTICS

- 阶段特点：创业接力期 — 种子阶段后期、风险投资早期
 - 功能特点：精耕细作的创业投资与全面深入的创业辅导相结合
 - 导向特点：风险投资和产业资本的“喂食者” (Deal Feeder)
 - 退出特点：后轮投资退出、企业上市、产业并购及管理层回购有机结合
- Stage characteristics: entrepreneurship relay stage — later period of seed stage, early stage of venture investment
 - Function characteristics: combination of intensive venture capital investment and thorough entrepreneurial tutorship
 - Guidance characteristics: "Deal Feeder" of venture capital and industry capital
 - Exit characteristics: organic combination of later-series investment exit, enterprise listing, industry M&As and management buy-out

基金荣誉

HONORS RECEIVED BY THE FUND

- 获评清科集团2015年度中国天使投资机构30强
 - 获评投中集团2014年度中国最佳天使投资机构10强
 - 获评清科集团2014年度中国创业投资机构50强
 - 获评投中集团2013年度中国最佳早期创业投资机构10强
 - 获评清科集团2013年度中国创业投资机构50强
- Top 30 Angel Investment Firms in China of the Year 2015 chosen by Zero2IPO Group
 - Top 10 Angel Investment Firms in China of the Year 2014 chosen by ChinaVenture
 - Top 50 Venture Capital Firms in China of the Year 2014 chosen by Zero2IPO Group
 - Top 10 Early-stage Venture Capital Firms in China of the Year 2013 chosen by ChinaVenture
 - Top 50 Venture Capital Firms in China of the Year 2013 chosen by Zero2IPO Group

项目发展

PROJECT DEVELOPMENT

后续融资：15家企业完成后续融资，估值增值达2至40倍

新三板挂牌：7家企业成功挂牌，实现股份流通，10多家企业在申报过程中

Follow-up financing: 15 enterprises completed their follow-up financing, and their valuations appreciated 2~40 times.
Listing on New Third Board: 7 enterprises were successfully listed for circulation of shares, and over 10 enterprises were in the process of application.

投资案例

INVESTMENT CASES

新材料： New materials						
清洁技术： Clean technology						
先进制造： Advanced manufacturing						
医疗健康： Health care						
消费服务： Consumer service						
现代服务业： Modern service industry						

金融共享
SHARING FINANCE

创业接力金融定位于科技型中小微企业的债权融资平台及创新型金融产品和服务的供应商。借共享模式，集聚融资信贷资源，为科技型中小微企业成长助力。

The Entrepreneurship Relay Finance is positioned as a provider of debt financing platform and innovative financial products and services for technology-oriented medium, small and micro businesses. It leverages the sharing model to collect financing and credit resources and thus promote the growth of technology-oriented medium, small and micro businesses.



创业接力担保

Entrepreneurship Relay Guarantee

上海市融资担保行业规范发展以来首家获批的融资性担保公司，注册资金 2.4 亿元人民币。聚焦科技型中小微企业融资服务，先后推出了以“科贷通履约担保”、“国家开发银行集合统贷”、“集合信托”等为代表的科技金融创新产品；探索以“投保贷联动”为代表的“担保 +”服务模式，为科技型企业撬动更多的金融资源。

The Entrepreneurship Relay Guarantee is the first financing guarantee company approved after the standardization of the development of the financing guarantee industry of Shanghai and has registered capital of RMB240mn. Focusing on financing service for micro, small and medium-size technology companies, Entrepreneurship Relay Guarantee has launched technology finance innovative products including "Guaranteed Loan for Small and Medium-sized Technology Companies", "Collective Centralized Loan from National Development Bank" and "Collective Trust"; it has explored "Guarantee+" service model represented by "investment-guarantee-lending linkage" in order to tap more financial resources for technology enterprises.



创业接力小贷

Entrepreneurship Relay Micro-Credit

2015 年 9 月由创业接力担保主发起设立，专注于企业的现金流诊断及融资服务，与创业接力担保合力构建中小微企业的短期及中长期信贷一站式融资平台，先后推出了以“接力贷”、“法人贷”、“股权贷”等为代表的核心产品。成立短短三个月累计为 46 家企业提供 2 亿元贷款。



Entrepreneurship Relay Micro-Credit, which was set up primarily on the initiative of Entrepreneurship Relay Guarantee in September 2015, focuses on cash flow diagnosis and financing service for enterprises and the construction of a short, medium and long-term credit integrated service platform for micro, small and medium-sized technology companies through cooperation with Entrepreneurship Relay Guarantee, and has successively launched core products like "Relay Loan", "Legal Person Loan", "Equity Loan". It provided loans worth RMB 200mn in total for 46 enterprises within merely 3 months after its establishment.



典型案例 / 主要成果

TYPICAL CASES/MAJOR ACHIEVEMENTS

- 累计为 700 余家企业提供约 35 亿元的信贷支持，户均不到 400 万元，企业首贷率达 30%、信用担保比例超过 80%；
- 2015 年新增担保额 12 亿元 新增小额贷款额 2 亿元；
- 在保客户中，66 家企业获得各类风险投资介入；24 家企业在新三板挂牌；5 家企业在上海股交中心上市；10 家企业被并购；
- 创业接力担保信用评级达到 A+，两次获得上海市金融创新奖，获得上海市经信委颁发的“中小企业优秀合作伙伴”、“中小企业杰出合作伙伴”，获得上海张江高科技园区管理委员会颁发的“三个一批”政企合作单位。

- The company for provided approximately RMB3,500mn credit support for 700+ enterprises, which received less than RMB4,000,000 on average. Enterprises' success rate in getting loans as first-time borrowers reached 30% and their success rate in getting credit guarantee exceeded 80%;
- In 2015, the company extended RMB1,200mn in loan guarantees and RMB200mn in micro-credit loans;
- Among clients under the company's guarantee, 66 enterprises obtained the involvement of venture capital firms; 24 enterprises were listed on the New Third Board; 5 enterprises were listed on Shanghai Equity Exchange; 10 enterprises were merged and acquired;
- Entrepreneurship Relay Guarantee received A+ credit rating, won Shanghai Municipal Financial Innovation Achievement Award twice, "Excellent Partners for SMEs" and "Outstanding Partners for SMEs" issued by Shanghai Municipal Commission of Economy and Information Technology, and was one of guarantee companies selected for government-enterprise cooperation by the Administration Committee of Shanghai Zhangjiang Hi-Tech Park.

接力·空间 Relay • Space

空间共享
Sharing Space

创业接力空间专注于为科技型创业企业提供便捷的办公及增值服务，拥有上海市科技孵化器及科技苗圃资质。

Entrepreneurship Relay Space concentrates on providing convenience office and value-added services for tech startups, and is certified as a tech startup incubator and a tech startup nursery of Shanghai.



我们做什么
WHAT WE DO

创业接力空间联合科房投资、卓越集团、上海地产集团、万科集团等著名地产企业，以共享思维，组合优势资源，共同打造符合创业企业特点和需求的“接力空间”，旗下参股投资品牌空间“创客+”、“P2”、“桔子空间”及“接力·零号湾”，目前拥有空间11处，运营面积超过3万平方米。

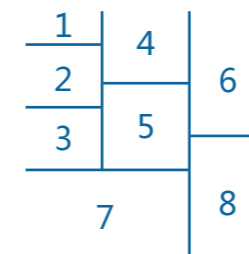
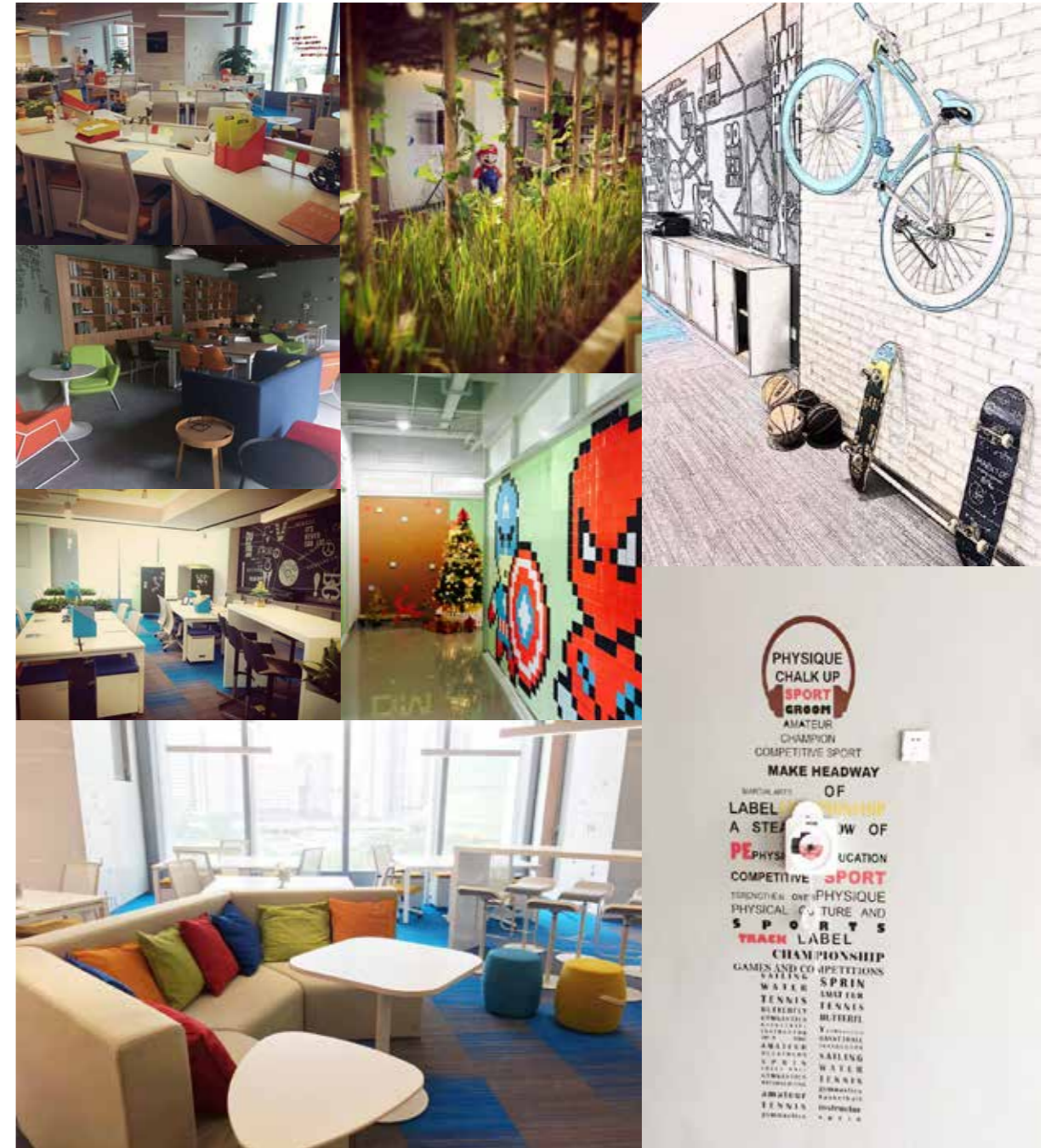
Entrepreneurship Relay Space has integrated advantageous resources in the sharing concept by collaborating with reputed real estate companies including KEFAN, Excellent Group, Shanghai Real Estate Group and Vanke Group on the construction of Relay Spaces in line with the characteristics and requirements of startups, and it brands include "Maker+", "P2", "JUZI LAB" and "STEP•neoBay". Entrepreneurship Relay Space now owns 11 spaces with operating area of more than 30,000m².

面向企业创始人的系列培训，包括 创业训练营、企业成长营 等；	综合人事外包服务，一键打通各大招聘渠道；
专业的科技政策咨询及申报服务，包括 创新基金、科技小巨人、高新技术企业 等；	高性价比的服务团购，包括 知识产权、法律顾问、财务审计、云服务器 等。

成果
Achievements

2015年获得了投中集团“中国最佳众创空间TOP10”
3年内累计孵化了近100家创业企业，举办各类创业活动300余场，提供就业岗位近700个，服务创业者近万人。

Named one of "TOP10 Group Innovation Spaces in China of the Year 2015" by ChinaVenture
Within 3 years, Entrepreneurship Relay Space incubated nearly 100 startups, staged 300+ entrepreneurial activities of various types, created nearly 700 jobs and served nearly 10,000 entrepreneurs.



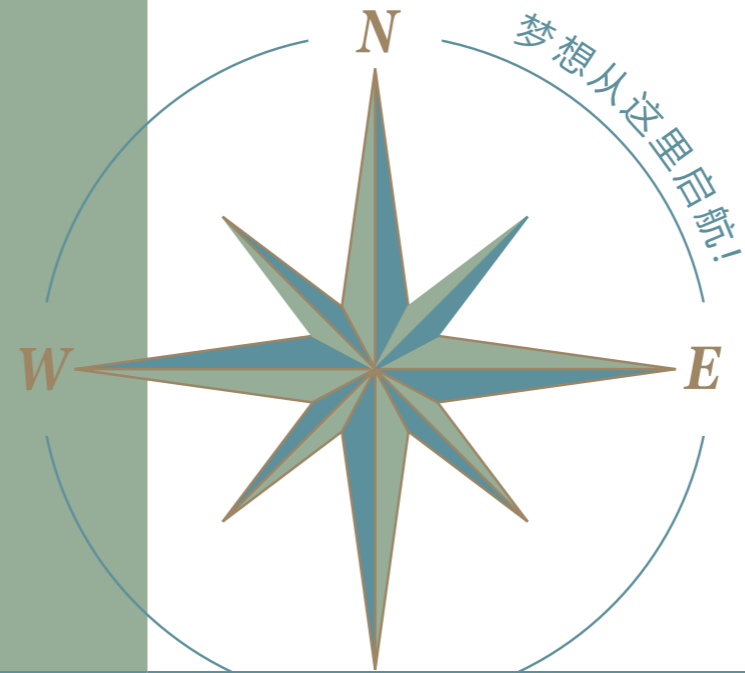
1, 3 办公区 Office Area

2, 7 休闲区 Leisure Area

4, 5, 6, 8 创意布置 Creative Arrangements

文化建设

Team culture



2015年，“大众创业、万众创新”大潮澎湃，我们的目标明确，步伐稳健。

得益于“双创”之国策，诸多有识之士加入创业基金会，为“公益做大”添砖加瓦，亦有更多社会贤达投身创业接力，致力于“市场做强”的“双轮驱动”大业。

2015，给我们团队带来了更多动能和朝气，每周一谈（书）推陈出新，党群活动丰富多彩，员工培训学以致用，文体竞赛积极参与，让每位员工找到自身的价值。

EFG是孵化器，但EFG不仅仅是孵化器，因为她不仅可以承载创业者的梦想，让创业者获得成功；她更可以带给EFG团队的每一位员工历史使命感、责任感、成就感，身处在当前“双创时代”，以豁达的胸襟，学会给予和分享，充实自我，为人生平添上一笔抹不去的精彩！

S

In 2015, "popular innovation and entrepreneurship" was in full swing and we moved on at a stable pace with a clear purpose.

Thanks to the national "innovation and entrepreneurship" policy, many people of insight joined EFG to contribute to the cause of "promoting public service". Meanwhile, numerous prominent persons devoted themselves to Entrepreneurship Relay to advance the cause of implementing "double wheel drive" pattern for "market development".

The year of 2015 brought more momentum and vitality to our team. Thanks to refreshing weekly talk/book recommendation, colorful Party-mass activities, application-oriented staff training and active participation in cultural & sports competitions, each employee was able to identify their own worth.

EFG is an incubator, but it is more than an incubator, for it not only carries entrepreneurs' dreams and empowers them to pursue success, but also infuses every member of EFG team with a sense of historic mission, sense of responsibility and sense of fulfillment. In this era of "innovation and entrepreneurship", every one of us should be generous and open-minded enough to learn to give and share, enrich ourselves and give a wonderful, indelible touch to our lives!

共享文化

SHARING · CULTURE

党支部活动 Party branch activities



新员工入职培训 The training of new employees



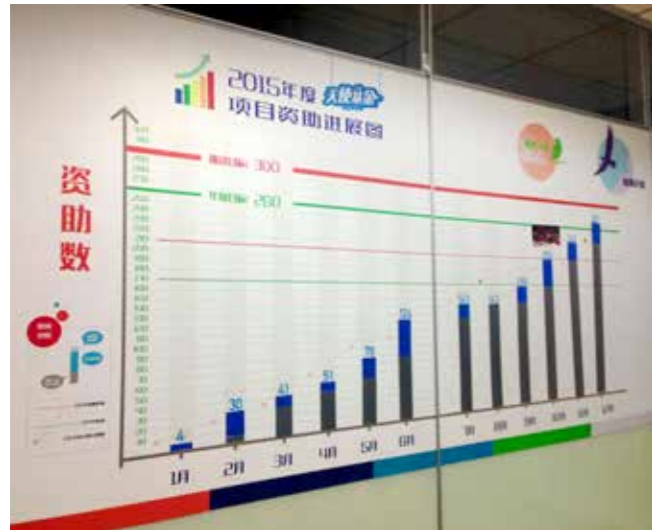
员工生日 Employee's birthday party



榜样的力量 Power of Examples

每季度推出一位标杆员工，发挥榜样的力量，让优秀员工的个人品质、思想理念、工作方法感染到团队，激发每位员工努力进步。

A model employee is commended each quarter to give play to the power of good examples and let excellent employees' individual qualities, thoughts & ideas and working methods influence the whole team and motivate each employee for greater progress.



文体活动 Cultural and Sports Activities

充满活力与激情的创业基金会和创业接力团队，有着意气风发的动能与潜力，凝聚在一起，为创新助威，为创业者呐喊！

The energetic and passionate EFG and Entrepreneurship Relay teams have great momentum and potential. Let's work together to cheer for innovative people and for entrepreneurs!



- | | | |
|---|---|----------|
| 1 | 2 | 1 篮球赛 |
| 3 | | 2 六一亲子活动 |
| | 4 | 3,4 拔河比赛 |
| 5 | | 5 圣诞活动 |

每周一的“精神午餐”，是员工交流分享前沿理念的“必修课”，学习贵在坚持，得益于每周半小时的细水长流，日积月累成为新知的源泉。

The "spiritual lunch" on Mondays is a "required course" for employees to share cutting-edge ideas. Perseverance is the most important merit for learning. The continued learning for half an hour each week proves the source of new knowledge.

4.8 倪奕松 PayPal 与支付宝

Paypal 在支付流程上比较便利，但是采用先付钱后交货的付款方式，安全性不如支付宝；支付宝恰好相反，采用先交货后转帐的付款方式，再加上淘宝的两项防范措施，相对来说更加安全。

Ni Yisong: PayPal vs AliPay

PayPal has a convenient payment process but adopts the payment method of paying monies before delivery of goods. PayPal has lower security than AliPay. On the contrary, AliPay adopts the payment method of delivering goods before payment. Plus Taobao's two preventive measures, AliPay has higher security than PayPal.

4.20 倪旭舟 微表情心理学

正常的表情一般持续在 1/2 秒到 5 秒之间，有一个起承转合的过程。而微表情的与众不同在于持续时间较短，一般只有 1/25 秒至 1/5 秒。这种表情往往和欺骗联系在一起，无论是善意还是恶意。

Ni Xuzhou: The psychology of microexpression

A normal expression generally lasts for 1/2 second ~ 5 seconds and has a certain transition process. In contrast, microexpression usually lasts rather short, 1/25 second to 1/5 second to be specific. Microexpression tends to be linked with lies, white ones or malicious lies.

5.5 黄金晶“清华北大分校” 龙泉寺

龙泉寺的“高知僧人”让其成为“清华北大分校”。法师班底有清华大学博士、北航教授、中科院博士、北大哲学研究生等。龙泉寺也因此被称作“最强科研实力寺庙”。

Huang Jinjing: Longquan Temple - "branch campus of Tsinghua University and Peking University"

Longquan Temple is nicknamed "branch campus of Tsinghua University and Peking University" because of its high-level intellectual monks who used to be doctors from Tsinghua University, professors from Beihua University, doctors from Chinese Academy of Sciences and postgraduate students from Peking University. Longquan Temple is also known as "a temple with the highest scientific research strength".

7.20 沈政 天才在左，疯子在右

本书以访谈录的形式记载了生活在另一个角落的人群（精神病患者、心理障碍者等边缘人）深刻、视角独特的所思所想，让人们可以了解到疯子抑或天才真正的内心世界。此书是国内第一本具有人文情怀的精神病患访谈录。

"Genius is on the Left, Lunatic is on the Right" by Shen Zheng

This book records the profound and unique thoughts of marginalized people including mental patients and mentally handicapped persons in the form of interview record, thus revealing the inner world of madmen or maybe geniuses. This book is the first interview record of mental patients with humanistic feelings in China.

7.27 李根 《上帝掷骰子吗》

《上帝掷骰子吗》是关于量子论的故事。从物理角度来说，它在科学家中间引起了最为激烈的争议和关注；从现实角度来说，它给我们的社会带来了无与伦比的变化和进步；从科学史角度来说，也几乎没有哪段历史比量子论的创立得到了更为彻底的研究。

Li Gen: Does God Play the Dice?

"Does God Play the Dice?" is a book on the history of quantum physics. In terms of physics, quantum physics raised the hottest disputes and highest attention among scientists. In terms of reality, quantum physics has brought about unparalleled changes and progress to our society. In terms of history of science, there is no piece of history that has been as thoroughly researched as the founding of the quantum theory.

12.28 祁玉伟 《反脆弱》

黑天鹅效应告诉我们，非常不可能发生和无法预测的事件，存在于世界上几乎每一种事物之中。《反脆弱》一书更力陈不确定是件好事，甚至有其必要，并且建议我们以反脆弱的方式建立各种事物。《反脆弱》是生活在不确定世界中的蓝图，也是面对随时可能出现的黑天鹅事件时的终极自保守则。

Qi Yuwei: Antifragile

The Black Swan effect tells us that events unpredictable and very unlikely to occur exist in almost all things on the world. The book entitled "Antifragile" reiterates that uncertainties are good things and necessary for growth, and suggests that we should establish various things in an antifragile manner. "Antifragile" is a blueprint for people living in a world of uncertainties and is also the ultimate survival rule against black swan events that may appear at any time.





媒体报道

Media Coverage



国际交流

International Interactions

附录

APPENDIX



大事记

Memorabilia



财务报告

Financial Report

影响力传播

Promotion

【自媒体】



[We Media] 210,000 fans | 351 WeChat messages | 141,000 forwards | 20,000+ VOD clicks | 10,300,000 views

【媒体报道】



[Media Coverage] 605 traditional media reports | 49 in-depth reports | 13 TV/radio broadcasts | 218 reporting media involved

【公益广告】



[Public Service Advertising] 3000 Focus Media screens | Large screens on 11 metro lines | 6 Tulip Media building screens
20-day airing of public-service advertisement | 500 China Telecom business hall screens

【新闻专题】

News topics



国际交流 International Interactions

2015年9月7日

September 7, 2015

联合利华宣布与创业基金会达成战略合作，“联合利华创想+”项目 (foundry.unilever.com.cn) 正式启动上线。市科委副巡视员刘勤、市商委外国投资管理处副处长陈昊、联合利华北亚区总裁马瑞文、创业基金会秘书长张德旺出席发布会，共同启动“联合利华创想+”项目。发布会上，联合利华对外发布了5个针对中国消费者的项目需求，联合利华每年将为中国的“创想+”项目投入至少100万欧元试点项目资金，用于支持创新项目。

Unilever announced the formation of strategic cooperation with EFG and the "Unilever China Foundry" project (i.e., foundry.unilever.com.cn) was officially launched. Present at the launch event were Liu Qin, deputy inspector for Shanghai Municipal Science & Technology Commission, Chen Hao, deputy director of Foreign Investment Administration under Shanghai Municipal Commission of Commerce, Marijn van Tiggelen, President of Unilever North Asia, and EFG's secretary general Zhang Dewang, who jointly commenced the "Unilever China Foundry" project. At the press conference, Unilever publicized 5 project requirements aimed at Chinese consumers and Unilever would each year invest at least EUR1,000,000 of pilot project funds in the "Unilever China Foundry" project to specially support innovation projects.



2015年6月10日

June 10, 2015

6月10日下午1点，由韩国最大的孵化投资机构 D.Camp和创业基金会联合举办的Angle Day完美收官。此次路演的九个团队都是来自韩国首尔江南区的“极客”，他们希望借此机会获得中国投资人的指点并拓展中国市场。

At 1PM of June 10, Angle Day, co-organized by South Korean largest incubation investment institution D.Camp and EFG, came to a successful close. All nine teams on the roadshows were "geeks" from Gangnam, Seoul, South Korea, and they wished to take this opportunity to seek advice from Chinese investors and exploit Chinese market.

2015年7月7日

July 7, 2015

7月7日下午，韩国大田大学15名师生访问了基金会，此次到访的韩国访问团是拥有创业计划及技术项目的本科生和研究生，他们正在上海进行为期4天的海外交流培训。他们选择参访基金会也是为了延续2013年和2014年与基金会的交流，增进合作。

On the afternoon of July 7, 15 teachers and students from Daejeon University, South Korea visited EFG. This visiting South Korean delegation comprised undergraduates and postgraduates with business plans and technology projects, and this visit was part of their ongoing 4-day overseas exchange and training in Shanghai. They visited EFG for the purpose of continuing their communication and cooperation with EFG in 2013 and 2014.

2015年5月11日

May 11, 2015

应上海市妇联的邀请，美国女企业家代表团访问创业基金会。代表团成员来自美国科罗拉多州和亚利桑那州的杰出女企业家代表，代表团与基金会负责人及创业者代表座谈交流，听取了基金会负责人对基金会的基本情况和 workflows 的介绍，并与微漫网络和泡泡海国际旅行社的创始人探讨了创业企业管理经验。

Upon invitation of Shanghai Women's Federation, US businesswomen delegation visited EFG. Delegation members were outstanding businesswomen from Colorado and Arizona, US. The delegation had a discussion meeting with persons in charge of EFG and entrepreneur representatives, learn about EFG's basic information and working procedures through introduction by EFG's person in charge, and explored startup management experience with the founders of wecomics.cn and paopaohai.com.



2015年11月

November 2015

约翰·梅和刘曼红主编的《天使投资——创业与资本无国界》(Angel Without Borders) 一书正式在国内出版发行，该书是创业基金会从国外引进出版的“创业译丛”之九，也是创业基金会资助出版的第14本书籍。

The book "Angels without Borders" edited by John May and Manhong Mannie Liu was published in China. This book was the ninth book selected by EFG for its "collected translations of books on entrepreneurship" through introduction of foreign versions and also the 14th book published with EFG's funding.



2015年3月16-19日

March 16-19, 2015

2015年全球创业周峰会于3月16日至19日在意大利米兰举行，本次峰会聚集了超过150个国家的4000余名代表。活动跨越4天时间，在1个主会场和9个分会场同时开展。期间，共321位创业者代表、政府官员、企业家、投资人分享了他们的创业观点。创业基金会作为全球创业周的中国主办方，派代表参会，并于开幕式上分享了基金会在创业教育领域的建设经验。

2015 Global Entrepreneurship Week Summit was held during March 16-19 in Milan, Italy. This Summit gathered 4000+ representatives from more than 150 countries. This event lasted 4 days and was staged simultaneously at 1 main venue and 9 branch venues. During that period, a total of 321 entrepreneur representatives, government officers, businessmen and investors shared their views on entrepreneurship. As the Chinese organizer of Global Entrepreneurship Week, EFG also sent its representatives to share EFG's construction experience entrepreneurship education at the opening ceremony of the Summit.

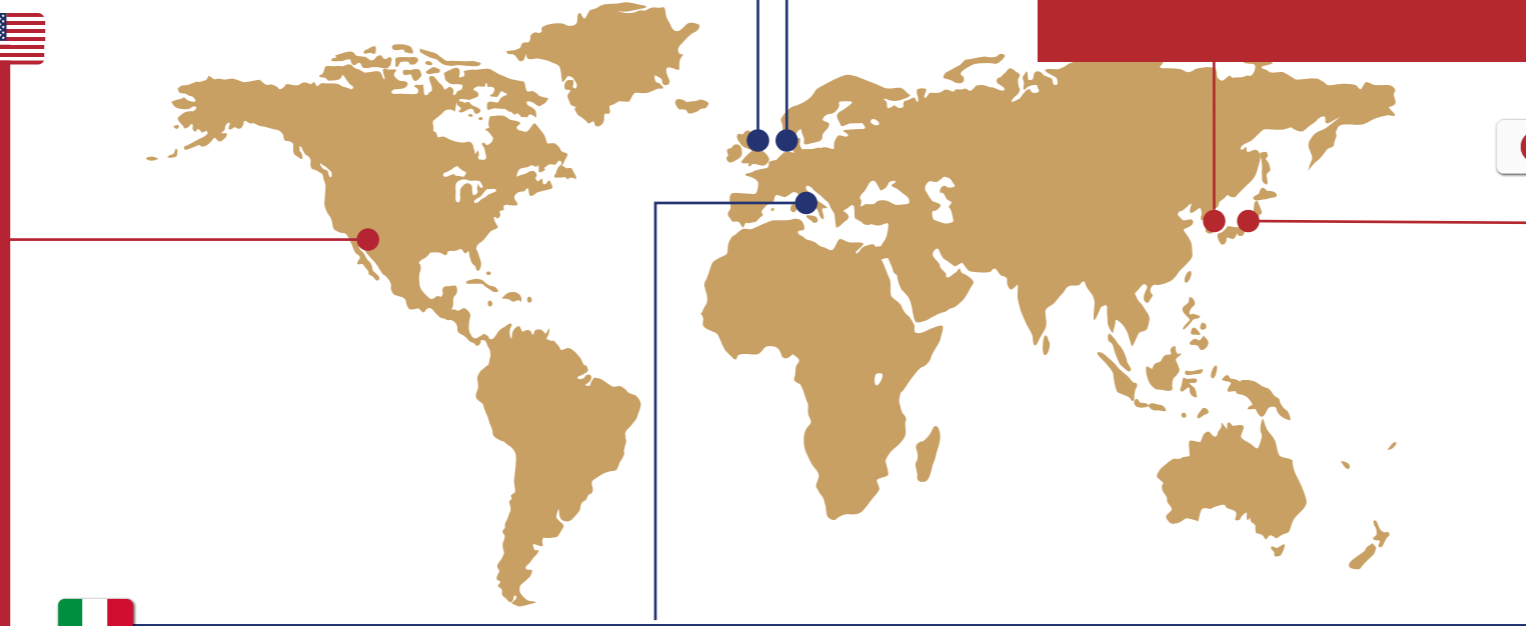


2015年11月

November 2015

瑞可利集团成为2015创业周暨第九届全球创业周中国站战略合作伙伴，并在本届创业周上成功举办《幸福在哪里——互联网生活服务的未来》主题活动。

Recruit Holdings became the strategic sponsor of 2015 (9th) Global Entrepreneurship Week China and successfully held the activity entitled "Where is Happiness — The Future of Internet Living Service" during this event.



大事记

Memorabilia

2014年12月30日

创业基金会召开第二届理事会第六次会议，市科委、市教委、市财政局、市人保局、市金融办、团市委、复旦大学、交通大学、上海大学、上海理工大学等单位理事及监事出席会议。会议听取了2014年工作总结，审议了2015年度工作计划。

December 30, 2014

EFG held the sixth Meeting of its Council, which was attended by councilors and supervisors from such units as Shanghai Municipal Science and Technology Commission, Shanghai Municipal Education Commission, Shanghai Municipal Finance Bureau, Shanghai Municipal Human Resources and Social Security Bureau, Shanghai Municipal Financial Service Office, Shanghai Committee of Communist Youth League of China, Fudan University, Shanghai Jiaotong University, Shanghai University, University of Science and Technology for Shanghai. The 2014 work report was heard and 2015 work plan was deliberated at that meeting.

2015年1月15日

创业基金会召开了2014年年度分会总结会议，各分会负责人出席会议。会议总结了2014年各分会的工作成果，表彰了年度优秀分会并部署了下阶段工作。

January 15, 2015

EFG convened 2014 annual branch summary meeting, which was attended by persons in charge of all branches. The meeting summarized the work results of all branches in 2014 and commended annual excellent branches

2015年3月1日

在市经信委领导指导下，创业基金会完成了《上海市大学生科技创业基金资助创业者及创业企业信用信息管理办法》的制定，并正式实施，创业信用管理纳入天使基金“选、投、育、退”全流程。

March 1, 2015

Under the guidance of Shanghai Municipal Commission of Economy and Information Technology, EFG completed the formulation of "Administrative Measures of Shanghai Technology Entrepreneurship Foundation for Graduates on Credit Information of Funded Entrepreneurs and Startups" and the implementation of the said Administrative Measures, which requires that entrepreneurship credit management will be included in the whole process of "selection, investment, education and exit" of angel funds.

2015年3月26日

市经信委副主任徐子瑛一行调研创业基金会和创业接力。徐主任表示市经信委将结合“四新经济服务平台”建设，支持创业接力打造“创客+”园中园连锁孵化新载体建设。

March 26, 2015

A group of people led by Xu Ziyang, deputy director of Shanghai Municipal Commission of Economy and Information Technology, conducted a survey on EFG and Entrepreneurship Relay. Mr. Xu stated that Shanghai Municipal Commission of Economy and Information Technology would, in conjunction with the construction of "four-new economic service platform", support Entrepreneurship Relay's construction of new "Maker+" park-in-park chain incubation carrier.

2015年4月9日

上海大学生创业者协会(筹)启动仪式在上海交通大学举行，市教委、市人保局、创业基金会、各高校就业办相关领导及老师参加，联合会委托创业力传播中心日常运营。

April 9, 2015

The launching ceremony of Shanghai Entrepreship Association for College Students (being prepared) was held at Shanghai Jiaotong University and attended by relevant leaders and teachers from Shanghai Municipal Education Commission, Shanghai Municipal Human Resources and Social Security Bureau, EFG and employment offices of colleges/universities. The Association entrusted Shanghai Entrepreneurship Communication Center with its daily operations.

2015年4月9日

杨雄市长率市政府各委办局及杨浦区领导，调研杨浦区创新创业工作，创业基金会秘书长汇报了公益业务及市场业务的发展情况，指出创新创业工作存在的体制机制困境。

April 9, 2015

Mayor of Shanghai Yang Xiong led the leaders of various commissions, offices and bureaus of Shanghai Municipal Government and Yangpu District to conduct a survey on the work of Yangpu District on innovation and entrepreneurship, and secretary general reported on the development of public services business and market business and pointed out system and mechanism dilemmas existing in the innovation and entrepreneurship work.

2015年4月10日

创业基金会召开2015年第一季度分会工作会议，市会及各分会负责人出席会议。

April 10, 2015

EFG held its 2015Q1 work conference on branches, which was attended by persons in charge of EFG and its branches.

2015年4月24日

第四届中国创新创业大赛正式启动，科技部党组成员、副部长曹健林、教育部、财政部、全国工商联、共青团中央、致公党中央、国家外国专家局等领导出席大赛启动仪式。创业基金会将作为大赛合作机构，为创业项目提供后续创业服务和资源。

April 24, 2015

The 4th China Innovation & Entrepreneurship Competition was officially commenced, and present at the opening ceremony of this Competition were Cao Jianlin, Party group member and deputy minister of the Ministry of Science and Technology as well as leaders of Ministry of Education, Ministry of Finance, All-China Federation of Industry & Commerce, Central Committee of Communist Youth League of China, Central Committee of China Zhi Gong Party and State Administration of Foreign Experts Affairs. As a cooperative institution of the Competition, EFG will provide follow-up entrepreneurship services and resources for entrepreneurship projects.

2015年5月11日

应上海市妇联的邀请，美国女企业家代表团访问创业基金会。代表团成员来自美国科罗拉多州和亚利桑那州的杰出女企业家代表，代表团与基金会负责人及创业者代表进行了座谈交流。

May 11, 2015

Upon invitation of Shanghai Women's Federation, US businesswomen delegation visited EFG. The delegation, which comprised outstanding businesswomen representatives from Colorado and Arizona, US, had a discussion meeting with persons in charge of EFG and entrepreneur representatives.

2015年5月26日

2015年上海市研究生创新创业能力培养计划正式启动，该计划为将对100个研究生创业项目进行孵化，再培养100名商科背景研究生参与创业团队组建。这是该计划立项以来的第三批。

May 26, 2015

2015 Shanghai Graduate Students' Innovative and Entrepreneurial Capabilities Development Project was officially commenced. This Project would incubate 100 graduate entrepreneurship projects and develop 100 graduates with business administration background to participate in entrepreneurship team construction. This was the third round of this Project after approval.

2015年6月4日

按照党中央、上海市委关于开展党员领导干部“三严三实”专题教育的部署安排，创业基金会党支部根据市科技党委、上科院党委要求，召开了“三严三实”专题教育组织生活会。

June 4, 2015

In accordance with the deployment and arrangement of the Party Central Committee and CPC Shanghai Committee on conducting “three stricts and three honests” special education for leading cadres of Party members, EFG Party Branch held an organization meeting on “three strict and three steady” special education at the request of the Party Committee of Shanghai Science and Technology Commission and the Party Committee of Shanghai Academy of Science & Technology.

2015年6月17日

市社团局领导调研创业基金会，对创业基金会长期可持续发展提出了指导意见。鼓励基金会继续开展业务创新，更好地服务于社会，促进大学生创新创业。

June 17, 2015

Leaders of Shanghai Municipal Administration of Social Organizations paid a survey visit to EFG and offered guiding opinions on long-term sustainable development of EFG. They encouraged EFG to continue business innovation, better serve the society and promote graduate innovation and entrepreneurship.

2015年6月25日

创业基金会完成创业雄鹰计划、创业雏鹰计划资助产品手册 1.0 版，创业基金会官方网站完成改版，提高了资助业务操作及相关信息公开的标准化、规范化、常态化。

June 25, 2015

EFG completed the formulation of Eagle Program and Eaglet Program funded product manual (version 1.0) and the revision of EFG's official website, thus improving the standardization, regulation and normalization of funding business operations and associated information disclosure.

2015年7月9日

江西省教育厅副厅长郭奕珊一行参观考察创业基金会，并进行了深入座谈交流。

July 9, 2015

A group of people led by Guo Yishan, deputy director-general of Department of Education of Jiangxi Province visited and had in-depth exchange and communication with EFG.

2015年7月14日

陕西省副省长张道宏一行参观考察创业基金会，并进行了座谈交流。

July 14, 2015

A group of people led by deputy governor of Shaanxi Province Zhang Daohong visited and exchanged views with EFG.

2015年7月17日

广东省人社厅葛国兴副厅长一行参观考察创业基金会，并进行了深入座谈交流。

July 17, 2015

A group of people led by Ge Guoxing, deputy director-general of Department of Human Resources and Social Security of Guangdong Province visited and had in-depth exchange and communication with EFG.

2015年8月24-26日

为期3天的2015第五届全球创业周校园中心高峰论坛（GCC峰会）在创业接力大楼举行。全国70所高校优秀创业类社团负责人参加。

August 24-26, 2015

The 3-day-long 2015 (5th) Global Entrepreneurship Week Campus Center (GCC) was held at STEP Building. Present at GCC were persons in charge of excellent entrepreneurship associations from 70 colleges/universities.

2015年9月7日

联合利华宣布与创业基金会达成战略合作，“联合利华创想+”项目(foundry.unilever.com.cn)正式启动上线。市科委会副巡视员刘勤、联合利华北亚区总裁马瑞文出席发布会并启动“联合利华创想+”项目。

September 7, 2015

Unilever announced the formation of strategic cooperation with EFG and the “Unilever China Foundry” project (i.e., foundry.unilever.com.cn) was officially launched. Present at the launch event were Liu Qin, deputy inspector for Shanghai Municipal Science & Technology Commission, and Marijn van Tiggelen, President of Unilever North Asia attended the launch event and commenced the “Unilever China Foundry” project.

2015年9月15日

创业基金会召开第二届理事会第八次会议，市科委、市教委、市财政局、团市委、上海交通大学、上海理工大学等单位理事、监事出席会议。会议审核通过了创业基金会和创业接力规范运作的相关制度。

September 15, 2015

EFG held the eighth Meeting of its Council, which was attended by councilors and supervisors from such units as Shanghai Municipal Science and Technology Commission, Shanghai Municipal Education Commission, Shanghai Municipal Finance Bureau, Shanghai Committee of Communist Youth League of China, Shanghai Jiaotong University, and University of Science and Technology for Shanghai. The meeting deliberated and adopted the systems on standardized operation of EFG and Entrepreneurship Relay.

2015年10月10日

创业基金会召开第三季度分会工作会议，各分会负责人出席会议。

October 10, 2015

EFG held its Q3 branch work conference, which was attended by persons in charge of all branches.

2015年11月16-22日

2015(第9届)创业周暨全球创业周中国站主题活动在上海科技馆开幕。上海市委常委、上海自由贸易试验区管委会主任、浦东新区区委书记沈晓明出席开幕式并做主旨演讲。创业周为期7天共约75场创业活动，吸引了超万名创业者参与。

November 16-22, 2015

The themed activity of 2015(9th)Global Entrepreneurship Week China was inaugurated at Shanghai Science and Technology Museum. Shen Xiaoming, member of Shanghai Party Standing Committee, director of China (Shanghai) Pilot Free Trade Zone Administrative Committee and Party secretary of Pudong New Area, appeared at the opening ceremony and gave a keynote speech. Entrepreneurship Week lasted 7 days and held 75entrepreneurial activities, which attracted the participation of more than 10,000 entrepreneurs.

2015年12月17日

创业基金会与上海师范大学签约，设立上海市大学生科技创业基金会上海师范大学分基金会（简称上海师范大学分会），至此，创业基金会共设立22个分会。

December 17, 2015

EFG signed a contract with Shanghai Normal University to set up Shanghai Technology Entrepreneurship Foundation for GraduatesShanghai Normal University Branch (“Shanghai Normal University Branch”). By that time, EFG had set up 22 branches.

财务报告

Financial Report

上海市大学生科技创业基金会

2014年度工作报告摘要

上海市大学生科技创业基金会2014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	相关行业部门	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	上海市杨浦区国定东路200号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	800000.00		800000.00
其中：开展募捐活动取得的收入	0.00	0.00	0.00
二、本年度用于公益资助项目的支出	13423702.52	0.00	13423702.52

2. 公益支出（公募基金会）

单位：元

项 目	数额
上年度总收入	47212481.27
本年度总支出	14866417.49
本年度用于公益事业的支出	13423702.52
工作人员工资福利支出	1064099.51
行政办公支出	372455.84

三、财务会计报告摘要

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	647733599.83	1270460607.25	流动负债	6734.68	5086.43
其中：货币资金	576535279.51	1073462243.79	长期负债	0.00	500000000.00
长期投资	299250191.28	310703581.99	受托代理负债	0.00	0.00
固定资产	10842542.35	10170393.61	负债合计	6734.68	500005086.43
无形资产	3149.89	1749.85	限定性净资产	916238958.02	1027749574.56
受托代理资产	0.00	0.00	非限定性净资产	41583790.65	63581671.71
			净资产合计	957822748.67	1091331246.27
资产总计	957829483.35	1591336332.70	负债和净资产总计	957829483.35	1591336332.70

单位：元

项 目	非限定性	限定性	合计
一、本年收入	31343595.97	117031319.12	148374915.09
其中：捐赠收入		800000.00	800000.00
政府补助收入	5140000.00	116050000.00	121190000.00
投资收益	10753390.71	0.00	10753390.71
二、本年费用	9345714.91	5520702.58	14866417.49
（一）业务活动成本	7902999.94	5520702.58	13423702.52
（二）管理费用	1436555.35	0.00	1436555.35
（三）筹资费用	0.00	0.00	0.00
（四）其他费用	6159.62		6159.62
三、限定性净资产转为非限定性净资产	0.00	0.00	0.00
四、净资产变动额（若为净资产减少额，以“-”号填列）	21997881.06	111510616.54	133508497.60

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《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2014年12月31日的财务状况以及2014年度的业务活动成果和现金流量。

审计机构：众华会计师事务所（特殊普通合伙）
2015年3月22日

五、监事意见

同意审计报告意见。

监事：王兴放、秦亮
2015年3月22日

创业，我们在一起

United for Entrepreneurship



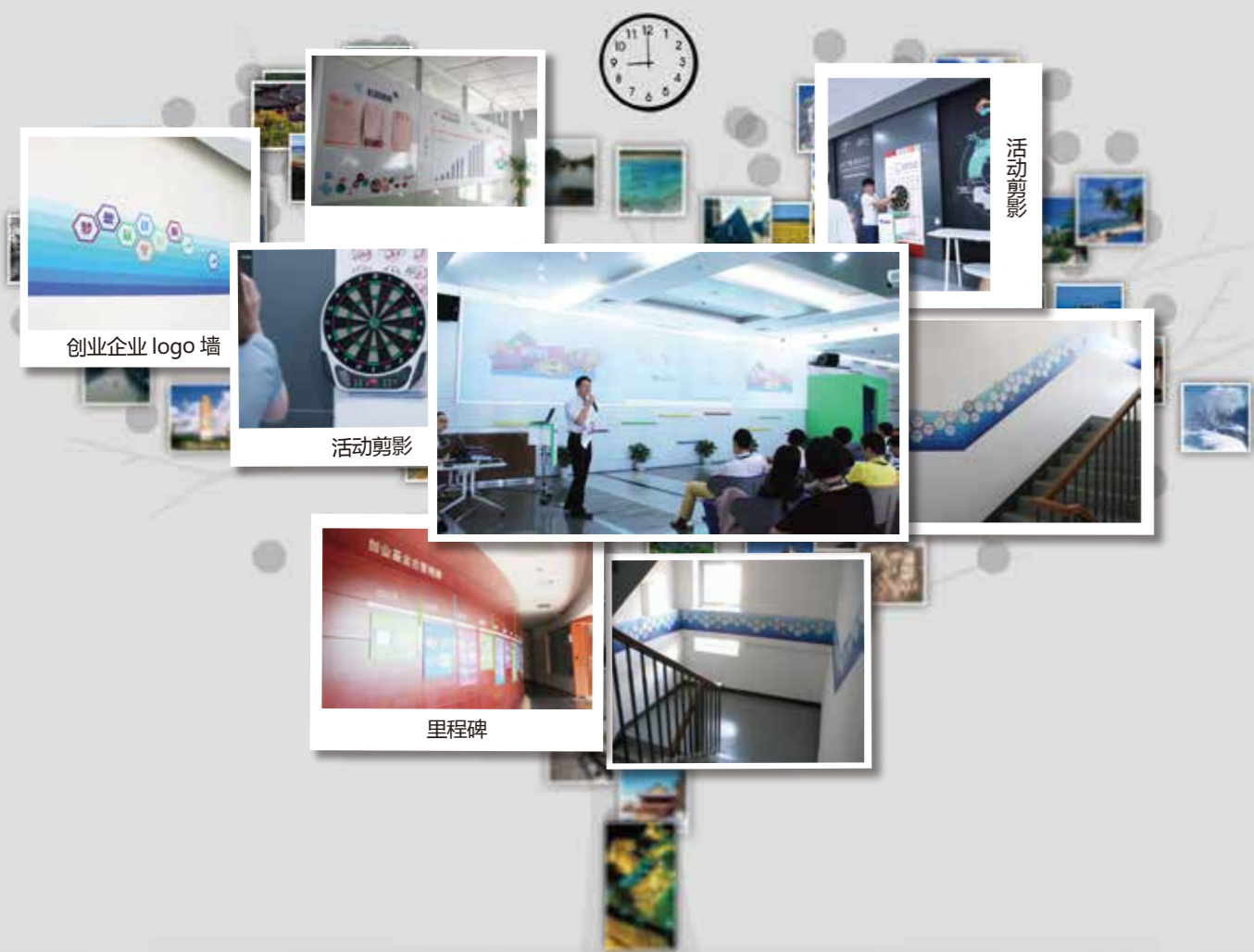
接力，赢接下一步

STEP closer to success



创业基金会迎来9周岁生日

2015年8月26日



创业，我们在一起
期待创业基金会 10 周年