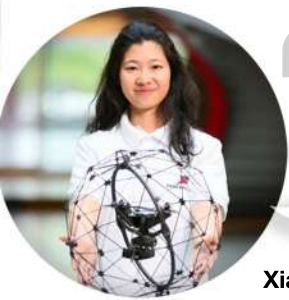**Powered by** swissnex China

Flyability

Founded in 2014 in Lausanne, Flyability is a spin-off from EPFL (École polytechnique fédérale de Lausanne)'s Laboratory of Intelligent Systems. The startup builds safe drones for inspection and exploration of indoor, inaccessible and confined spaces. Their products (shown below) focus on collision-tolerance rather than the ability to sense and avoid obstacles. The pragmatic and easy to use flying robots are highly appreciated by inspection professionals all around the world.

Thus far, Flyability has 300+ clients in over 50 countries and built two overseas offices in the US and China, respectively. As Flyability's exploration journey in China started behind those in Europe and the US, its current contribution to the total revenue is relatively smaller but is estimated to grow significantly in future years. Their China team with the function of business development and customer service has been playing an important role in supporting the Chinese partners and customers during the COVID-19 pandemic and thus ensures the stable growth of Flyability's business in China. Before the China office's opening in early 2020, Flyability's 2019 revenue in the Chinese market is around two million CHF (2.18 million USD) through the cooperation with local distributors.

"swissnex China offers second-to-none connection between your company and Chinese market. Professional team and high value platform assure you would understand the market fast and build up your presence locally in no time."

Xiaolin Briod-Wang | General Manager Big China, Flyability

Elios 1 & Elios 2 launched in China

ADDING VALUE   Learn about our continual support to Flyability in China

China Market Entry swissnex China supports Swiss start-ups by connecting them with networks of China's fast-growing market and industrial experts to support them for successful market entry in China. Flyability participated in two of our flagship Innovation & Entrepreneurship programs: Venture Leaders China - a 10-day intensive pitching roadshow across China's major megapolises co-organized with Venturelab; and Innosuisse China Camp, our joint-program with Innosuisse - the Swiss Innovation Agency - which offers continuous tailored support to Swiss startups in China.

Visibility & Promotions   swissnex China regularly organizes public events for our community in China, supports Swiss startups and institutions at Tech or Education fairs, and hosts high-profile events on the occasion of top-level visits from Switzerland. During former Swiss Federal Councillor Schneider-Ammann's official visit to China in 2018, Flyability joined our event on Sino-Swiss drone ecosystems. swissnex China also invited Flyability to speak at the Swiss Pavilion at the first China International Import Expo (CIIE) in 2018, as well as our long-running successful Café des Sciences lecture series.

MILESTONES   Follow Flyability's journey to success in China

2017 — **1** — **2018** — **2** — **3** — **4** — **2019** — **5** — **2020** — **6**

1 Flyability joins **Venture Leaders China 2017**.

2 Flyability joins **Innosuisse China Camp** program.

3 Flyability joins panel at top-level **Homes of Drones event** with former Swiss Federal Councillor Schneider-Ammann.

4 Flyability invited to present at the first **China International Import Expo** by swissnex China.

5 Flyability invited to present at **Cafe des Sciences event**.

6 Flyability officially opens **China office** in Shanghai.

CONNECTING THE DOTS   Discover organizations who took part in Flyability's China success story

Canton of Vaud   EPFL   Innovaud   Innosuisse   NCCR Robotics   Venturelab

ARE YOU A SWISS STARTUP WORKING ON YOUR OWN CHINA SUCCESS?

Click here to get in touch with us