



# ANNUAL REPORT 2018

digital**switzerland**

**VENTURE** ● ● ● ● ● ●  
**KICK** ● ● ● ● ● ●



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## VENTURES KICK OFFICES

Venture Kick  
c/o Venturelab, startup space  
Wiesenstrasse 5, CH-8952 Schlieren – Zürich  
+41 (71) 242 98 68

Venture Kick  
c/o Venturelab, EPFL Innovation Park  
Building C, CH-1015 Lausanne  
+41 (21) 533 09 80

Fondation des Fondateurs  
Venture Kick  
Haus der Stiftung, Kirchgasse 42, CH-8001 Zürich





## VENTURE KICK

# GROWING THE PIPELINE OF DEEP TECH STARTUPS IN SWITZERLAND

2018 was another successful year for Venture Kick: The CHF 25 million of initial funding to 600 Swiss university spin-off projects has been leveraged to CHF 2.5 billion in total funding. Every franc Venture Kick 'invested' was multiplied 100-fold by subsequent sources of financing. The economic impact for Switzerland is substantial: Venture Kick startups have created 6,000 jobs and grow at a rate of 20 percent on average each year.

While Venture Kick was able to increase the pipeline of Swiss deep tech startups massively over the last decade, we see even bigger potential for the future. To address this, we launch our new model (pages 6 to 7), which improves the amount, quality and timing of support for innovative startup projects. For 2019 we will increase the amount of seed capital available to start-up projects by 36 percent, to CHF 4.35 million. This will enable us to 'kick' 75 new startup projects out of research labs and on to conquering global markets!

At stage 2 our backing doubles to CHF 40,000. Increasing financial support at this crucial stage, just as entrepreneurs need to validate their business case in the market, will accelerate startups towards successful incorporation and launch. At stages 2 and 3 we switch to offering convertible loans, to give our entrepreneurs more flexibility as they seek extra financing from venture capital funds and angel investors.

In addition, entrepreneurs successfully passing Venture Kick stage 1 are eligible to receive CHF 150,000 from the Gebert Rüt Stiftung's InnoBooster program. This separate funding line will support about 15 Venture Kick startups, where further research and development promises to boost their business success. By combining both Venture Kick and InnoBooster support, Switzerland's best scientistentrepreneurs will therefore be able to win as much as CHF 300,000 in seed finance.

The new model and extra money strongly support our 'Mission 2027': to build a portfolio of 1,000 successful high-tech startups in Switzerland offering more than 15,000 attractive jobs.

Venture Kick's work is made possible by the generosity of our donors, the commitment of our jury members, the passion of our management team, as well as the courage and vision of the entrepreneurs at the heart of the initiative. On behalf of the Venture Kick board we thank all of you for helping grow the pipeline of deep tech startups in Switzerland, and bringing prosperity to the Swiss economy and society.

**Dr. Pascale Vonmont**

Strategy Board, Venture Kick  
CEO, Gebert Rüt Stiftung

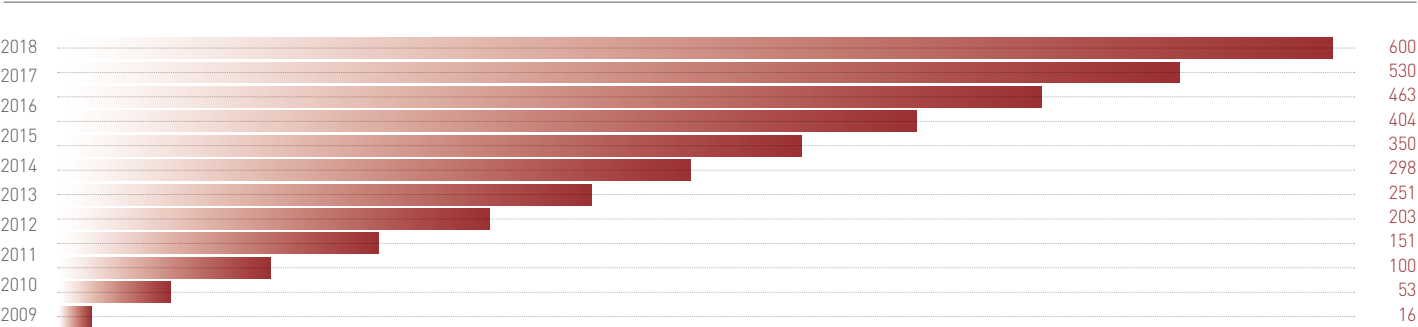
**Dr. Suzanne Schenk**

Strategy Board, Venture Kick  
Deputy CEO, Ernst Göhner Stiftung

# GROWING IMPACT

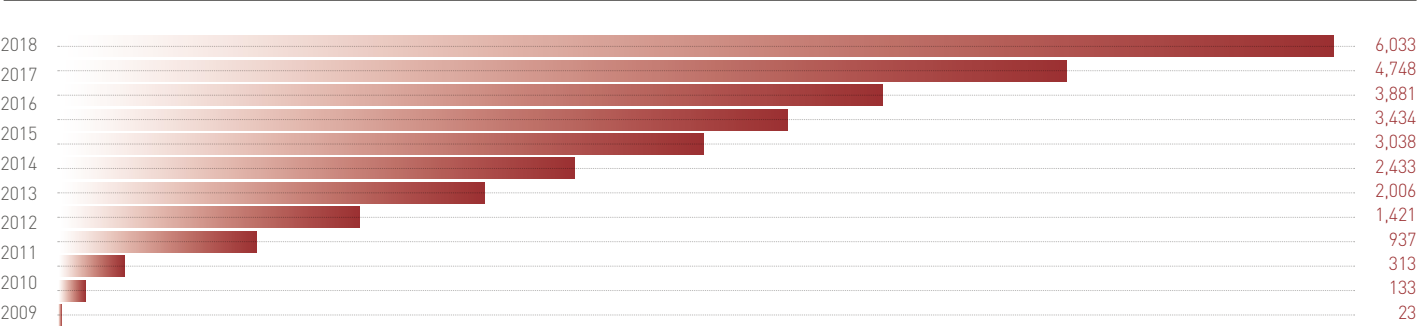
## 600 Startups Kicked

Number of Supported Startup Projects (Cumulated)



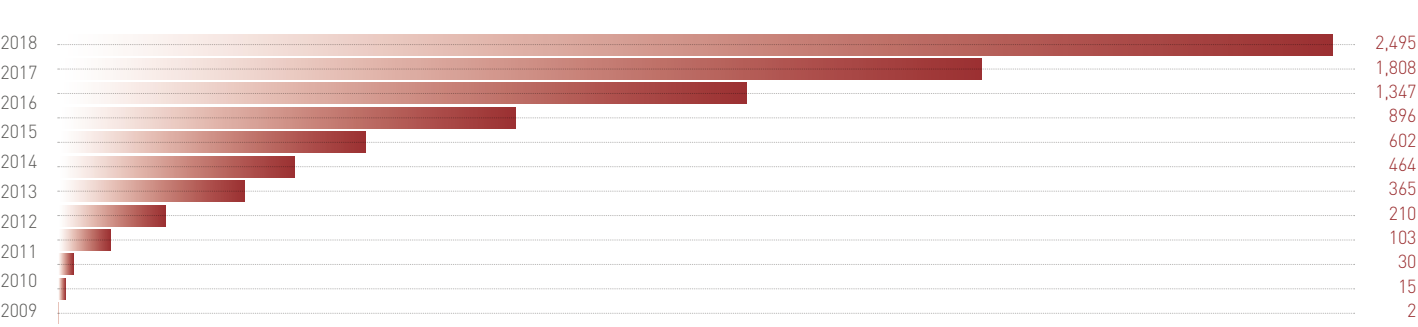
## 6,033 Jobs Created

Number of Active New Jobs (Cumulated in Full Time Equivalents)



## CHF 2.5 Billion Raised

Financing Volume Attracted (Cumulated in CHF millions)



# THREEFOLD MISSION

## Unique financing approach

Venture Kick helps turn promising research projects into compelling business cases. We close the gap in the innovation chain that otherwise sees many startups flounder when they try to move from the lab to the marketplace.

Launching a company requires more than a product – it takes business knowledge and access to seed capital. Venture Kick delivers both. With our expert jury, we identify, support and promote innovative ideas that have big market potential. Our vision is threefold: to double the number of spin-offs from Swiss universities; to make these more attractive to investors; and to halve their time-to-market.

To achieve this, we collaborate closely with Swiss universities and all relevant organizations involved in high-tech entrepreneurship.

## Global impact

Venture Kick's impact in Switzerland is considerable: since 2007, we have supported 600 spin-off projects that have become 450 high-tech companies. These have created 6,000 skilled jobs and attracted investment totaling CHF 2.5 billion. The TOP 100 Swiss Startup Award included 55 of them in its most-recent ranking.

Increasingly, the supported startups solve global challenges and lead the world in their respective markets: Climeworks AG has opened three factories to capture carbon dioxide and fight climate change; BComp AG works with leading automakers to create novel materials that have smaller ecological footprints; Gamaya SA offers sugarcane farmers targeted aerial data and analytics for more efficient agriculture; and the founders of GTX Medical made headlines worldwide, when they helped paraplegic patients walk again. Such examples and many more are found in our highlights (pages 8 to 21). These startups are at the heart of our mission of improving the world by helping entrepreneurs bring great science to global markets.

# MUCH MORE THAN JUST MONEY

In 2018, the Venture Kick program supported 70 high-potential entrepreneurs, giving them a structured path towards building a winning startup. Venture Kick's model – offering founders early-stage financing in three stages, alongside focused business training and access to a powerful network of investors – will improve again in 2019.



## An Holistic System of Support

Jury members from our highly qualified pool of private and institutional investors, startup experts and industry representatives, regularly meet to judge participants' pitches and give feedback. These jury sessions are competitive: only 50 percent of the projects presenting at each session can win support, which ensures the best ideas and entrepreneurs benefit.

Participants thus gain the experience of pitching for finance as many as three times, as they compete for increasing amounts of funding at each stage.

Between jury sessions the entrepreneurs attend Kickers Camps where they receive clear, constructive feedback and learn how to execute the business plans they have developed. In addition to this personal coaching, the startups benefit from discussions

with other Kickers and access to Venture Kick's broad network of seasoned entrepreneurs and investors.

Venture Kick's unique program of competitive pitches interspaced by intense, entrepreneurial training, community-networking and business development deadlines, last approximately nine months. This experience and holistic support are instrumental for building the solid foundations that ensuring the startups' long-term success. Venture Kick gives participants the critical 'kicks' to achieve their best.

"Venture Kick, especially attending the Kickers Camps, was instrumental in consolidating the business case and learning to be challenged. This prepared us well for the negotiations with investors and strategic partners."

**Déborah Heintze**, Lunaphore Technologies SA, Venture Kick 2015  
Total funding through Sep 2018: \$17.6 million

"I cannot overstate the impact of Venture Kick on our early growth. The regular cadence of the awards (starting small, ending big) forced us to introduce a corresponding cadence in the way we developed the company – there had to be a meaningful improvement in the state of the company at each stage. In addition, we were obliged to provide monthly updates, another cadence that helped us define realistic milestones and keep on track to achieve them."

**Amin Shokrollahi**, Kandou Bus SA, Venture Kick 2011  
Total funding through July 2018: \$40 million

The total amount of money available to Swiss startups increases 36 percent, to CHF 4.35 million in 2019, and founders may receive as much as CHF 150,000 in pre-seed capital from Venture Kick. In addition, candidates passing stage 1 can qualify for an additional grant of CHF 150,000 from Gebert RUF Stiftung's InnoBooster program, thus offering Swiss startups as much as CHF 300,000 in seed financing.



## A Unique Entrepreneurial and Philanthropic Model

Venture Kick's new model supports entrepreneurs financially through a combination of grants and convertible loans. Venture Kick's charitable foundation uses all proceeds from loans and equity exits, to increase the number of promising entrepreneurs and spin-offs it supports in the future.

Stage 1: a CHF 10,000 cash grant à fonds perdu, with a moral pledge by recipients to give back to the Swiss startup community when they are successful. Subsequent support is provided as convertible loans at the second (CHF 40,000) and third (CHF 100,000) stages, each time at very founder-friendly conditions.

"Without Venture Kick, Andrew Alliance would not have been created. Seven years on we have turned that small kick in Switzerland into a global business that is relied on by the world's top life sciences companies."

**Piero Zucchelli**, Andrew Alliance SA, Venture Kick 2011  
Total funding through June 2018: \$14 million

## Advantage: Entrepreneurs

The new model, offering a larger, convertible loans at stage 2, and a convertible loan instead of adaptive equity at stage 3, has three advantages. Firstly, doubling the amount of support at stage 2 to CHF 40,000 (from CHF 20,000 previously) accelerates business development at a critical phase of entrepreneurship, when founders are developing and testing the validity of their business model in the market. Secondly, convertible loans give founders more flexibility as they raise additional capital from investors. Thirdly, it reinforces the foundation's philanthropic and entrepreneurial philosophy for long-term support: the successes of startups that have benefited from the program assist future generations of society by increasing the size of the Venture Kick fund available for Switzerland's next entrepreneurs.

"Venture Kick gave us precious early stage funding and a great exposure to investors, allowing us to demonstrate the potential of our technology."

**Nicholas Durand**, Abionic SA, Venture Kick 2010  
Total funding to July 2018: \$25.8 million



# HIGHLIGHTS 2018

Our Kickers keep scaling ever greater heights, with 2018 seeing them closing major investment rounds, winning awards, signing global deals and exits. Notable on the last front is the sale of Intento (Venture Kick 2016) to MindMaze (2010) – seeing a Kicker buy a Kicker confirms the dynamism of our ecosystem, and the value that building up startups has for future generations of entrepreneurs.

## Fundraising



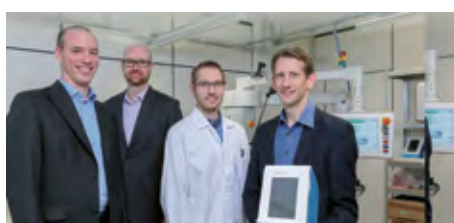
Cleantech company **Climeworks AG** (2010) raised CHF 30.5 million in August. The company's direct air capture technology uses heat emitted by industrial processes to filter the carbon dioxide released by those same processes. The result is cleaner emissions. The carbon can be stored underground in basalt – a stone from which it takes carbon millions of years to escape back into the atmosphere – or sold as commercial carbon gas.



**Scandit AG** (2010) raised \$30 million from investors including GV and NGP Capital, initials that camouflage the fact they represent the venture capital units of titans of the tech industry, Google and Nokia. Scandit's computer vision technology for logistics unites two hot topics: augmented reality and internet-of-things – catnip to venture capitalists – and with plans for wearables and drones, it seems there isn't an engineering trend the company doesn't cover.



**Ava AG** (2015)'s \$30 million fundraising was just one highlight among many for the company, as it led the TOP 100 Swiss Startup Award ranking for a second consecutive year, won the Swiss Medtech Award and was a finalist in the Swiss Economic Forum's award. Ava's fertility sensor bracelets garnered media attention from local papers to the New York Times. Expect to hear from this team again as they develop more possibilities to analyze and support women's health.



A CHF 20 million round in March set **Abionic SA** (2010) on track to start clinical trials of its sepsis diagnostic device. Operating at the intersection of nanotech, biotech and medtech, the EPFL spin-off has scooped more than a dozen awards for its ultra-rapid blood analysis and was ranked in the TOP 100 every year from 2011 to 2015.



High-speed chip pioneer **Kandou Bus SA** (2011) raised CHF 15 million to accelerate development and commercialization of its serial links and intellectual property, which enhance the speed and power efficiency of communication between computer chips.



**Andrew Alliance SA** (2011) raised \$14 million for its tabletop pipetting robot from several of the leading life sciences enterprises, to fund continued Innovation in Improving lab results and repeatability. In just four years, Andrew Alliance has become the leading choice for life science bench robotics. It's relied on by 18 of the top 20 pharmaceutical companies.





**Amal Therapeutics SA** (2012) closed a CHF 33.2-million investment round that will bring its colorectal-cancer vaccine closer to clinical trials. The development of Amal's vaccines, which stimulate the body's own immune system to kill cancerous cells resulted, from more than 13 years of research by founder and chief executive Madiha Derouazi. A long-term investment in scientific research that is beginning to bear deep tech fruit.



## All the buzz for ten million plus



**Pristem SA** (2015) raised \$14 million for its accessible radiology diagnostics solution. **Avrios International AG** (2015) reported raising investment totaling \$14 million for its smart fleet management software. **Beekeeper AG** (2011) closed a \$13 million round, to expand its Berlin office and improve its digital workplace app. **Flyability** (2015) raised another \$11 million to flow its explosive growth. And drug discovery platform **InSphero AG** (2008) added \$10 million of investment, taking its total financing to date to \$35 million. Two smaller rounds show the potential of medtech companies focusing on early diagnosis of common dangers. ProteoMedixAG (2010) raised CHF 5.2 million for its prostate cancer blood test, and **Pregnoia AG** (2016) raised CHF 3.25 million for its device to predict the risk of premature birth.

## Industry Deals



**Biotech Lunaphore Technologies SA** (2015), whose automated cell-staining techniques analyze tissue faster, partnered with Spanish diagnostic-device-maker Vitro SA to develop better ways to detect cancerous tumors. The deal opens new market segments for Lunaphore, which also raised CHF 5.3 million this year to accelerate certification of its products in Europe.



Loomis AB's investment in **Sonect AG** (2016) connects the Swedish cash-management company with the Swiss app that lets users collect cash from local shops as easily as withdrawing money from an ATM. Sonect is now preparing to introduce its service across European.

## Giving Back



We supported **HypoPlus AG** (2011)'s quest to develop an easy online mortgage comparison service in Switzerland – a strong concept that the founders built into a convincing business, and sold to comparis.ch in 2013. Now they return the favour, by supporting the next generation of entrepreneurs.

## Awards



**L.E.S.S. SA** (2012) won this year's Swiss Economic Forum Award, and chief executive Yann Tissot was a finalist for the second time in EY's Entrepreneur of the Year Award. L.E.S.S.'s ultra-thin, ultra-bright, ultra-uniform lights have proved a compelling alternative to LEDs, winning customers in the automotive and industrial vision sectors. **LuckaBox Logistics AG** (2018) won recognition at the first European Supply Chain Startup Contest – an encouraging start by this online logistics platform. (Read more on page 17.) ETH spin-off **PharmaBiome AG** (2016) won the ETH Zürich Spark Award for its bacterial mix that promises to treat severe bowel disease by stabilizing the ecosystem inside patients' intestines.

## Exits



An exciting development was to see MindMaze SA (2010), the first Venture Kick unicorn alumni, purchase **Intento SA** (2016). Both companies focus on neurorehabilitation – developing technology to train brains to overcome nerve-damage – with Intento's wearable devices complementing MindMaze's brain imaging and virtual reality technology.



Marketing software-maker Selligent Inc. acquired **TasteHit SAS** (2016), to add artificial intelligence for online retailers to its global product range. Expect a lot more to be bought and sold online in the future, as the Lausanne-based company's AI can already optimize user-experience to increase revenue from shoppers by as much as a fifth.



Germany's Heidelberg Instruments Mikrotechnik GmbH bought 70 percent of **Swiss-Litho AG** (2012), whose patented, nano-manufacturing tool for rapid prototyping shows great promise in the field – potential that can now be leveraged by Heidelberg's lithography clients in 52 countries.



# ELEVEN YEARS' IMPACT

Venture Kick has provided Swiss university spin-offs with pre-seed capital, coaching and access to professional investors since 2007.

Each month jury members, selected from a pool of more than 150 startup experts in Switzerland, evaluate about 16 startup projects, over three separate jury sessions. This adds to 358 jury sessions over the past 11 years, with juries having reviewed 1,960 entrepreneurial ideas and chosen the strongest cases to support. The selected startups have received introductions to investors and hands-on coaching at 377 Kickers Camps.

This multi-faceted support has a demonstrable impact. To date the 600 spin-off projects have led to 454 incorporations, and created 6,033 jobs. The TOP 100 Swiss Startup Award is consistently packed with Venture Kick alums – 55 this year, including 8 in the top 10.

## 100x Investment Multiplier

Venture Kick's cumulated CHF 24.9 million of support has triggered CHF 2.49 billion of investment into these startups (in the form of equity, grants, awards, loans, and acquisitions). That's the equivalent of CHF 100 invested by others, for each franc of seed money from Venture Kick.

### → 3,398 APPLICATIONS

received from more than 20 Swiss universities

### → 1,165 CANDIDATES

pitched at 358 jury sessions

### → 600 STARTUP PROJECTS

supported with CHF 24.9 million in pre-seed capital

### → 454 NEW STARTUPS

Incorporated

### → 6,033 JOBS CREATED

full-time-equivalents

### → CHF 2,495,000,000

in financing raised by the supported startups

### → 100x MULTIPLIER

average investment by others for every franc from Venture Kick

## High survival rate and strong growth

Statistics show that more than 50 percent of startup projects cease activity within their first five years. The Venture Kick population has a much higher survival rate. From the 600 projects supported between 2007 and 2018, only 23 percent (140) have stopped. Of these, 82 had ceased while still at the project phase, meaning only 58 disappeared following incorporation.

As for job creation, we see that Venture Kick startups begin growing strongly four years after incorporation. Most startups use the first years to get their technology market-ready and win investors before they hire staff. The population of companies that started in 2007 – 2010 has created on average 31 jobs each to date.

The data shows the jury does a good job of selecting the best projects. Of the 131 that received Venture Kick's maximum, CHF 130,000 support, only 14 projects have ceased (11 percent) and the remaining 117 startups have created an average of 24 jobs. Even the Venture Kick startups that don't reach the final stage are stronger than average – of the 310 projects that received only the CHF 10,000 stage 1 support, 214 are active, with an average of 8 jobs created.

## Venture kick startups attract growing amounts of money

Venture Kick startups are capable of winning substantial investments, having raised CHF 2.49 billion to date. Equity investments from business angels and venture capitalists (a cumulative CHF 1.5 billion) are by far the biggest source of finance.

Looking at the investment per active startup, the amount is low during the first four years (an average of CHF 1 million), then grows rapidly in the following years. Venture Kick startups supported between 2011 and 2014 already report attracting an average of CHF 5.3 million in investment, while the older companies from 2007 to 2010 have attracted an average of CHF 15.3 million in funding each.

Again, the jury does a good job in identifying and choosing the most promising projects. The 131 projects that received Venture Kick's maximum support of CHF 130,000 have so far raised CHF 995 million in total, an average of CHF 8.5 million per startup. Startup projects that only received CHF 10,000 from Venture Kick are also successful, having attracted an average of CHF 3.7 million in additional funding to date.

## ACTIVE PROJECTS

### Incorporation Year



### Support Stage



## JOBS CREATED PER ACTIVE PROJECT

### Incorporation Year



### Support Stage



## TOTAL INVESTMENT RAISED PER ACTIVE STARTUP BY AGE AND BY SUPPORT STAGE

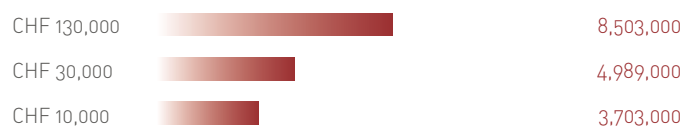
### Incorporation Year

CHF



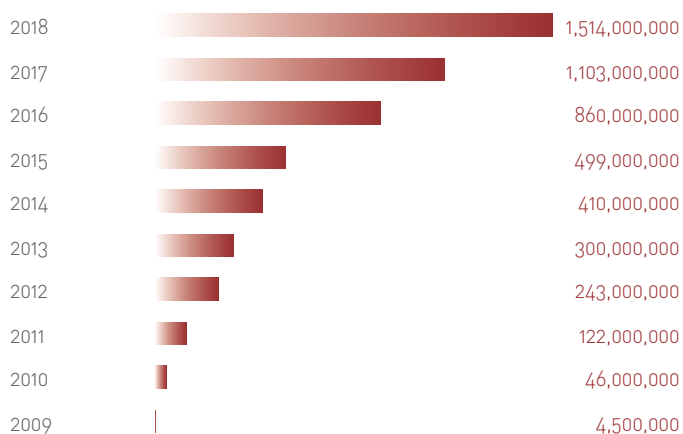
### Support Stage

CHF

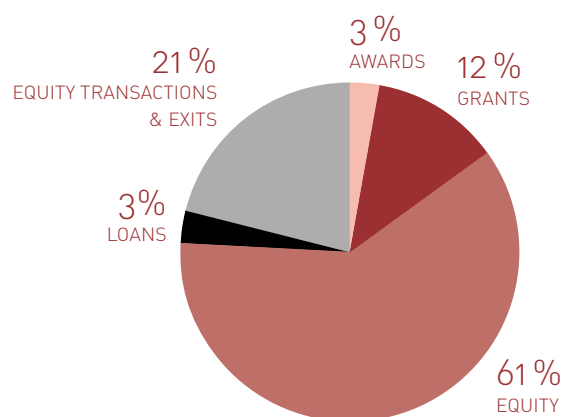


## EQUITY INVESTMENT

CHF



## TOTAL MONEY INVESTED 2007–2018







## GTX Medical

### Helping Patients with Chronic Paraplegia Walk Again

In October, a major scientific breakthrough was published in the renowned scientific publication *Nature*, drawing huge media coverage. Three patients with chronic paraplegia were able to walk again thanks to an electrode array implanted above their spinal cords. GTX medical, a Venture Kick alumnus, will use the results to develop a viable hospital treatment. Vincent Delattre, GTX Medical COO, walked us through the ground-breaking research and the startup's contribution.

#### How did GTX medical start?

Professor Grégoire Courtine and I first thought of collaborating when, during my PhD, I developed a framework to characterize neuroplasticity mechanisms in the brain, using technologies that were relevant to his research. When he showed me his latest, unpublished results, it was obvious that we should invest our efforts in translating his scientific work into clinical applications. A few months later, after he asked me to manage his lab's IP portfolio in collaboration with the EPFL's Technology Transfer Office, I started to prepare GTX medical's business plan.

I initially applied to Venture Kick for the funding, but it turned out that the coaching and networking were even more valuable.

As scientists, we generally have little understanding of business, finance or marketing. Programs like Venture Kick were essential steps in taking our project from academia to the business side of life. We've got some exposure through the program, but most importantly, these experiences made us aware of what we were lacking, in order to turn our scientific vision into a business plan that would lead to a new therapy that can benefit patients.

#### The results of STIMO (STImulation Movement Overground) were published in 'Nature and Nature Neuroscience'. What does it mean and how was GTX medical involved in the study?

It is the first time in the history of paralysis medicine that walking has been restored, even in absence of stimulation, after having lost the ability for many years. This study has changed the dogma of lifelong paralysis.

Our main role as consultants to EPFL was to ensure the study's regulatory compliance, for instance in establishing the technical file that is the basis for obtaining approval from relevant authorities. We have also developed simple, supportive technologies to facilitate the scientists' work, and more importantly, to enable patients to use the STIMO technology outside the hospital and in-home settings. Finally, the company contributed financially to the study indirectly, through funding for the public institutions and by means of joint grant projects, which resulted in the support of seven scientific positions for about 2.5 years at EPFL and Lausanne University Hospital CHUV. This financial support was critical to conduct the study, which was otherwise only supported by philanthropic donations and insufficient public funding.

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"Programs like Venture Kick were essential steps in taking our project from academia to the business side of life"

Vincent Delattre, GTX Medical COO

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#### What are the next steps for GTX medical?

The experimental STIMO technology needs to be replaced by a mature product that can be made available to people with spinal cord injuries around the world. We are now developing Go-2, a cost-effective therapy that will improve patients' recovery, independence and quality of life.

#### You participated in Venture Kick in 2012. How did it help develop the company?

Being publicly recognized has been a door-opener, and certainly helped build a network. We are where we are today, thanks to all the many encounters we made and all those who helped us take the next step, through advice, introductions, or by joining forces with the team.

# VOLUMINA MEDICAL



What if human tissue could be rebuilt without surgery – creating a natural look and feel, without further trauma and at an affordable cost? That's the vision driving EPF Lausanne startup Volumina Medical SA.

Co-founders Amélie Bédurier, Thomas Braschler and Philippe Renaud saw a huge, unmet need in millions of cancer patients and accident victims, who don't have a safe and efficient access to reconstructive surgery for facial and other tissue. They call their innovation AdiPearl: it's an injectable scaffolding that allows the body to rebuild itself, enabling natural reconstruction of soft tissues, including fat and muscle, as well as glandular, connective and supporting tissues.

The technique requires minimal invasion, reducing intervention and recovery time, as well as cost. The results look and feel natural, because the scaffolding is as soft as the tissues to be repaired. It's also durable, as it relies on vascularized growth through the body's own self-healing capability, instead of introducing foreign substances such as silicone implants or using tissues of human origin, which risk inflammation and infection, and often require repeated surgery to work.

The market potential is vast. Volumina's first product addresses the needs of breast reconstruction, a market worth an estimated CHF 3 billion worldwide, with breast cancer affecting one in eight women. Those women who will need a mastectomy are increasingly choosing reconstructive therapy: the number of breast reconstruction patients has risen by 4 percent since 2010 and is expected to rise even faster in future, as new techniques improve safety and aesthetic results.

Of course, application is not restricted to cancer patients – sufferers of other diseases or accidents, as well as those with a purely cosmetic need, can benefit.

Volumina's approach to dynamic biomaterials has already been recognized with the Trophée PERL for outstanding Lausanne-area entrepreneurs, and by ranking in the TOP 100 Swiss Startup Award 2018.

We are proud to have supported these entrepreneurs' first steps toward transforming the plastic-surgery market. As Volumina's chief executive Bédurier says, "Venture Kick provides solid support, both through the investment and through very pertinent, concrete, personalized advice. In addition, it opens the doors to an incredible network of top-level entrepreneurs and investors."

**Volumina Medical started the Venture Kick process in September 2017 and won CHF 130,000 in the Venture Kick finale.**

# LUCKABOX



The best ideas often seem obvious in hindsight. Like an “Uber for deliveries” – a flexible, on-demand courier service that can cut costs and also improve customer satisfaction.

That’s Luckabox, which since starting in 2017 has already persuaded major clients including Franz Carl Weber, Jelmoli and STEG Computers, as well as winning the first European Supply Chain Award.

Logistics isn’t an exciting word. But this is an exciting business. Research shows that while Swiss consumers are increasingly looking to domestic retailers when shopping online, the high rate of cart-abandonment reveals dissatisfaction with the typically slow, inflexible and expensive delivery options. And where there’s a problem, there’s an opportunity.

Luckabox’s cloud-based platform connects city-based retailers with existing courier networks, automatically selecting the courier with the best match in terms of location and fleet, as well as customer rating. The promise of delivery within 90 minutes – or at an agreed time – is attractive for customers, and in the cut-throat world of online retail, convenient delivery can be just the differentiator you need.

Of course, a great idea is just the start. What counts is execution. Co-founders Aike Festini and Maite Mihm have from the start worked hard on refining their concept, building an excellent team and proving their service’s worth. While competitors exist, Luckabox focuses on reliability, with quality assessment built into the algorithm.

They’ve also already achieved coverage of 30 percent of the Swiss population – the largest sum and spread of delivery capacity in urban Switzerland – and their simple website integration and onboarding processes will continue to support further expansion.

The team knows the value of learning from mentors and experts. They built an impressive advisory Board comprising high-level industry experts and won the IMD Startup Competition in 2017 securing support from IMD’s MBA students, as well as support from Venture Kick, winning the final stage in May last year

Pre-seed financing of CHF 600,000 has set the company for strong growth in the years ahead. Investors include angel platform Go Beyond and a major European logistics provider. So what’s next? Expansion into Austria, for a start, with three potential courier partners lined up.

**Luckabox passed stage 1 of Venture Kick in July 2017 and won stage 3 in May 2018.**



# THE FUTURE STARTS HERE

Mirrakoi  
mirrakoi.com



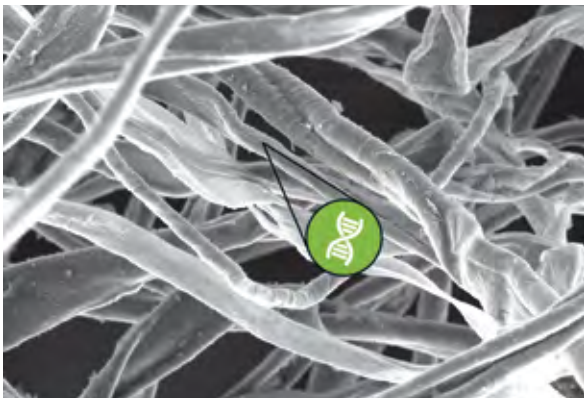
Everyone involved in 3D modelling – whether in industrial design, animation or virtual reality – dreams of **manipulating virtual models as easily and as intuitively as real ones**. Mirrakoi's software achieves this. Users can create 3D shapes from scratch or from imported 2D images, then adapt and rotate them with an extremely high degree of control, before applying surface effects in a single click. This usability doesn't sacrifice precision. The geometry is exact, with such natural and efficient handling that all manner of engineering and computer-aided design projects can benefit from Mirrakoi's augmented CAD tool.

Exeon Analytics  
exeon.ch



Data theft and leaks have made headlines in the past few years, shocking customers. Breaches revealed often months or years after the events further damaging trust in major corporations. Exeon's data analysis enables faster discovery and containment of breaches, limiting damage and making the difference in retaining customer confidence. The company's flagship product **analyses real-time web traffic to flag irregularities that indicate malicious activity**. Exeon formed as an ETH spin-off in 2017, passed Venture Kick's final stage the same year and shot into the TOP 100 Swiss Startup Award rankings at #12.

Haelixa  
haelixa.com



The news of specialty chemicals-maker Clariant AG's investment confirms the promise of Haelixa's **DNA-marker technology**. The non-toxic, durable tracers have a dazzling array of uses: from supply-chain accountability to detecting groundwater contamination. Haelixa's technique of attaching markers to any solid or liquid, in a way that can withstand harsh industrial processes and time in storage, means its technology can inform efficient resource management. The ETH Zürich spin-off won the IMD Startup Competition in 2016, won Venture Kick a year later secured Zürcher Kantonalbank. Zürcher Kantonalbank AG as another key investor.

ScanTrust  
scantrust.com



ScanTrust uses blockchain technology to improve supply chain reliability. Its **copy-proof QR-codes** are used by clients including the world's second-biggest consumer goods manufacturer, Unilever, to fight counterfeiting and improve customer trust. In addition, the company's hardware and software can encode customer data to deliver data insights or build engagement. ScanTrust employs 35 staff from Lausanne to Shanghai in order to stay close to its multinational clients. The company won Venture Kick in 2014 and ranked highly in the TOP 100 Swiss Startup Award every year since.

## Aspivix

aspivix.com



Intra-uterine devices are among the most reliable forms of contraception, yet women are often reluctant to choose them, because their insertion can be a painful experience. Aspivix's **patented, single-use instrument gently tackles** this, using suction instead of forceps or tenaculum to insert IUDs. Eliminating pain, bleeding and cross-contamination may mean greater use of reliable contraception and reduce unwanted pregnancies. And those who do want to conceive, Aspivix offers a better tool for in-vitro fertilization. The idea convinced investors including Zürcher Kantonalbank, venture capitalists 4FO and business angels BAS, to fund clinical trials.

## Creal3D

creal3d.com



As virtual- and mixed-reality technologies proliferate, one problem persists: preventing eye strain. Creal3D's pioneering light-field technology enables VR to be incorporated seamlessly into the real environment, by projecting images with real optical depth. The user can then **switch focus between real and virtual objects** comfortably, naturally and at any distance. Having won both Venture Kick and the IMD Startup Competition in 2017, Creal3D secured a FIT seed loan and seed financing in 2018. The company aims to be at the cornerstone of VR/AR technology and sees fashion-compatible wearables coming to market in 2021.

## AgroSustain

agrosustain.ch



Olga Dubey's passion for sustainable agriculture is compelling. Having grown up among farmers, she was keenly aware of both their dependence on pesticides, and the adverse health effects suffered. AgroSustain's product is **an efficient, organic antifungal compound** that works not only to improve yield, but also to reduce waste in food distribution and storage, through preventing the development of mold. Its potential has been recognized with the Geneva Sustainable Development Prize, and inclusion in the Climate-KIC Accelerator program. Dubey herself made it to the top 10 finalists for the De Vigier entrepreneurship award, shortly after passing Venture Kick's final stage in May 2018.

## Seed Biosciences

seedbiosciences.com



"One click, one cell" is the promise writ large on Seed Bioscience's website. What does that mean? It means they have developed a **pipetting robot to perform single-cell isolation** – a key step in many of today's most cutting-edge and impactful biological processes – three times faster. And it's not just faster: it's more accurate and traceable, for full quality control, and preserves even the most fragile cells. With applications in fields ranging from cancer diagnosis to personalized medicine, researchers as well as patients stand to benefit from the DispenseCell breakthrough. Seed Biosciences is one of our newest Kickers – we expect them to be making headlines in 2019.

# 55 VENTURE KICKERS

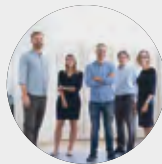
MADE IT TO THE TOP 100 IN 2018

## 1 AVA AG

→ [avawomen.com](http://avawomen.com)

Ava is a digital health company that has developed a solution to accurately and conveniently recognize fertile days.

START VENTURE KICK SUPPORT IN 11.11.14

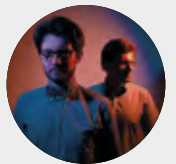


## 8 GAMAYA SA

→ [gamaya.com](http://gamaya.com)

Gamaya improves efficiency and sustainability of farming businesses by offering unique and compelling agronomy solutions, enabled by hyperspectral imaging and artificial intelligence.

START VENTURE KICK SUPPORT IN 14.01.14



## 3 LUNAPHORE TECHNOLOGIES SA

→ [lunaphore.ch](http://lunaphore.ch)

Lunaphore is disrupting the tissue diagnostics field by providing a new tumor analysis platform.

START VENTURE KICK SUPPORT IN 08.04.14



## 9 ADVANON AG

→ [advanon.com](http://advanon.com)

Advanon is an Online Platform for invoice financing for Small- and Medium Businesses.

START VENTURE KICK SUPPORT IN 09.12.14



## 4 FLYABILITY SA

→ [flyability.com](http://flyability.com)

Flyability is a Swiss company building safe drones for inaccessible places.

START VENTURE KICK SUPPORT IN 08.04.14



## 10 VERSANTIS AG

→ [versantis.ch](http://versantis.ch)

Versantis is a pharmaceutical company revolutionizing the care of liver disease patients with a new generation of medicines and diagnostics.

START VENTURE KICK SUPPORT IN 04.03.14



## 5 CUTISS AG

→ [cutiss.ch](http://cutiss.ch)

CUTISS grows human skin in the lab for patients that suffer from skin defects (e.g. burns). The startup bio-engineers individually customized human skin starting off from a very small piece of patient's skin.



## 12 EXEON ANALYTICS AG

→ [exeon.ch](http://exeon.ch)

Exeon Analytics fights advanced cyber attacks using big data analytics. Its cybersecurity solution can distinguish between criminal data outflows from large companies and normal internet traffic.

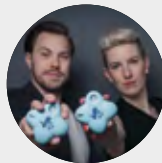
START VENTURE KICK SUPPORT IN 04.10.16



## 6 PIAVITA AG

→ [piavita.com](http://piavita.com)

Piavita offers a holistic system for high-precision medical monitoring of horses – from anywhere at any time.

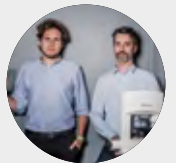


## 13 NANOLIVE SA

→ [nanolive.ch](http://nanolive.ch)

Nanolive develops a disruptive proprietary technology, which allows for the very first time to explore a living cell in 3D without damaging it and instantly.

START VENTURE KICK SUPPORT IN 05.03.13



## 14 IMVERSE AG

→ [imverse.ch](http://imverse.ch)

Imverse create a VR/MR interactive 3D movie from a single 2D photo with live hologram actors and real-time VFX.

START VENTURE KICK SUPPORT IN 31.01.17

## 16 SCANTRUST SA

→ [scantrust.com](http://scantrust.com)

ScanTrust is a leading provider of secure cloud and mobile-based product authentication and supply chain visibility solutions.

START VENTURE KICK SUPPORT IN 16.12.13

## 19 CREAL3D SA

→ [creal3d.com](http://creal3d.com)

CREAL3D brings true depth to virtual images thanks to its light-field technology, allowing to create true 3D images with correct "one-eye" depth cues allowing an eye to change focus naturally.

START VENTURE KICK SUPPORT IN 20.06.17

## 21 FIXPOSITION AG

→ [fixposition.com](http://fixposition.com)

Fixposition offers high accuracy (centimetre to decimeter accuracy) navigation with superior reliability for autonomous vehicles in any outdoor environment.

START VENTURE KICK SUPPORT IN 21.11.17

## 22 MAXWELL BIOSYSTEMS AG

→ [mxwbio.com](http://mxwbio.com)

MaxWell Biosystems provides advanced high-resolution functional cell imaging platforms to facilitate detailed investigation of cells.

START VENTURE KICK SUPPORT IN 05.07.16

## 23 GLYCEMICON AG

→ [glycemicon.com](http://glycemicon.com)

Glycemicon AG is a Swiss biotechnology company

developing novel foods (nutraceuticals) for the maintenance of normal blood sugar levels and better weight management, using new approaches that were initially identified at the ETH Zurich.

START VENTURE KICK SUPPORT IN 09.11.11

## 27 INSOLIGHT SA

→ [insolight.ch](http://insolight.ch)

Insolight developed a flat optical panel that directs sunlight on smaller and highly efficient solar cells, which are normally used in satellites. The technology can produce twice as much electricity for the same surface area than conventional panels.

START VENTURE KICK SUPPORT IN 08.12.15

## 32 XORLAB AG

→ [xorlab.com](http://xorlab.com)

xorlab provides the next-generation threat prevention platform ActiveGuard and protects company communication from sophisticated threats such as credential phishing.

START VENTURE KICK SUPPORT IN 03.03.15

## 33 POLYNEURON PHARMACEUTICALS AG

→ [polyneuron.com](http://polyneuron.com)

Polyneuron develops a new drug class for the treatment of autoimmune diseases affecting the nervous system.

START VENTURE KICK SUPPORT IN 03.06.14

## 34 FASHWELL AG

→ [fashwell.com](http://fashwell.com)

FASHWELL is powering the visual future of retail with the help of deep learning product recognition technology.

START VENTURE KICK SUPPORT IN 22.10.13

## 35 DAPHNE TECHNOLOGY SA

→ [daphnetechology.com](http://daphnetechology.com)

Daphne's exhaust gas cleaning technology can help

commercial ship owners to comply with the new international SOx and NOx marine air emission regulations entering into force in 2020 in the most economical and environmentally friendly manner available, saving ship owners up to 50 percent in fuel costs.

START VENTURE KICK SUPPORT IN 28.02.17

## 37 BIOWATCH SA

→ [biowatchid.com](http://biowatchid.com)

Biowatch offers wearable biometric technology as an alternative solution to current authentication methods.

START VENTURE KICK SUPPORT IN 13.01.15

## 41 PREGNOLIA AG

→ [pregnolia.com](http://pregnolia.com)

Pregnolia is a women's health medtech company, developing a diagnostic device to accurately predict the risk of premature birth during routine pregnancy consultation.

START VENTURE KICK SUPPORT IN 11.08.15

## 42 INOSITEC AG

→ [inositec.com](http://inositec.com)

inositec is pioneering the development of life-saving small molecule drugs based on inositol phosphate, a natural facilitator of diverse cellular functions.

START VENTURE KICK SUPPORT IN 03.04.12

## 44 PHARMABIOME AG

→ [pharmabiome.com](http://pharmabiome.com)

PharmaBiome develops a pipeline for the use of beneficial gut bacteria as an innovative, standardized and safe therapeutic product to treat diseases caused by functional deficiencies in the microbiome (i.e. gut flora), with an initial focus on immune compromised patients such as GvHD (Graft versus Host Disease) and ulcerative colitis (UC).

START VENTURE KICK SUPPORT IN 28.04.15



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**47 AVRIOS INTERNATIONAL AG**

→ [avrios.com](http://avrios.com)

The Avrios Business Intelligence Platform helps operators of commercial vehicles utilize their assets as efficient as possible.

START VENTURE KICK SUPPORT IN 03.02.15

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**49 REALLOOK AG (SELFNATION)**

→ [selfnation.ch](http://selfnation.ch)

Selfnation offers mass customized, perfectly fitting jeans with online 3D visualization technologies and highly automated production processes.

START VENTURE KICK SUPPORT IN 03.09.13

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**51 GRZ TECHNOLOGIES AG**

→ [grz-technologies.com](http://grz-technologies.com)

GRZ Technologies Ltd. is a company active in the field of renewable energy storage. Two products were released in 2017: a Hydrogen Compressor (HyCo) and an Advanced Gas Analysing System (AGAS).

START VENTURE KICK SUPPORT IN 22.11.16

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**61 MIRRAKOI SA**

→ [mirrakoi.com](http://mirrakoi.com)

Mirrakoi has invented augmented CAD, a powerful technology for computer-aided design (CAD). Mirrakoi provides software that simulates real-world physical contacts during the 3D digital modeling process.

START VENTURE KICK SUPPORT IN 20.06.17

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**65 APIAX AG**

→ [apiax.com](http://apiax.com)

Apiax is a RegTech pioneer, headquartered in Zurich, Switzerland, making compliance lean, easy and efficient for banking sector.

START VENTURE KICK SUPPORT IN 08.08.17

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**67 CYANO GUARD AG**

→ [cynaoguard.ch](http://cynaoguard.ch)

CyanoGuard AG offers solutions for safe and efficient cyanide monitoring.

START VENTURE KICK SUPPORT IN 08.12.15

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**68 DOTPHOTON SA**

→ [dotphoton.com](http://dotphoton.com)

Dotphoton™ is an image compression solution for professional applications: it makes RAW images up to 10 times smaller with a strong guarantee that quality is preserved, saving a corresponding amount of time and money and enabling the next generation of high quality imaging solutions in photography, cinema, AI, biomedical and aerospace.

START VENTURE KICK SUPPORT IN 04.09.17

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**69 SKYPULL SA**

→ [skypull.com](http://skypull.com)

Skypull is developing an airborne wind energy system with ground-based generator. The Skypull fully autonomous VTOL aircraft flies like a kite in more powerful winds at higher altitudes, pulling on a tether connected to the generator to generate electricity.

START VENTURE KICK SUPPORT IN 10.01.17

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**70 KOMED HEALTH AG**

→ [komed-health.com](http://komed-health.com)

Komed Health's vision is to save lives through simplified, secured and connected clinical communication.

START VENTURE KICK SUPPORT IN 13.12.16

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**71 NANOLEQ GMBH**

→ [nanolew.com](http://nanolew.com)

nanoleq developed a fundamentally new cable technology. The startup produces cable prototypes that have a flex lifetime improved by a factor 100 while preserving high mechanical flexibility (industry testing standard).

START VENTURE KICK SUPPORT IN 08.08.17

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**72 COMPHYA SÀRL**

→ [comphy.com](http://comphy.com)

Comphy develops a therapeutic solution to restore erectile function of patient non-responsive to oral drugs.

START VENTURE KICK SUPPORT IN 06.06.17

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**74 ZIPPSAFE AG**

→ [zippsafe.ch](http://zippsafe.ch)

Founded in 2016, Zippsafe disrupted the locker system industry with its' flexible textile storage solution.

START VENTURE KICK SUPPORT IN 05.04.16

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**75 SONECT AG**

→ [sonect.ch](http://sonect.ch)

SONECT pioneers Virtual ATMs. It democratizes the process of cash distribution so that a significant portion of the value chain can be eliminated in order to make the process faster, cheaper and safer.

START VENTURE KICK SUPPORT IN 01.11.16

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**76 LIGENTEC SA**

→ [ligentec.com](http://ligentec.com)

LiGenTec SA is an expert in offering silicon nitride thickness above 600nm maintaining very low waveguide propagation loss.

START VENTURE KICK SUPPORT IN 16.05.17

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**78 IRSWEEP AG**

→ [irswweep.com](http://irswweep.com)

IRsweep offers cutting edge optical sensing technology based on semiconductor QCL frequency combs in the mid-infrared.

START VENTURE KICK SUPPORT IN 09.12.14

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**80 NANOGENCE SÀRL**

→ [venturekick.ch/nanogence](http://venturekick.ch/nanogence)

Nanogence develops nanomaterial for sustainable and durable construction.

START VENTURE KICK SUPPORT IN 11.07.17

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**81 ONESKY SÀRL (INVOLI)**

→ [involi.com](http://involi.com)

INVOLI builds the infrastructure allowing tomorrow's drone revolution, ensuring their safe integration into today's aviation world and avoiding collisions with aircraft.

START VENTURE KICK SUPPORT IN 28.02.17

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**84 RETINAI MEDICAL AG**

→ [retinai.com](http://retinai.com)

RetinAI Medical (RetinAI) is a start-up based in Bern, Switzerland, developing healthcare solutions to protect patients from vision loss using artificial intelligence (AI).

START VENTURE KICK SUPPORT IN 28.02.17

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**85 FUTURAE TECHNOLOGIES AG**

→ [futurae.com](http://futurae.com)

Futurae Technologies provides a strong two-factor authentication (2FA) suite that offers a high level of security to businesses and individuals to protect their accounts and sensitive user data, while at the same time improving the customer experience.

START VENTURE KICK SUPPORT IN 05.04.16

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**86 ONEVISAGE SA**

→ [onevisage.com](http://onevisage.com)

OneVisage is a Swiss cyber-security company providing a leading digital identity platform for financial services and IAM integrators.

START VENTURE KICK SUPPORT IN 11.11.14

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**87 GNUBIOTICS SÀRL**

→ [gnubiotics.com](http://gnubiotics.com)

Gnubiotics aims at improving the metabolic system of pets and humans using prebiotic therapies.

START VENTURE KICK SUPPORT IN 31.01.17

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**89 INTERAX BIOTECH AG**

→ [interaxbiotech.com](http://interaxbiotech.com)

InterAx Biotech has built a unique drug discovery

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platform for identification of superior drug candidates for the largest class of drug targets.

START VENTURE KICK SUPPORT IN 03.02.15

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**91 TWENTYGREEN AG**

→ [twentygreen.com](http://twentygreen.com)

TwentyGreen produces a new probiotic feed supplement for sustainable animal farming, which exerts several beneficial effects simultaneously.

START VENTURE KICK SUPPORT IN 15.09.15

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**93 GLOBAL IMPACT FINANCE SA (MONITO)**

→ [monito.com](http://monito.com)

Monito develops the world's biggest database of live and historic international money transfer rates, helping both individuals and money transfer operators make the most out of their money with data intelligence and transparency.

START VENTURE KICK SUPPORT IN 08.04.14

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**94 INSIGHTNESS AG**

→ [insightness.com](http://insightness.com)

Insightness develops visual awareness systems for augmented reality and microaerial vehicles (drones).

START VENTURE KICK SUPPORT IN 06.05.14

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**95 XSENSIO SA**

→ [xsensio.com](http://xsensio.com)

XSENSIO SA develops next-generation wearable devices that track biochemical information at the surface of the skin, providing unprecedented real-time information about our health and wellness, in a simple and non-invasive way.

START VENTURE KICK SUPPORT IN 03.06.14

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**96 VOLUMINA MEDICAL SA**

→ [volumina-medical.ch](http://volumina-medical.ch)

Volumina is active in the field of tissue engineering and develops injectable 3D scaffolds for the reconstruction of volumes of soft tissues (fat, muscles, glandular tissues, supporting and connective tissues) that have been lost after tumor ablation, disease, trauma, or for purely esthetic purposes.

START VENTURE KICK SUPPORT IN 04.09.17

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**97 IDUN TECHNOLOGIES AG**

→ [iduntechnologies.ch](http://iduntechnologies.ch)

IDUN Technologies Ltd. is a biosensor company developing soft and stretchable bioelectrodes for the next generation of wearable devices.

START VENTURE KICK SUPPORT IN 16.05.17

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**98 URBANALPS AG**

→ [urbanalps.com](http://urbanalps.com)

Urbanalps conceives a unique uncopyable security key: a 3D printed metallic key which hides most of its mechanical security features internally – rendering the key unscannable.

START VENTURE KICK SUPPORT IN 22.10.13

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**100 INFOEA AG**

→ [infoea.com](http://infoea.com)

INFOEA creates an innovative nanotechnology platform, capable of shielding sensitive enzymes with many applications in the health industry.

START VENTURE KICK SUPPORT IN 09.11.10

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# SUPPORTED PROJECTS 2018

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## MEDTECH

### ABCDx SA

Advanced Brain Companion Diagnostics  
Jean-Charles Sanchez; University of Geneva (UNIGE) – Cutting bones with laser.

### AnnAidA Technologies Sàrl

Gaurasundar Conley; EPF Lausanne – Magnetic resonance at the scale of a human embryo.

### Aspivix SA

Julien Finci/Mathieu Horras; HE-Arc (BE/JU/NE) – Revolutionary tenaculum forceps using vacuum to provide uterus access without pain. Medtech

### Clemedi

Prajwal Prajwal; University of Zurich (UZH) – Making antibiotic resistance testing faster.

### DIANA Dosimetry

Donatella Ungaro; Conseil Européen pour la Recherche Nucléaire (CERN) – Detecting in-vivo radiation level in radiology.

### EBA Med SA

Adriano Garonna; Conseil Européen pour la Recherche Nucléaire (CERN) – Non-invasive and automated treatments of heart arrhythmias using proton beams.

### Lipidon AG

Thorsten Hornemann; University of Zurich (UZH) – Actionable biomarkers discovery for food.

### OxyPrem AG

Alexander Nitsch; University of Zurich (UZH) – Brain oxygen monitoring in high-risk preterm infants.

### Positrigo GmbH

Jannis Fischer; ETH Zürich – Simple and dedicated Positron Emission Tomography (PET) scanners.

### Prediva

Nicee Srivastava; EPF Lausanne – Enabling clinicians to make evidence based treatment decision for coronary artery disease.

### SwissProsthetics

Lukas von Tobel; University of Zurich (UZH) – Application specific prosthetic hands for children and adolescents. Medtech

### Rapid Graft

Marcel Gort; ETH Zürich – Medical device optimized for cutting small skin grafts, enabling the production of grafts without requiring a specialist intervention.

### Resistell AG

Danuta Cichocka; EPF Lausanne – Revolutionary alternative for antibiotic susceptibility testing.

### Swiss Motion Technologies SA

Alexandre Grillon; HEIG-VD – New integrated hardware and software for the production of tailor-made prosthetic limb components.

### Viventis Microscopy Sàrl

Andrea Boni; Light sheet microscope systems for long-term live-imaging.

### Volumina Medical SA

Amélie Bédier; EPF Lausanne – Injectable 3D scaffolds for the reconstruction of volumes of soft tissues.

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## BIOTECH

### AgroSustain SA

Olg Dubey; University of Lausanne (UNIL) – A new method to detect plant-based toxins against some of the most common agronomical fungi.

### ALAnostics

Andrej Babic; University of Geneva (UNIGE) – Stable, non-toxic injectable small molecules that will allow real-time detection and visualization of tumor margins.

### Araris Biotech

Philipp Spycher; PSI Paul Scherrer Institut – Enabling highly efficient and easy to manufacture antibody drug conjugates (ADCs)

### Equsave

Jane Beil-Wagner; University of Zurich (UZH) – Cost-efficient and animal friendly PMSG production solution for livestock breeding management.

### EraCal Therapeutics AG

Josua Jordi; University of Zurich (UZH) – First-in-class drugs to treat the metabolic syndrome based on novel mechanism into pharmaceutical products for the world market.

### HAYA Therapeutics

Samir Ounzain; University of Lausanne (UNIL) – Treating heart failure through innovative RNA-based therapeutics.

### Limula Biotech

Yann Pierson; EPF Lausanne – Allowing clinicians to manufacture gene therapies at the patient bedside.

### MOMM Diagnostics GmbH

Mathias Wipf; EMPA – A new generation of in-vitro diagnostic tests for early diagnosis of pre-eclampsia at the point-of-care (POC).

### Nagi Bioscience

Matteo Cornaglia; EPF Lausanne – The first "Organism-on-Chip" technology, for the next-generation whole-organism drug/chemical screening.

### ONtrack Diagnostics

Irina Banzola; University of Zurich (UZH) – Non-invasive assays for the screening, diagnosis and monitoring of oncological diseases.

### REM Analytics

Paulo Refinetti; EPF Lausanne – New technique to accurately profile the microtype of individuals.

### SEED Biosciences SA

Georges Muller; EPF Lausanne – DispenCell, a novel pipetting robot to faster isolate single cells for personalized medicine.

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## CLEANTECH

### Aqualife

Jeff Ong; EPF Lausanne – Thermal separation system, applicable for desalination, brine concentration or industrial wastewater treatments.

### Brainwhere GmbH

Michael Perlberger; ETH Zürich – Next generation Airborne Wind Turbine system.

### Gaia Membranes

Fabio Oldenburg; ETH Zürich – Ion exchange membranes for affordable energy storage.

### Modular Inspection Robotics

Behzad Bayat; EPF Lausanne – Modular inspection robotics.

### UniSieve AG

Samuel Hess; ETH Zürich – Membrane technology, allowing cost and energy efficient separation of gases.

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## MICRO-, NANO TECHNOLOGY

### AnnAidA Technologies Sàrl

Gaurasundar Conley; EPF Lausanne – Magnetic resonance at the scale of a human embryo.

### Bloch Labs

Ian Rousseau; EPF Lausanne – Innovative vacuum measurement technologies.

### Daphne Technology SA

Juan Mario Michan; EPF Lausanne – Enabling air pollution control with nanotechnology

### dimpora

Mario Stucki; ETH Zürich – A novel way to manufacture waterproof and breathable membranes for outdoor clothing.

### LiGenTec SA

Michael Geiselmann; EPF Lausanne – Experts in high power integrated photonics using thick silicon nitride.

### Microcaps

Alessandre Ofner; ETH Zürich – Bringing precision and control to microencapsulation on an industrial scale.

### Polariton Technologies

Claudia Hoessbacher; ETH Zürich – Accelerating Optical Communications.

### Qnami GmbH

Mathieu Munsch; University of Basel (UNIBAS) – New sensors based on quantum technologies.

### Touchless Automation GmbH

Maurizio Migliore – Contactless manipulation solutions to improve the production yield of any industry dealing with micro components assembly.

### UNISERS

Ali Ozhan Atun; ETH Zürich – Inline monitoring of impurities of ultrapure water (UPW) for semiconductors history.

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## INTERNET, MOBILE

### Cataya

Silvana Baumann; University of St. Gallen (HSG) – Simplified e-commerce software & digital services to SMEs without technical skills inhouse.

### DocsVisit AG

Simon Hodel; University of St. Gallen (HSG) – Connecting doctors and patients for home visits.

### Jamie & I AG

Antonio Bolla; ETH Zürich – Combining artificial intelligence with fashion e-commerce.

### LuckaBox Logistics AG

Aike Festini; IMD Lausanne – Broker for aggregated last-mile delivery services.

### Mathrix Education SA

Julien Schneider; EPF Lausanne – Gamifying science and maths to increase grades with social media.

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## SOFTWARE

### 5am Games GmbH

Martina Hotz, Zurich University of the Arts (ZHdK) – A 2D puzzle adventure game about two longtime pen pals.

### Avertu

André Dahlinger; University of St. Gallen (HSG) – Detecting dangerous locations on the road, providing in-car warnings for drivers through an application.

### BlinkLabs AG

Lucas Vandroux; ETH Zürich – Deep learning visual inspection software toolkit.

### Dotphoton SA

Eugenia Balysheva; University of Geneva (UNIGE) – Quantum-inspired raw image compression.

### Gilytics GmbH

Stefano Grassi; ETH Zürich – Improving public participation and social acceptance with VR/AR in planning future sustainable large energy and transportation infrastructures.

### Logmind SA

Ketevani Zaridze; EPF Lausanne – AI-accelerated machine log data analytics.

### Mirrakoi SA

Daniel Schmitter; EPF Lausanne – Bringing - Computer Aided Design (CAD) of 3D models to all new levels of simplicity: Augmented CAD.

### Neural Concept Sàrl

Pierre Baqué; EPF Lausanne – Optimizing engineering processes using deep learning algorithms.

### NIR Lab

Florentin Coppey; University of Lausanne – Solution for the police forces to analyse on-site the major illicit drugs.

### RiskTalk

Charlie Newman; University of Lausanne – Empowering employees to report issues that may endanger their organization via a simple app.

### Synthara Technologies

Alessandro Aimar; University of Zürich – Ultra low-power, fast, AI, accelerators for computing on the edge.

### Tinamu Labs AG

Tobias Nägeli; ETH Zürich – Tinamu – Labs revolutionizes how drones are applied in film production.

### Voyager

Matthew Costello; IMD Lausanne – Communications platform for the bulk commodity shipping.

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## ELECTRONICS, MECHANICS

### AUXIVO

#### wearable support systems

Volker Bartenbach; ETH Zürich – Wearable support devices for workers executing physically demanding jobs.

### CapAgain

Alisandro Gaetano Haouari; EPF Lausanne – Coffee machines offering the convenience of capsules without compromising quality and environment.

### Exomotion

Mohsen Falahi; University of Geneva (UNIGE) – Electrical board with a new motion system allowing omnidirectional movement.

### Fixposition AG

Zhenzhong Su; ETH Zürich – Reliable high accuracy navigation for autonomous vehicles.

### FOLDaway

Marco Salerno; EPF Lausanne – Ultra-portable and low cost origami haptic interfaces.

### KOMP-ACT SA

Salvatore De Benedictis; EPF Lausanne – Lightweight and compact electrical actuators allowing to reduce energy consumption and maintenance costs.

### MOBBOT SA

Agnes Petit; ETH Zürich – Mobile 3D Concrete printing systems.

### NeaSens

Francesco La Torre; Conseil Européen pour la Recherche Nucléaire (CERN) – Smart IoT network for the long term monitoring of the radon Electronics, Mechanics.

### Rebels Technologies GmbH

Simon Hofer; University of St. Gallen (HSG) – A platform making life more efficient, enabling students to connect with each other for activities.

### Swiss Vault Systems GmbH

Bhupinder Bhullar; University of Basel (UNIBAS) – Energy and space different data storage devices.

### Socialease SA

Laurent Thevin; University of Geneva (UNIGE) – The first intelligent assistant designed to support hospitality businesses in the management of their social media.

### TYXIT

Raphaël Buache; HES-SO – Linking musicians wirelessly without configuration, allowing a personal audio monitoring.

### Voliro

Mina Kamel; ETH Zürich – Omnidirectional UAV pushing further interactions with environment.

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## MATERIALS, CHEMICALS

### IDUN Technologies AG

Simon Bachmann; ETH Zürich – Soft and stretchable bioelectrodes for the next generation of wearable devices.

### MeduSoil Sàrl

Dimitrios Terzis; EPF Lausanne – Earth reinforcement solutions for construction technology.

### microPow

Pascal Guillet; ETH Zürich – Additive-free, microstructured delivery system allowing improved storability as well as enhanced and controlled release of contained active ingredients.

### Readily3D

Paul Delrot; EPF Lausanne – The next generation of ultrafast 3D printers.

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## OTHERS

### CocoA Switzerland GmbH

Anian Schreiber; Zurich University of Applied Sciences (ZHAW) – revolutionizing the cocoa processing industry.

### Swiss Blockchain Technology

Claudio Bareato; Lugano – Safekee, a hardware-level security technology that protects crypto currencies and enables users to operate safely in the crypto space.



# PROJECT SELECTION 2018

→ 474 PROJECTS

applied for Venture Kick

→ 40 APPLICATIONS

per month

→ 57 %

from German-speaking Switzerland

→ 41 %

from French-speaking Switzerland

→ 59 % PROJECTS

of supported project are from ETH Zurich or EPF Lausanne

→ 35 %

Of supported project have women in the founding team.

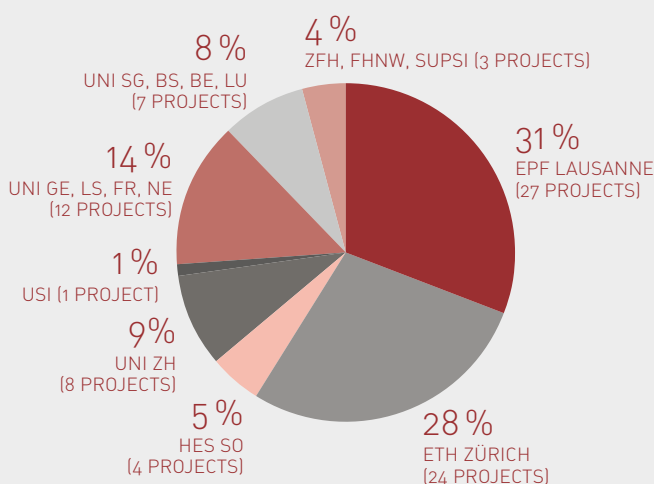
The number of projects applying to join the Venture Kick program increased year-on-year by 9 percent, to 474, in 2018. The majority, 57 percent, came from the German-speaking part of Switzerland, 41 percent from the French-speaking and the remaining 2 percent from Italian-speaking Ticino.

Venture Kick has national coverage and attracts applicants from across the country: one third of applications originate from the Swiss Federal Institutes of Technology in Zurich and in Lausanne, with the remaining two thirds coming from projects distributed among 24 other universities. Applications come from all high-tech sectors. The most strongly represented sectors are software, mobile and internet technology projects, with 38 percent; life sciences, encompassing biotech and medtech, account for 20 percent of the applications; and 4 percent are cleantech projects.

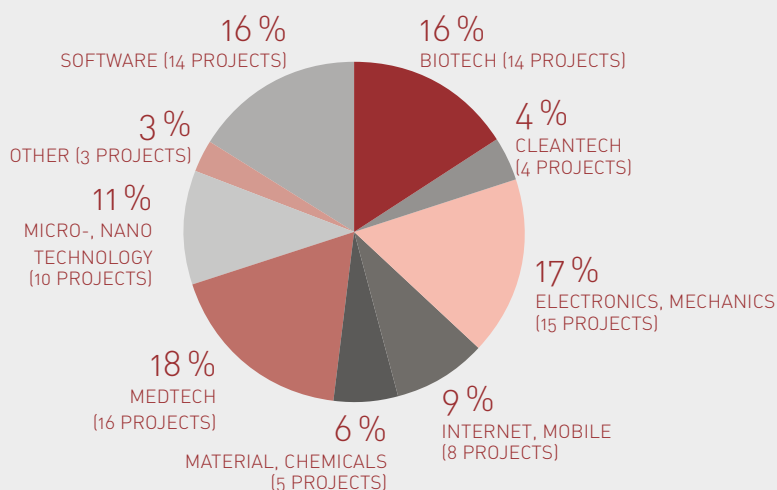
Selection is competitive. Projects from the two Federal Institutes of Technology perform strongly and represent 59 percent of those selected by Venture Kick's juries. The sectoral distribution also changes, reflecting the quality of the cases coming from the research-intensive, deep tech sectors: over a third of supported projects are in the life sciences; a quarter concern information and communication technologies; 17 percent cover electronics and mechanics; and material and chemicals innovations represent 6 percent.

## SUPPORTED PROJECTS

### BY UNIVERSITY



### BY SECTOR



# FINANCES

## DIRECT CONTRIBUTIONS TO STARTUP PROJECTS

	ACTUAL 2018	BUDGET 2019
<b>CASH SUPPORT FOR STARTUPS</b>	<b>3,240,000</b> 65.0%	<b>4,350,000</b> 70.7%
Grants of CHF 10,000	700,000	750,000
Grants of CHF 20,000	740,000	-
Investments of CHF 100,000	1,800,000	-
Convertible loans of CHF 40,000	-	1,600,000
Convertible loans of CHF 100,000	-	2,000,000

## INDIRECT CONTRIBUTIONS TO STARTUP PROJECTS

<b>BUSINESS DEVELOPMENT SUPPORT FOR STARTUPS</b>	<b>1,430,000</b> 28.7%	<b>1,455,000</b> 23.7%
Review of approximately 500 project applications, feedback to candidates		
Presenting to investors and supporters at 43 jury sessions in 2018, and 45 juries in 2019		
Personal introductions to industrial and pilot customers		
Individual coaching and support at 51 Kickers Camps and Kickers Briefings in 2018, and 54 in 2019		
Written feedback and pitch videos, monthly reporting, startup hotline		
Press releases and articles for startups to create national and international visibility		
Promotion of startup portraits via multiple channels: Handelszeitung, startup.ch, startwerk.ch, startupticker.ch		
Business software, checklists and templates		

## ADMINISTRATIVE COSTS

<b>PROGRAM MANAGEMENT</b>	<b>315,000</b> 6.3%	<b>345,000</b> 5.6%
Planning/Team management/Reporting		
Promotion at all Swiss universities and partners		
Startup Portfolio Management/Financial returns/Donations		
IT Management/CRM/Website		
Strategy Board/Audit/Accounting		

<b>TOTAL</b> (excluding VAT)	<b>4,985,000</b> 100%	<b>6,150,000</b> 100%
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# ORGANIZATION

VENTURE KICK IS THE PHILANTHROPIC INITIATIVE OF A PRIVATE CONSORTIUM

Transforming scientific innovation into commercial activity and jobs is the foundation of social and economic prosperity. Early-stage startups bear high risks that aren't covered by public money or private investors. Supporting such seed-stage startups therefore fills a crucial gap and performs a philanthropic role in society.

## Legal Structure

Digitalswitzerland selected Venture Kick as one of its startup enablement program lines. Digitalswitzerland is both an association and a charitable foundation. The digitalswitzerland foundation and the Venture Kick charitable fund are both hosted by the Fondation des Fondateurs, an umbrella charity that is monitored by the Swiss Federal Supervisory Board of Foundations.

## Purpose

Venture Kick aims to promote entrepreneurship at Swiss universities and encourage the creation of highly innovative, science-based startups. Venture Kick helps excellent discoveries and research get funded at the crucial, early stage of their development.

## Governing Bodies

### Digitalswitzerland Foundation's Board of Trustees

The board of trustees is responsible for digitalswitzerland's overall strategy. Digitalswitzerland.com lists the members of its executive committee.

### Fondation des Fondateurs' Board of Trustees

The board of trustees supervises Venture Kick's business activities based on detailed annual reports. It is composed of Dr. Dr. Thomas Sprecher (PRESIDENT), Dr. Philipp Egger, (VICE-PRESIDENT), and Evelyn S. Braun. The trustees have delegated all Venture Kick's strategic and managerial competences to a strategy board.

### Venture Kick's Strategy Board

The strategy board of successful entrepreneurs and supporting partners' representatives defines Venture Kick's medium and long-term objectives and goals. It is composed of Dr. Pascale Vonmont, representing the Gebert Rüt Stiftung, delegate; Dr. Suzanne Schenk, representing the Ernst Göhner Stiftung; and Dr. Igor Fisch of Selexis SA.

## Pool of Experts

Juries of successful investors and proven business experts evaluate Venture Kick applicants' projects at regular jury sessions. The composition of each jury varies from session to session, and is drawn from a pool of experts listed at [www.venturekick.ch/jury](http://www.venturekick.ch/jury).

## Venture Kick Management

Venture Kick's strategy board has mandated Venturelab Ltd to manage operations. Co-managing directors Beat Schillig, Jordi Montserrat and Philip Hassler built the program and share responsibility for Venture Kick's successful operation.







# OUTLOOK

The excellent results and the very encouraging feedback from experts, universities and spin-offs motivated Venture Kick's initiators to further enhance the support program.

For 2019 we plan the following:

## → 470 APPLICATIONS

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## → 259 PROJECTS PRESENTED

presented at 45 jury sessions

(144 stage 1/75 stage 2/40 stage 3)

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## → 135 PROJECTS FUNDED

funded (75 at CHF 10,000/40 at CHF 40,000/20 at CHF 100,000)

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## → CHF 4,350,000

in seed-funding for startup projects

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## → 43 KICKERS CAMPS

2-day workshops in small groups

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## → 11 KICKERS' BRIEFINGS

Workshops at Swiss universities

Venture Kick's major challenge is to secure sustainable funding for the coming years. In addition to existing commitments, we seek an additional CHF 5 million to leverage the full value of Swiss universities' growing innovation potential, and to respond to the increase in high-quality applications seen in recent years.

Foundations, private individuals and companies are invited to join Venture Kick's successful initiative as donors helping to bridge this financing gap.

By the end of 2027 we have set the following cumulative targets:

## → 1,000

active high-tech companies

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## → 15,000

high-quality and sustainable jobs created

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## → CHF 7,200,000,000

of investment raised by Venture Kick alumni

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## → CHF 2,700,000,000

annual revenue produced by these companies

# 4,350,000

## TO GIVE 135 KICKS TO STARTUPS IN 2019 AND BRING SWISS DEEP TECH TO GLOBAL MARKETS

2018 saw a bumper crop of new businesses nurtured through Venture Kick, from concept to product launch. Our proven model sees high-potential projects supported with funding and expert coaching, to smooth the way from lab to market.

Since its launch in 2007, Venture Kick has provided 600 Swiss university spin-offs with CHF 24.9 million of pre-seed capital. To date 454 have incorporated, creating 6,033 jobs. So far these startups have attracted CHF 2.49 billion in extra investment.

The private initiative Venture Kick is financed by:

**WISSENSCHAFT.  
BEWEGEN**  
GEBERT RUF STIFTUNG

**ERNST GÖHNER STIFTUNG**

**Hauser-Stiftung**

**André Hoffmann**

**Hansjörg Wyss**

**Martin Haefner**

**Igor Fisch**

