
ANNUAL REPORT
2019
VENTURE
KICK

VENTURE KICK

CONTENT

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Venture Kick Strategy Board:
Dr. Pascale Vonmont, Dr. Suzanne Schenk, Dr. Igor Fisch

VENTURE KICK: WALK THE TALK

2019 was another successful year for Venture Kick. The need and utility of our pre-seed program was demonstrated again, as our alumni companies raised CHF 3.5 billion in capital and created 7,000 new jobs by year end. Our mission to increase the number of high-quality startups in Switzerland continues.

Venture Kick has one key vision: we want to make a relevant contribution to increase the number of high-potential startups and accelerate their market entry and growth. We kick startup ideas to global success with all the necessary support for the founders to advance their business.

This entrepreneurial mindset applies equally to Venture Kick as an initiative. We constantly strive to improve and grow our value for founders. In 2019 we implemented our new model offering convertible loans of up to CHF 150,000 per startup and increased the financial support to CHF 4.35 million. The new model was very well perceived, as it simplified and accelerated the process for startups.

In 2020, we will not only increase the total support amount for startups to CHF 5 million, which will enable us to boost 80 new projects. Also, with a pilot project we aim to strengthen the startup and innovation ecosystem in Switzerland. 'Venture Kick Life Science' is a special track for biotech and medtech, both key assets of our country. This track allows us to leverage the support, network and visibility for life science projects. We start the year with specific jury sessions for stages 2 and 3, and will evolve this pilot over time. On top of this we plan to give more visibility to our deep tech startups that provide relevant technological solutions for a sustainable environment and the nutrition of tomorrow.

Venture Kick is walking the talk. We constantly kick ourselves in order to offer the best possible support for our founders. 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 our initiative.

On behalf of the Venture Kick board we thank all of you for your engagement to bring greater prosperity to our Swiss economy and society.

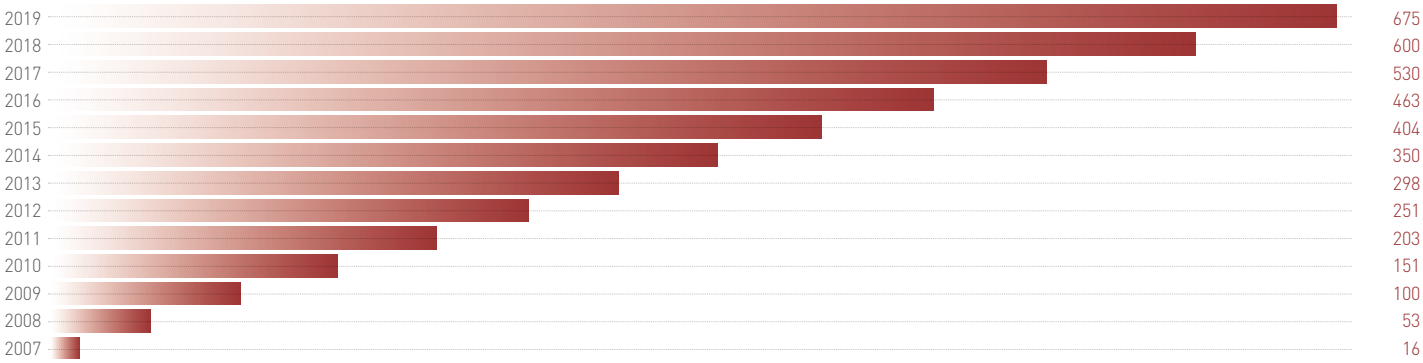
Dr. Pascale Vonmont
Strategy Board, Venture Kick
CEO, Gebert Rüf Stiftung

Dr. Suzanne Schenk
Strategy Board, Venture Kick
Deputy CEO, Ernst Göhner Stiftung

GROWING IMPACT

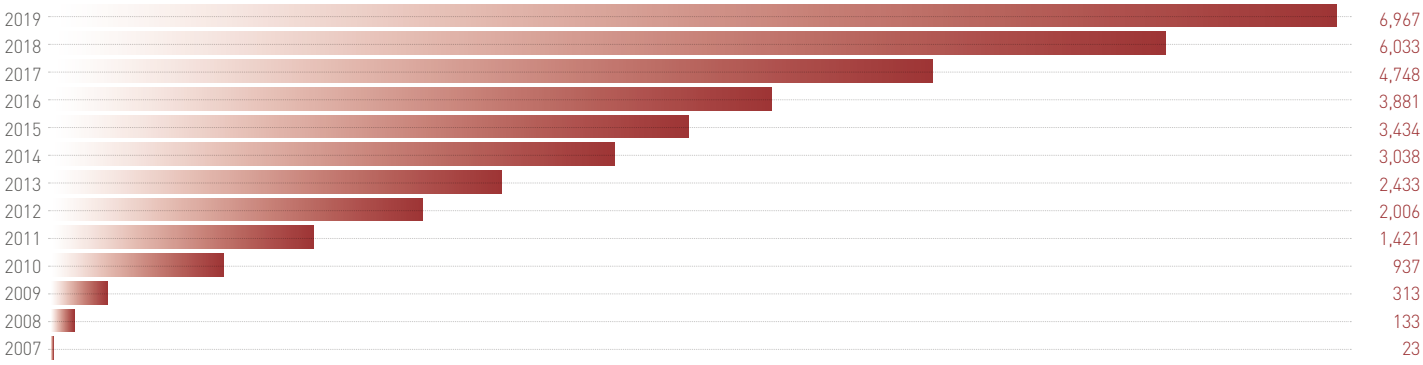
675 Startup Projects Kicked

Number of Supported Startup Projects (Cumulated)



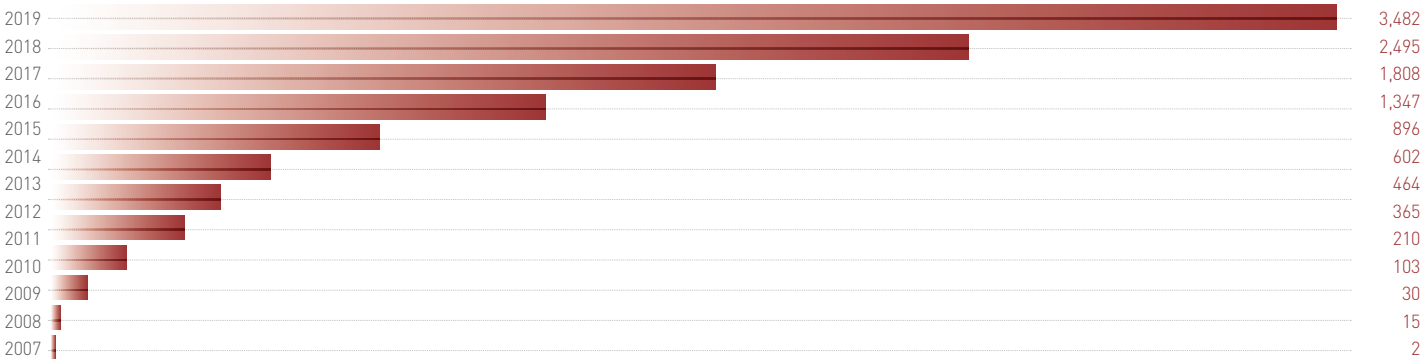
7,000 Jobs Created

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



CHF 3.5 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 start-ups struggle 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 675 spin-off projects that have become 519 high-tech companies. These have created 6,967 active jobs and attracted investment totaling CHF 3.5 billion. The TOP 100 Swiss Startup Award included 54 of them in its most-recent ranking.

Supported startups continue to improve our world, for example scaling efficient clean energy technology, bringing treatments for global health priorities to market, and developing the diagnostic tools of the future. Insolight SA has transferred space-grade technology to make rooftop solar panels that achieved world-record, 29-percent efficiency. The founders will scale their production for industrial manufacturing next. BioVersys AG, developing truly novel antibacterial drugs that overcome resistance, has won the equivalent of more than CHF 16 million this year to boost its programs tackling tuberculosis (one of the top 10 causes of death worldwide) and hospital-acquired infections. Abionic SA has developed a sepsis test that gives hospitals the vital diagnosis 24 hours faster than prevailing technology. Or RetinAI Medical AG, whose expertise in artificial intelligence unlocks eye health today and heralds the potential for early diagnosis of brain and heart conditions in the future.

Our highlights (pages 8 to 21) share other such examples, and give you an insight into the bold visions of the founders behind these Swiss startups. In enabling their innovations to become sustainable solutions for global problems lies the core of our mission.

SUPPORT MODEL

MUCH MORE THAN JUST MONEY

In 2019, the Venture Kick program supported 75 high-potential entrepreneurs, giving them a structured path towards building a winning startup. Venture Kick's model offers founders early-stage financing in three stages, alongside focused business training and access to a powerful network of investors.

An Holistic System of Support

The money the Venture Kick foundation makes available to Swiss startups is allocated competitively by juries of professional investors. Our highly-qualified pool of jurors – private and institutional investors, startup experts and industry representatives – give feedback on all participants' pitches. To ensure the best ideas progress, founders know every pitch-session is tough: only half the projects presenting can win support to the next stage. The best founders therefore gain three experiences pitching to Venture Kick juries in preparation for future fundraising from VCs and institutional investors.

Venture Kick's unique program of competitive pitches interspaced by intense, entrepreneurial training and coaching, community-networking and business development deadlines, lasts approximately nine months. This blend of challenge and support is vital to building strong foundations for startups' long-term success.

"Venture Kick has been a great experience for us, it's considered a quality stamp in Switzerland and worldwide. We have received new investors, are getting lots of exposure and our network is only growing!"

Jeyran Hezaveh, AVAtronics Sàrl, Venture Kick 2019

"Having Venture Kick believe in you and support your idea was an essential advantage in the early stages. The program's three stages really supported us in becoming what LuckaBox is and getting us where we are today. Winning our first funding from Venture Kick set the tone for all the future investments that came."

Aike Festini, LuckaBox Logistics AG, Venture Kick 2018

Founders can receive as much as CHF 150,000 in pre-seed capital from Venture Kick, and successful candidates qualify in addition for Gebert Rüf Stiftung's InnoBooster program, which can give Swiss startups a further CHF 150,000.

To date 675 Venture Kickers have benefited from this boost, adding a total of CHF 29,250,000 to their seed funding!

A Unique Entrepreneurial and Philanthropic Model

Venture Kick supports spin-off projects with a combination of grants and convertible loans at founder-friendly conditions. If founders exit their startups successfully or repay loans, all the proceeds flow back into Venture Kick's charitable fund, to increase the support for future generations of founders.

Advantage: Entrepreneurs

Venture Kick's model has three advantages. Firstly, the substantial support gives entrepreneurs the resources to accelerate at a critical phase of business development. Secondly, convertible loans give founders flexibility as they fundraise from investors. Thirdly, the pay-it-back model reinforces the foundation's philanthropic and entrepreneurial philosophy for long-term support: successful entrepreneurs that have benefited from the program assist future generations!

"Venture Kick was the first believer in our team, technology, and vision. The whole Venturelab team provided huge support since the inception of the Versantis. Besides the funding, their critical guidance to successfully grow our startup into a mature biotech company was key."

Vincent Forster, Versantis AG, Venture Kick 2015

"The very-concrete feedback helped us improve immensely. It's also valuable to network with fellow founders at similar stages in completely different fields. They have the same problems, so we exchanged ideas, learned from each other and stay in touch."

Claudia Hoessbacher, Polariton Technologies AG, Venture Kick 2019

VENTURE KICK ALUMS

HIGHLIGHTS 2019

Our Kickers hit higher levels in 2019, raising multi-million investment rounds, winning international awards and prizes, sealing major commercial partnerships with industrial leaders, and exiting at strong valuations. It was pleasing to see alums conduct their own M&A with spine neurostimulation startup GTX Medical (2014) merging to extend its technology into the U.S.; while carbon-capture leader Climeworks AG (2010) bought a complementary startup to strengthen its portfolio of direct air capture technology.

Raising rounds of 15+ million

Zurich-based **Beekeeper AG** (2011) raised $45 million to expand its team in Europe and the U.S. Beekeeper, one of the world's fastest-growing SaaS startups, aims to transform the way two billion frontline employees work by improving communication with the non-desk workforce.

Polyneuron Pharmaceuticals AG (2015) raised CHF 22.5 million from famous French and U.S. investors. The Basel life-science startup's pioneering therapeutic approach treats autoimmune diseases of the nervous system, where a patient's immune system erroneously attacks its own body. Polyneuron will use the investment to fund human clinical trials of its new class of treatments to prevent rare autoimmune diseases.

Satellite and aerospace antenna-maker **SWISSto12 SA** (2011) raised CHF 18.1 million to accelerate the industrialization and the commercial deployment of its space-ready, 3D-printed components. The Renens-based startup will continue expansion of offices in the U.S. and Israel, and explore opportunities in the terrestrial 5G communications market.

After a period of growing commercial traction and expansion into more than 10 countries, **Teralytics AG** (2013) raised $17.5 million to expand its analysis to more than a billion human journeys. The global leader in multi-modal mobility intelligence uses telecom network data to help cities and transport services better understand, predict and improve people's journeys worldwide.

BioVersys AG (2008) won the equivalent of more than CHF 16 million in funding to boost its programs tackling tuberculosis and hospital-acquired infections. Tuberculosis, one of the top ten causes of death worldwide, is carried by billions and currently kills more people each year than HIV/AIDS.

Versantis AG (2015) raised CHF 16 million to develop its liver cirrhosis therapy. Globally, 850 million people live with a liver disease and 2 million die every year. No drugs are yet approved to support cases of decompensated cirrhosis, which is driven by today's high-calorie diets and sedentary lifestyles.

Kandou Bus SA (2011) took its total fund-raising close to $100 million with a 56-million-dollar round to prepare the fabless semiconductor startup for an IPO. Kandou's technology reduces the power consumption and increases the speed of electronic devices. Switzerland's global leader in connectivity IP and chip solutions will use the funds to finish its first standalone chip, scheduled to go to volume production for the consumer market in 2020, and build the commercial team before a stock market listing.

Raising rounds of 5 to 15 million

L.E.S.S. SA (2012) raised CHF 14 million to industrialize production of its ultra-bright and ultra-thin lights. **DEPsys SA** (2013) raised CHF 13.2 million to expand its power grid software globally. **Gamaya AG** (2014) raised CHF 12 million in a strategic round with India's biggest tractor-maker. **Insolight SA** (2016) won € 10.6 million to scale its space-grade rooftop solar panels. **SamanTree Medical AG** (2011) raised CHF 9.5 million to improve tumor removal. **Planted Foods AG** (2019) caught attention from California to London with a CHF 7 million round. **Apiax AG** (2017) raised $ 6.6 million for global growth. **Altoida AG** (2014) raised $6.3 million to drive sales of its Alzheimer's detection software. Computational pharmacology startup **InterAx Biotech AG** (2016) raised more than CHF 6 million. **Daphne Technology SA** (2018) raised CHF 5 million for filters for commercial shipping exhausts.

Important Industry Deals

Biotech leader Genentech will use **Abionic SA** (2010)'s diagnostics for point-of-care asthma tests in the U.S. Of the 25 million people suffering from asthma in the U.S., most have allergic asthma and its is one of the most common long-term diseases in children. Abionic's five-minute test will allow physicians to start personalized treatment for patients immediately.

XING deploys **Uepaa AG** (2012)'s mobile peer-discovery software to allow users of the business networking service in Germany, Austria and Switzerland to discover professional connections in their close physical proximity, without using energy-draining and imprecise GPS functions.

Europe's largest robo-advisor, Scalable Capital, selected **Futurae Technologies AG** (2017)'s zero-touch, multi-factor authentication to integrate into its digital wealth-managers software.

SpiroChem AG (2011) partners with the U.K.'s Domainex, a world-leader in fragment-based drug discovery, to offer a comprehensive discovery proposal from library design and screening to efficient downstream medicinal chemistry services, and to candidate selection.

Aleva Neurotherapeutics SA (2008) formed a joint venture with DIXI Medical to develop a new generation of epilepsy treatment, using the Swiss startup's unique technology for electrodes that allow precise stimulation of the deep brain.

Selected Awards




Five alums featured in Forbes 30 Under 30 selection. International recognition for Olga Dubey, co-founder of **AgroSustain SA** (2018); Etienne Jeoffroy, co-founder of **FenX AG** (2019); Gnanli Landrou, co-founder of **Oxara AG** (2019); and **Scewo AG** (2017) co-founders Bernhard Winter and Pascal Buholzer.

Michela Puddu, CEO and Chairwoman of **Haelixa AG** (2017), won the European Commission's Rising Innovator Award. Her startup may make a critical contribution to several U.N. Sustainable Development Goals with its in-product technology to trace consumer goods reliably throughout the supply chain.

HYLOMORPH AG (2016) took first prize at the European Heart Rhythm Association Awards. The startup's technology platform solves fibrotic encapsulation for implantable medical devices.

INVOLI SA (2017) co-founder Mélanie Guittet won the PERL (Prix Entreprendre Lausanne Région) trophy. Her startup builds software and hardware to monitor low-altitude air traffic, and make the sky safe for drones and other airspace users right down to the ground. INVOLI has already deployed its micro control towers on telecom infrastructure across more than 10,000 square kilometers in Switzerland.

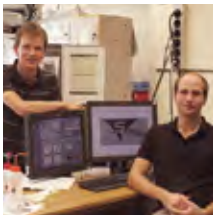
Exits


The biggest exit for a Swiss startup in 2019 was **AMAL Therapeutics SA** (2012)'s acquisition by Boehringer Ingelheim for as much as € 425 million. The sale to the German pharmaceutical giant heralds a transformational step in the future treatment of cancer, as the University of Geneva spin-off's KISIMA immunotherapy and cancer-vaccine platform will help treat patients with gastrointestinal and lung cancers.

Precision for Medicine bought **SimplicityBio SA** (2015) to add the Swiss artificial intelligence to the U.S. company's multiomic data integration and informatics platform. The acquisition will accelerate the impact of AI in medicine.

Bullard bought **Darix Sàrl** (2017) for its technology that helps firefighters see through smoke. The acquisition by the fifth-generation family-owned U.S. company, will transform Lausanne-based Darix into the Bullard Technology Center.

Giving Back




Venture Kick alums, **SwissLitho AG** (2012) and **Scope Content AG** (2011)'s generous founders, boosted the resources available for the next generation of Switzerland's entrepreneurs with donations to the Venture Kick Foundation.

TWELVE 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 160 startup experts in Switzerland, evaluate about 16 startup projects, over three separate jury sessions. This adds to 403 jury sessions over the past 12 years, with juries having reviewed 2,207 entrepreneurial ideas and chosen the strongest cases to support. In addition to seed funding, the selected startups have received introductions to investors and hands-on coaching at 431 Kickers Camps.

This multi-faceted support has a demonstrable impact. To date, the 675 supported spin-off projects have led to 519 incorporations representing 6,967 jobs. At this year's TOP 100 Swiss Startup Award the ranking was again packed with Venture Kick alums – 54 this year, including 7 of the TOP 10 positions.

118X Investment Multiplier

Venture Kick's cumulated CHF 29.25 million of support has triggered CHF 3.48 billion of investment into these startups. That's the equivalent of CHF 118 invested by others, for each franc of pre-seed money from Venture Kick.

→ 3,981 APPLICATIONS
received from more than 20 Swiss universities

→ 2,207 CANDIDATES
pitched at 403 jury sessions

→ 675 STARTUP PROJECTS
supported with CHF 29.25 million in seed capital

→ 519 NEW STARTUPS
Incorporated

→ 6,967 NEW JOBS
(full-time-equivalents) created

→ CHF 3,482,000,000
in financing raised by the supported startups

→ CHF 118
(on average) invested by others for every CHF 1 of seed money 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 675 projects supported between 2007 and 2019, only 27 percent (183) have stopped. Of these, 93 have ceased while still at the project phase, meaning only 90 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 companies that started between 2007 and 2011 have created on average 31 jobs each to date.

The data shows the jury does a good job in selecting the best startups. Of the 150 companies that received all funding stages, only 14 have ceased (9 percent) and the remaining 136 have created an average of 23 jobs. Even the Venture Kick startups that don't reach the final stage are stronger than average – of the 226 companies that received only the stage 1 support, 176 are active, with an average of 12 jobs created.

Attractive investment opportunities and acquisition targets

Venture Kick startups have demonstrated their ability to win substantial investments, having attracted CHF 3.48 billion to date. Equity investments from business angels and venture capitalists (a cumulative CHF 1.91 billion) are by far the biggest source of financing (55 percent). Venture Kick startups also have proven to be attractive acquisition targets for industry leaders with transactions & exits amounting to CHF 1.04 billion up to date.

Looking at the investment per active startup, the amount is low during the first four years (an average of CHF 1.33 million), then grows rapidly in the following years. Venture Kick startups supported between 2012 and 2015 already report attracting an average of CHF 5 million in investment, while this number is quadrupled for the older companies from 2007 to 2011 having attracted on average CHF 20.86 million in funding each.

The 136 startups that received Venture Kick's maximum support have so far raised a total of CHF 1.26 billion, an average of CHF 9.23 million per startup. The stage 2 startups have slightly outperformed those in stage 3 raising an average of CHF 9.71 million, mainly due to the CHF 470 million exit of Amal Therapeutics.

ACTIVE STARTUPS

Incorporation Year

2016 – 2019	97 %
2012 – 2015	81 %
2007 – 2011	69 %

Support Stage

Stage 1	78 %
Stage 2	82 %
Stage 3	91 %

JOBS CREATED PER ACTIVE STARTUP

Incorporation Year

2016 – 2019	7
2012 – 2015	14
2007 – 2011	31

Support Stage

Stage 1	12
Stage 2	14
Stage 3	23

TOTAL INVESTMENT PER ACTIVE STARTUP

Incorporation Year — CHF

2016 – 2019	1,334,000
2012 – 2015	5,001,000
2007 – 2011	20,856,000

Support Stage — CHF

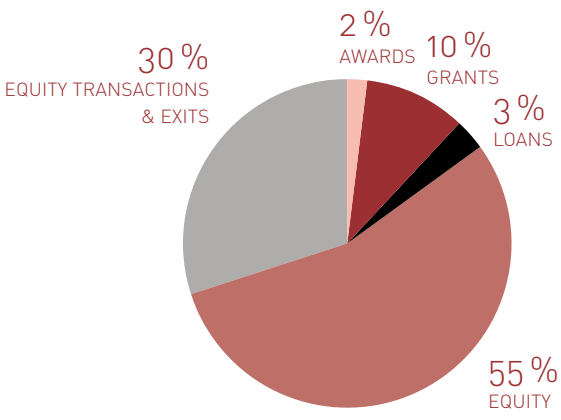
Stage 1	5,557,000
Stage 2	9,713,000
Stage 3	9,229,000

EQUITY INVESTMENT

CHF

2019	1,919,000,000
2018	1,514,000,000
2017	1,103,000,000
2016	860,000,000
2015	499,000,000
2014	410,000,000
2013	300,000,000
2012	243,000,000
2011	122,000,000
2010	46,000,000
2009	4,500,000

TOTAL MONEY INVESTED 2007 – 2019



MOBBOT SA

3D printing ... with concrete. MOBBOT has developed a novel additive manufacturing technology to print tailor-made concrete components at unprecedent speed and quality.

The startup's rapid 3D-printing technology saves construction companies time, money and raw materials, as well as reducing building's CO2-footprint. MOBBOT's platform currently augments KUKA's famous orange robot arms with its own proprietary printing head and method.
We interviewed Agnès Petit Markowski, founder and CEO of MOBBOT.

Alongside a degree in Geology, you have a PhD in Cosmochemistry and researched the evolutions of planets. How did your path in the construction industry and MOBBOT start?

I drifted from the science and academic world to construction materials and commercial strategy with Holcim, one of the world biggest cement supplier. I had worked in the construction industry for a dozen years, and in my last job I was leading the product development for a large, precast-manufacturer, when I read an article about 3D-printing and thought 'This is really awesome! It would be great if we could do the same with concrete.'

In 2014, while searching for new, higher-margin products I started developing 3D-concrete printing. Initially it was an answer to my own need as a 'product developer' to provide fast and flexible solutions for construction companies – to satisfy many customers' requests for special elements that couldn't be met by traditional fabrication methods.

In 2017, I could feel the wind of change and digitalization coming in the construction industry, and stars were aligned: I had the business case, the customer problem, the business solution and the right timing. What I was missing was the right technology, so I quit my job in 2017 and launched my startup with the aim to democratize 3D-concrete printing and invent a new way of producing concrete elements. The MOBBOT venture started in March 2018.

You joined in Venture Kick in 2018 and won the finale in 2019. How did that 11-month process shape you as an entrepreneur and shaped MOBBOT's development?

Every Venture Kick presentation and bootcamp allowed us to get out of the water, to step back from what we were doing. On the one hand to see the progress and the achievements made and on the other hand to refocus on the essential. Winning the first two phases of Venture Kick was also a huge recognition for the team and the every development steps that were achieved.

Venture Kick helped us focus our business model on recurring revenue and gave us visibility among investors. The program is also a fantastic door opener to an ecosystem, provides credibility and enabled us to get inspired by the best Swiss startups. We've used its financial support to showcase MOBBOT at construction industry conferences, visit massively customers and revamp our marketing.

"Venture Kick helped us focus our business model on recurring revenue and gave us visibility among investors. We've used its financial support to showcase MOBBOT at construction industry conferences and trade fairs, visit customers and revamp our marketing."

What are the next steps for MOBBOT?

We would like to provide the necessary digital tools so that the customers have access to our 3D printing platform in a few clicks.

On the other hand, we want to achieve the industrialization of the print head and of the entire printing system. We need to focus on a reliable and robust static printing system first and will work on the mobility in a second step.

We work already with local raw materials. Thanks to our novel additive manufacturing technique we can reduce dramatically the CO2 emissions in comparison with the traditional fabrication method. We want to further push this aspect and use of recycled materials.

International expansion! Cost-effective solutions to deliver custom-made concrete products is a global need, and our technology is the innovative answer to this global market opportunity. We have requests from abroad, and need to progress step by step and industrialize our process first.

RESISTELL

FASTER DIAGNOSTICS TO COMBAT ANTIBIOTIC RESISTANCE

Drug-resistant infections kill about 700,000 people globally each year. During the several days it takes conventional tests for antibiotic resistance to be grown in labs, a wrong prescription can extend expensive hospital stays and risk accelerating bacterial resistance to existing drugs. Discover the startup developing the world's fastest antibiogram to tackling this problem.

"I co-founded Resistell to help physicians fight for the lives of patients with extremely difficult-to-treat infections," says CEO Danuta Cichocka, a microbiology PhD, who co-founded Resistell with researchers from Switzerland's École polytechnique fédérale de Lausanne. Her startup is developing the world's fastest phenotypic antibiotic susceptibility test (AST) to addresses the critical problem of speed of diagnostics of antibiotic resistance.

Currently phenotypic ASTs take as long as three days while bacteria are grown, which means most treatment decisions during this delay are empirical and don't guarantee the most-effective antibiotic treatment. EPFL inventors and Resistell co-founders Giovanni Dietler and Sandor Kasas refined nanotechnology and atomic force microscopy techniques that can get accurate results in hours. This speed means Resistell's diagnostic tool helps physicians choose the most-efficient, and also the narrowest-spectrum, antibiotic for the patient faster.

"We want to contribute to better treatment, especially of life-threatening diseases such as bacteremia and sepsis, and slow the spread of antimicrobial resistance," Cichoka says.

Resistell closed a seed round from strategic life science investors immediately after winning Venture Kick's highest level of support in 2018. "Venture Kick played a very big role and helped us close the round quickly, as we met investors through the program's jury sessions."

> "Combating antibiotic resistance requires better diagnostics – not just new antibiotics."
> **Danuta Cichoka,** Resistell CEO and co-founder

That investment helped Resistell build its team, complete preclinical testing and core technology design. An oversubscribed 3.5-million-franc Series A round in December has provided the EPFL spin-off with the investment to complete CE-mark certification of its blood infection testing device.

While Switzerland, Europe's leading life science hub, has strong infrastructure to launch a startup, the entrepreneur has a global vision for her company:

"Resistell's ambition is to grow and expand! The Swiss market is too small to achieve multi-million revenues, so to achieve a return on investment, medtech startups need to anticipate and plan expansion from the very beginning."

ARARIS BIOTECH

PRECISION GUIDED DRUG DELIVERY

Venture Kick winner Araris Biotech AG raised CHF 2.5 million to commercialize its novel antibody-drug conjugate (ADC)-linker technology that may enable new treatments for unmet medical needs. The spin-off from both the Paul Scherrer Institute and ETH Zurich has started generating in vivo data to validate its technology, as it plans to build a pipeline of potent drugs to license to the pharmaceutical industry. Co-founder and CEO Philipp Spycher shares more.

What is Araris' innovation?

We help the development of treatments for patients with unmet medical needs. Our platform allows scientists to attach any payload to 'off the shelf' antibodies, without any prior antibody engineering. The resulting ADCs show high efficacy and low toxicity. Such straightforward drug conjugation, versatile technology and high in vivo efficacy means powerful biopharmaceuticals can be used to deliver highly potent drugs, specifically to diseased tissue while sparing the health parts of the human body.

What distinguishes Araris from the state-of-the-art?

Conventionally-generated ADCs face several challenges and side-effects, which means many fail at clinical trial. Current technologies also aren't versatile, which means some payloads impair ADC stability, and require significant optimization for each antibody/payload combination. Our highly soluble, hydrophilic Linker Technology permits straightforward conjugation of any payload on an existing antibody and offers unparalleled chemical versatility that results in very stable ADCs. This significantly reduces the time and cost of drug development.

How did Venture Kick help your startup?

Venture Kick was essential in the starting phase. We received extremely valuable input on business plan development and pitching. The financial support allowed us to attend partnering meetings and scientific conferences, which led to ongoing feasibility studies with several pharma companies. Challenging feedback at the Kickers' Camps also prepared us for the critical questions we encountered when fundraising.

"Venture Kick was essential"

Philipp Spycher, Araris Biotech CEO and co-founder

Araris Biotech co-founders Philipp Spycher, Isabella Attinger-Toller, and Dragan Grabulovski, won the highest level of Venture Kick support before closing a CHF 2.5-million-seed-round with life science investors.

THE FUTURE STARTS HERE

AUXIVO

auxivo.com

Work-related injuries cost employers in Europe € 30 billion every year. Auxivo is developing a light exoskeleton for workers lifting and carrying as much as 30 kg. By reducing the load on backs and joints, Auxivo cuts the risk of exhaustion, accidents, chronic injuries, and early retirements. The stripped-down, passive device is comfortable for workers to wear all day, and cheap enough for companies to equip each employee.

FenX

fenx.ch

Buildings account for 40 percent of worldwide energy consumption and 36 percent of global greenhous gases. While better and greener insulation can reduce buildings' environmental impact, most modern insulation either has a relatively high CO2-footprint or is highly flammable. ETHZ spin-off FenX solves both challenges by transforming industrial mineral waste into sustainable, high-performance insulation foam panels that also ensures fire-protection in buildings.

GreenTEG

greenteg.com

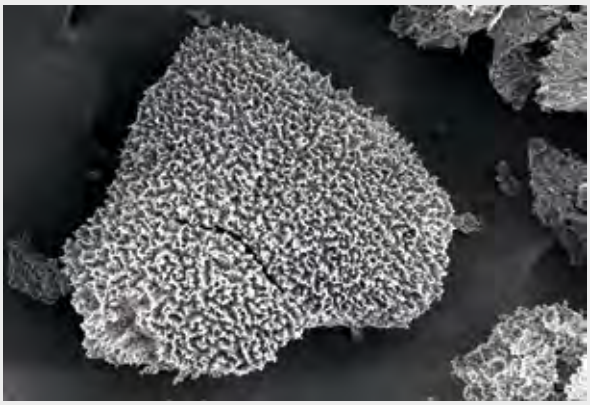
GreenTEG offers the world's first sensor for continuous core body temperature measurement – vital to understanding a person's health. The startup's non-invasive tech also offers greater accuracy. Integration in smartwatches opens new kinds of healthtech applications and could help the shift to preventive, proactive healthcare, by checking vital parameters without interrupting daily lives.

Nagi Bioscience

nagibio.ch

Thousands of new chemicals are discovered every day, which all need testing before they can be used for medicines, food or cosmetics. Traditional animal testing is slow and expensive, while in vitro modelling on isolated cells can't predict how entire biological systems will respond. Nagi Bioscience's ethical and biologically-relevant screening machine uses microscopic worms to perform such tests 300,000 times faster than a human researcher.

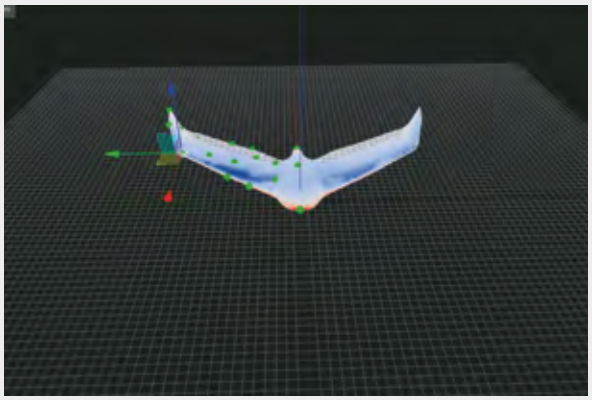
Nanogence



nanogence.com

A tenth of manmade carbon emission come from making cement and concrete. Nanogence's smart additive halves the carbon footprint of these essential building materials, while also increasing the lifespan of the resulting infrastructure. The Lausanne-based startup agreed many commercial pilots of its technology in 2019, as it's device approaches market-readiness.

Neural Concept



neuralconcept.com

The EPF Lausanne spin-off uses artificial intelligence to analyze the aerodynamics of designs 1,000 times more quickly than the current state-of-the-art. That machine-driven creativity has already set records, as Neural Concept's software designed and optimize the aerodynamics of the bike ridden by the world's fastest woman. The startup's aerodynamic design simulation for cars and airplanes has already raised a seven-figure sum from international investors.

Planted Foods

planted.ch

Sixty billion chickens are killed annually. Planted uses yellow split peas to create tasty protein that mimics the taste, texture and mouthfeel of chicken. The ETHZ spin-off already sells its produce to Swiss restaurants and raised a CHF 7-million seed round to scale production and expand abroad. Food for thought for the meatless generation!

Yago

yagoexo.com

As our societies age, more people have difficulty using their hands. Based on EPFL research, this spin-off's robotic glove has a soft, motorized exoskeleton to help wearers grasp and release everyday objects. Developed with more than a dozen healthcare professionals, the patent-pending tech will restore independence and autonomy in daily life for users in many different situations.

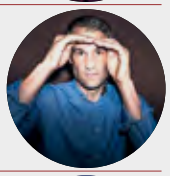
54 VENTURE KICKERS

MADE IT TO THE TOP 100 IN 2019

1 FLYABILITY SA
→ flyability.com
Flyability is a Swiss company buildiing safe drones for inaccessible places.
8.4.14

2 LUNAPHORE TECHNOLOGIES SA
→ lunaphore.ch
Lunaphore is disrupting the tissue diagnostics field by providing a new tumor analysis platform.
8.4.14

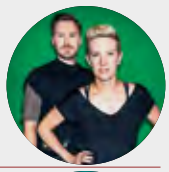
3 AVA AG
→ avawomen.com
Ava is a digital health company that has developed a solution to accurately and conveniently recognize fertile days.
11.11.14



6 CUTISS AG
→ cutiss.swiss
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.

7 GAMAYA SA
→ gamaya.com
Gamaya improves efficiency and sustainability of farming businesses by offering unique and compelling agronomy solutions, enabled by hyperspectral imaging and artificial intelligence.
4.1.14

8 PIAVITA SA
→ piavita.com
Piavita offers a holistic system for high-precision medical monitoring of horses – from anywhere at any time.



9 ADVANON AG
→ advanon.com
Advanon is an Online Platform for invoice financing for Small- and Medium Businesses.
9.12.14

11 VERSANTIS AG
→ versantis.ch
Versantis is a pharmaceutical company revolutionizing the care of liver disease patients with a new generation of medicines and diagnostics.
4.3.14

14 POLYNEURON PHARMACEUTICALS AG
→ polyneuron.com
Polyneuron develops a new drug class for the treatment of autoimmune diseases affecting the nervous system.
3.6.14

15 VOLUMINA MEDICAL SA
→ 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 esthetical purposes.
4.9.17

20 FIXPOSITION AG
→ fixposition.com
Fixposition offers high accuracy (centimetre to decimeter accuracy) navigation with superior reliability for autonomous vehicles in any outdoor environment.
21.11.17

21 EXEON ANALYTICS AG
→ 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.
4.10.16

22 DAPHNE TECHNOLOGY SA
→ daphnetechnology.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.
28.2.17

23 CREAL SA
→ creal.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.
20.6.17

28 INSOLIGHT SÀRL
→ 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.
8.12.15

29 IMVERSE AG
→ imverse.com
Imverse creates a VR/MR interactive 3D movie from a single 2D photo with live hologram actors and real-time VFX.
31.1.17

33 MAXWELL BIOSYSTEMS AG
→ mxwbio.com
MaxWell Biosystems provides advanced high-resolution functional cell imaging platforms to facilitate detailed investigation of cells.
5.7.16

34 RESISTELL AG
→ resistell.com
Revolutionary alternative to the current gold standard in antibiotic susceptibility testing, culture based antibiogram, based on the detection of movement caused by living bacterial cells.
30.1.18

40 NANOLEQ GMBH
→ nanoleq.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).
8.8.17

43 DOTPHOTON SA
→ 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.
4.9.17

44 INOSITEC AG
→ inositec.com
Inositec is pioneering the development of life-saving small molecule drugs based on inositol phosphate, a natural facilitator of diverse cellular functions.
3.4.12

46 AGROSUSTAIN SA
→ agrosustain.ch
Organic fungicide to control a widespread and destructive grey mold disease to be used in post-harvest applications.
8.8.17

47 SCAILYTE AG
→ scailyte.com
AI technology for biomedical research, pharmaceutical discovery and precision diagnostics. Unlocking the full potential of Single-Cell Data to save lives.
20.6.17

50 EYEWARE TECH SA
→ eyeware.tech
Allows people with limited body mobility to control a standard computer using a 3D Eye Tracking device.
8.12.15

51 XORLAB AG
→ xorlab.com
xorlab provides the next-generation threat prevention platform ActiveGuard and protects company communication from sophisticated threats such as credential phishing.
3.3.15

52 LOCATEE AG
→ locatee.ch
Help the facility management for companies to create more engaging, optimized and clean work environments.
8.4.14

55 GRZ TECHNOLOGIES AG
→ 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).
22.11.16

56 LIGENTEC SA
→ ligentec.com
LiGenTec SA is an expert in offering silicon nitride thickness above 600 nm maintaining very low waveguide propagation loss.
16.5.17

58 SCEWO AG
→ scewo.ch
Wheelchair which meets the demands of daily use and has the ability to climb and descend stairs safely without external help.
28.2.17

59 APIAX AG
→ apiax.com
Apiax is a RegTech pioneer, headquartered in Zurich, Switzerland, making compliance lean, easy and efficient for banking sector.
8.8.17

62 EBAMED SA
→ eba-med.com
Innovative solutions for non-invasive and automated treatment of heart arrhythmias by using proton beams instead of catheter.
21.11.17

64 QNAMI GMBH
→ qnami.ch
Sensors based on quantum technologies allowing our customers to perform non-invasive magnetic imaging at the nanoscale in all types of environment.
22.8.17

65 LUCKABOX AG
→ luckabox.com
SAAS customer-centric logistics platform for online retailers to offer their customers on-demand and last-mile deliveries that meets the demands of their busy lifestyle.
11.7.17

66 INTERAX BIOTECH AG
→ interaxbiotech.com
InterAx Biotech has built a unique drug discovery platform for identification of superior drug candidates for the largest class of drug targets.
3.2.15

70 PHARMABIOME AG
→ 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).
28.4.15

71 AVRIOS INTERNATIONAL AG
→ avrios.com
The Avrios Business Intelligence Platform helps operators of commercial vehicles utilize their assets as efficient as possible.
3.2.15

74 FUTURAE TECHNOLOGIES AG
→ 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.
5.4.16

75 SEERVISION AG
→ seervision.com
Cameras that simplify the production of dynamic shots using real-time computer vision to track objects and control the camera position and lens settings for dyanmic framing and focus.
2.2.16

76 SONECT AG
→ 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.
1.11.16

79 INSIGHTNESS AG
→ insightness.com
Insightness develops visual awareness systems for augmented reality and microaerial vehicles (drones).
6.5.14

80 SPECTROPLAST AG
→ spectroplast.com
Silicone 3D Printing technology to produce customised live-enhancing prosthetics and life-saving medical implants.
28.10.14

82 SCANTRUST SA
→ scantrust.com
ScanTrust is a leading provider of secure cloud and mobile-based product authentication and supply chain visibility solutions.
6.12.13

83 NANOGENCE SÀRL
→ nanogence.ch
Nanogence develops nanomaterial for sustainable and durable construction.
11.7.17

85 INVOLI SA
→ 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.
28.2.17

86 HAELIXA GMBH
→ haelixa.com
Reliable product identification through DNA technology for tracing, allowing fluid/item tracking and parameter monitoring (temperature, light, pH, oxidants).
2.2.16

88 G-THERAPEUTICS SA (GTX Medical)
→ gtxmedical.com
Developing an Implantable Neuro-stimulation System (INS) with real-time motion feedback and uses training tools to rehabilitate patients suffering from neurological disorders such as spinal cord injury (SCI) in order to recover legs mobility.
24.9.13

91 ARARIS BIOTECH AG
→ ararisbiotech.com
Enabling highly efficient and easy to manufacture antibody-drug conjugates (ADCs), allowing improvements to stability, selectivity, and IP space not possible before.
10.7.18

93 DICRONIS SAGL
→ dicronis.com
Improving the quality of life of cancer patients by providing the earliest lymphedema diagnostic, based on the microneedles technology used to assess the lymphatic function.
10.1.17

94 MIRRAKOI SA
→ 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.
20.6.17

95 TWENTYGREEN AG
→ twentygreen.com
TwentyGreen produces a new probiotic feed supplement for sustainable animal farming, which exerts several beneficial effects simultaneously.
15.9.15

96 ALTOIDA AG
→ altoida.com
Non-pharmacological solutions for patients suffering from cognitive decline, especially dementia of the Alzheimer's type.
6.5.14

97 PREGNOLIA AG
→ 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.
01.08.15

99 RECAPP IT AG
→ recapp.ch
Customised multilingual speech recognition for Swiss languages and dialects.
16.12.13

100 ONEVISAGE SA
→ onevisage.com
OneVisage is a Swiss cyber-security company providing a leading digital identity platform for financial services and IAM integrators.
11.11.14

SUPPORTED PROJECTS 2019

MEDTECH

4i Labs
Gabriele Gut – University of Zurich (UZH); Functional reports to support tumour boards in clinical decision making by performing multiplexed molecular- and ex vivo drug response- profiling.

Artiria Medical AG
Guillaume Petit-Pierre – Swiss Federal Institute of Technology Lausanne (EPFL); Micro-actuated device allowing to treat brain vascular diseases with unprecedented accuracy, effectiveness and safety.

b-rayZ
Cristina Rossi – University Hospital of Zurich; QA and standardization for radiology procedure using AI for more efficient workflow, with lower operating costs.

DIANA Dosimetry
Donatella Ungaro – Conseil Européen pour la Recherche Nucléaire (CERN); Detect in-vivo radiation level in radiology to prevent accidental overexposure.

epyMetrics
Edith Schmid – Swiss Federal Institute of Technology Zurich (ETHZ); Diagnostic wearable to monitor your body's heat balance and avoid heat stress.

FLOWBONE
Ulrike Kettenberger – Swiss Federal Institute of Technology Lausanne (EPFL); Biomaterial for the minimal-invasive augmentation of fragile bones for repair & fracture prevention.

Frater GmbH
Andreas Frasnelli – EMPA; Heating infusion line for emergency services preventing hypothermia and death ultimately.

Genknowme SA
Semira Gonseth – Centre hospitalier universitaire vaudois (CHUV); Epigenetic test to track your health and helps you to slow down aging.

Hi-D Imaging AG
Utku Gülan – Swiss Federal Institute of Technology Zurich (ETH); Tailored heart valve selection tool which helps the patients by improving their life quality after the valve replacement.

KaleiBox
Wuwei Ren – Swiss Federal Institute of Technology Zurich (ETHZ); Three-dimensional fluorescence imaging device for small animal imaging.

KOVE
Yannick Devaud – University of Zurich (UZH); Develops a medical device preventing fetal membrane rupture following fetoscopies avoiding preterm birth.

Nanoglue
Tino Matter – EMPA; Nanoglue makes skin transplants safer with increased success rates.

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

REA
Erick Antonio, Garcia Cordero – Swiss Federal Institute of Technology Lausanne (EPFL); Rea is the first noninvasive test to prevent preterm birth.

Regenosca SA
Mattias Larsson – Centre hospitalier universitaire vaudois (CHUV); Cost effective, easy to handle, shapeable, and inducer of excellent tissue regeneration.

SELPH
Marius Jatautas – Swiss Federal Institute of Technology Lausanne (EPFL); A self-test device for Sexually Transmitted Diseases.

STIMIT AG
Ronja Müller-Bruhn – Berner Fachhochschule (BFH); Contactless stimulation of the diaphragm for ICU patients to avoid diaphragm inactivity.

SwissSource Sàrl
Elena Tobolkina – Swiss Federal Institute of Technology Lausanne (EPFL); Mass Spectrometry technique to speed-up time-consuming sample preparation.

TERAPET Sàrl
Christina Vallgren – Conseil Européen pour la Recherche Nucléaire (CERN); Innovative medical device for a safer proton therapy, monitoring the delivered proton dose inside the patients in 3D.

Viventis Microscopy Sàrl
Andrea Boni – Swiss Federal Institute of Technology Lausanne (EPFL); Light sheet microscope systems for long-term live-imaging.

Yago
Luca Randazzo – Swiss Federal Institute of Technology Lausanne (EPFL); Yago is a robotic glove to support daily living independence in daily living for people with hand motor impairments.

BIOTECH

Adiposs
Andrej Babic – University of Geneva (UNIGE); Medical imaging products for early detection of cachexia, a devastating body wasting syndrome.

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

Alibion AG
Daniel Rojas – University of St. Gallen (HSG); First oral, personalized therapy against Rheumatoid arthritis.

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

Ceidos SA
Sébastien Walpen – University of Bern (UNIBE); Automatizing manufacturing of "living drugs" ensuring better outcomes for a lower cost.

Collectome Sàrl
Thomas Templier – Swiss Federal Institute of Technology Lausanne (EPFL); Automated collection of ultrathin sections for biologic sample preparation.

deepCDR Biologics AG
Derek Mason – Swiss Federal Institute of Technology Zurich (ETHZ); Gene editing, deep sequencing, and deep learning combined for antibody discovery and engineering.

Endotelix Diagnostics Sàrl
Karim Brandt – Andere-Autres-Others; Providing a reliable diagnostic method for Antiphospholipid Syndrome.

EraCal Therapeutics AG
Josua Jordi – University of Zurich (UZH); Develop proprietary drugs to treat the metabolic syndrome linked with obesity problems.

Evictas
Michael Hauer – University of Basel (UNIBAS); Enhancing the efficiency of CRISPR-cas9 gene therapies.

Invasight
Karthiga Santhana Kumar – University of Zurich (UZH); Automated cell dissemination counter (aCDc) to change the way we study, treat, design, and use drugs for cancer metastasis.

Mitoscreening platform (MSP)
Gennady Nikitin – Swiss Federal Institute of Technology Lausanne (EPFL); Screen metabolism-targeting anti-cancer drugs.

MPC Therapeutics Sàrl
Raphael Martinou – University of Geneva (UNIGE); Develop a first-in-class mitochondrial pyruvate carrier (MPC) inhibitor compound to treat metabolic and neurodegenerative diseases.

Nagi Bioscience SA
Matteo Cornaglia – Swiss Federal Institute of Technology Lausanne (EPFL); "Organism-on-Chip" technology for drug/chemical early screening.

Prolongate
Michael Wetter – Swiss Federal Institute of Technology Zurich (ETHZ); Sugar polymers for better protein drugs.

Swiss Medical Union SA
Daniil Golubev – University of Geneva (UNIGE); Human on chip device to find the right treatment for cancer patients.

Synendos Therapeutics AG
Andrea Chicca – University of Bern (UNIBE); Development of a new class of modulators of the endocannabinoid system to treat anxiety and stress related disorders which are characterized by (endo)cannabinoid deficiency.

CLEANTECH

Bloom Biorenewables Sàrl
Florent Héroguel – Swiss Federal Institute of Technology Lausanne (EPFL); Making biomass a true alternative to petroleum for the production of sustainable and cost-competitive bio-based materials for the chemical industry.

Cowa Thermal Solutions AG
Remo Waser – Hochschule Luzern (HSLU); Developing a new thermal energy storage technology for fix installations.

iWin
Paolo Corti – Scuola Universitaria Professionale della Svizzera Italiana (SUPSI); Windows that integrates a PV venetian blind to protect buildings from overheating producing renewable energy on site.

Oxara AG
Gnanli Landrou – Swiss Federal Institute of Technology Zurich (ETH); Transforms excavation materials into cement-free concrete, cheap and ecological.

Plastogaz
Felix Bobbink – Swiss Federal Institute of Technology Lausanne (EPFL); Catalyst that converting mixed plastics selectively into natural gas.

Remohpol
Fajer Mushtaq – Swiss Federal Institute of Technology Zurich (ETHZ); Removal of over 90 % of Micro-pollutants from Wastewater.

SmartHelio
Govinda Upadhyay – Swiss Federal Institute of Technology Lausanne (EPFL); A universal plug and play IoT sensor for demand and supply management in small PV installations.

MICRO-, NANO TECHNOLOGY

AnnAidA Technologies Sàrl
Gaurasundar Conley – Swiss Federal Institute of Technology Lausanne (EPFL); Magnetic resonance at the scale of a human embryo, enabling non-invasive viability screening.

Eldico Scientific AG
Gustavo Santiso-Quinones – PSI Paul Scherrer Institut; Diffractometers for the analysis of solid chemical compounds.

INERGIO
Mahmoud Hadad – Swiss Federal Institute of Technology Lausanne (EPFL); Lightweight fuel cells operating on standard butane/propane.

Microcaps AG
Alessandro Ofner – Swiss Federal Institute of Technology Zurich (ETHZ); Brings precision and control to microencapsulation on an industrial scale.

Nanotech SWHL GmbH
Natasha Ivanova – EMPA; A new revolutionary lithography technology for IC production at a lower cost with a higher accuracy.

Polariton Technologies AG
Claudia Hoessbacher – Swiss Federal Institute of Technology Zurich (ETHZ); Encode electrical signals onto light using extremely fast and small plasmonic modulators.

swistor
Clara Moldovan – Swiss Federal Institute of Technology Lausanne (EPFL); Ultra fast charging, long lasting, green battery replacement.

INTERNET, MOBILE

CASUS Technologies AG
Céline Spillmann – Swiss Federal Institute of Technology Zurich (ETHZ); Low-threshold access to legal services at an affordable price.

Nexus Venture AG
Simon Hofer – University of St. Gallen (HSG); Matches talented students with corporate employees for lunch.

NxSights Sàrl
Déborrah Gillet – Swiss Federal Institute of Technology Zurich (ETHZ); AI SaaS consultant that interacts with all organizational stakeholders simultaneously to untap full internal insights and external expertise.

RoomPriceGenie AG
Ari Andricopoulos – University of St. Gallen (HSG); Revenue management system for smaller hotels to optimize their room pricing.

Spectyou AG
Elisabeth Caesar – Berner Fachhochschule (BFH); Digitalize the theatre world for consumers and professionals.

SOFTWARE

ÆSTICO
Rafael Mottl – Swiss Federal Institute of Technology Zurich (ETHZ); We empower craftsmen to create digital plans in minutes, plan their projects and extract material & work effort estimates.

BlinkLabs AG
Lucas Vandroux – Swiss Federal Institute of Technology Zurich (ETHZ); Deep learning visual inspection software toolkit for industrial automation.

Hades Technologies AG
Dominik Boller – Swiss Federal Institute of Technology Zurich (ETHZ); Using AI to improve management and inspection of urban drainage systems.

JYFO.io
Julian Rossy – University of St. Gallen (HSG); Enabling restaurants to better understand their business and improve the forecast for food and manpower needs.

Logic Flow
Lucas Fiévet – Swiss Federal Institute of Technology Zurich (ETHZ); AI system to help companies to modernize and standardize their IT systems with minimal risk and cost.

Neural Concept Sàrl
Pierre Baqué – Swiss Federal Institute of Technology Lausanne (EPFL); Brings finite element analysis from hours to seconds using deep learning algorithms.

neuralsight.ai
Timon Heinis – Swiss Federal Institute of Technology Zurich (ETHZ); Computer vision for industrial quality assurance.

neurobotX
Diana Deca – Swiss Federal Institute of Technology Lausanne (EPFL); Neurobiologically controlled AI.

OptoGuard
Felix Linnenschmidt – Swiss Federal Institute of Technology Zurich (ETHZ); AI algorithms in combination with low cost and off the shelf hardware for industrial inspection.

percim AG
Amina Fazlic – Swiss Federal Institute of Technology Zurich (ETHZ); Optimization of image, video and 3D assets for mobile, web, and augmented/virtual/mixed reality applications.

Roll (Roll2Go AG)
Lukas Ballo – Swiss Federal Institute of Technology Zurich (ETHZ); Integrated data analytics platform for the integration, analysis, and visualization of shared micro-mobility data.

SUIND
Kevin Kleber – University of Zurich (UZH); An AI based safety critical system for commercial drones operating BVLOS providing safe landing & flight.

SYLVA
Jessica Sudo – University of Zurich (UZH); A fully-integrated platform that allows educators to create, teach, test, grade, and manage all of their courses in one place.

Sympheny
Andrew Bollinger – EMPA; (SaaS) platform to support the planning of sustainable and resilient local energy systems.

ELECTRONICS, MECHANICS

Aero41 SA
Frederic Hemmeler – HES-SO Valais-Wallis; Eco-responsible and inteligent crop protection UAV for low-cost and efficient treatments.

Agrinium Technologies SA
Pierre Brémon – Swiss Federal Institute of Technology Lausanne (EPFL); Robots to harvest oyster, shiitake and button mushrooms, 24 hours a day.

Auxivo AG
Volker Bartenbach – Swiss Federal Institute of Technology Zurich (ETHZ); Wearable support devices for workers executing physically demanding jobs in industries such as logistics, construction and manufacturing.

AVAtronics Sàrl
Jeyran Hezaveh – Swiss Federal Institute of Technology Lausanne (EPFL); Wideband Digital Active Noise Cancellation (ANC) Technology that minimizes unwanted/disruptive audio noise.

Dronistics
Przemyslaw Kornatowski – Swiss Federal Institute of Technology Lausanne (EPFL); Human-Friendly Drone for last centimeter delivery.

DuraMon
Yurena Seguí Femenias – Swiss Federal Institute of Technology Zurich (ETHZ); Novel self-sustaining sensor node to be installed in engineering structures such as concrete bridges, tunnels, and buildings.

Flybotix SA
Samir Bouabdallah – Swiss Federal Institute of Technology Lausanne (EPFL); FlybotiX technology aims to double the flight time of compact drones.

IMITec GmbH / Automatic Aircraft Inspection
Christian Dürager – EMPA; IMITec – Remote-controlled Aircraft Structure inspection device for cheaper and faster Aircraft Maintenance and Inspection procedure.

LiFiX
Benoit Bataillou – Swiss Federal Institute of Technology Lausanne (EPFL); Visible light wireless communication system.

MOBBOT SA
Agnes Petit – Swiss Federal Institute of Technology Lausanne (EPFL); Mobile 3D concrete printing systems for precast and construction companies.

ratioX sàrl
Simon Faneco – IMD Lausanne; Automatic gearbox for simple and reliable commuter cycling.

Rigi Technologies GmbH
Adam Klaptocz – Swiss Federal Institute of Technology Lausanne (EPFL); Drone logistics company connecting cities for quick and cheap delivery.

Sevensense Robotics AG
Gregory Hitz – Swiss Federal Institute of Technology Zurich (ETHZ); Visual navigation system for the next generation of service robots.

ShemaTic Sarl
Cédric Flüeli – HES-SO Genève; Most powerful electric motors for lightweight vehicles.

Swiss Ocean Tech GmbH
Thomas Frizlen – Centre Suisse d'Electronique et de Microtechnique (CSEM); Predict and monitor the absolute movement of a ship anchor to avoid high cost incidents.

MATERIALS, CHEMICALS

CompPair Technologies
Amaël Cohades – Swiss Federal Institute of Technology Lausanne (EPFL); Healable fibre-reinforced composite structures.

DePoly
Samantha Anderson – Swiss Federal Institute of Technology Lausanne (EPFL); Chemical recycling of PET plastic back to its main two components ethylene glycol (EG) and terephthalic acid (TPA).

dimpora AG
Mario Stucki – Swiss Federal Institute of Technology Zurich (ETHZ); Novel waterproof and breathable membranes for outdoor clothing.

FenX AG
Etienne Jeoffroy – Swiss Federal Institute of Technology Zurich (ETHZ); Non-flammable insulation foam produced from non-toxic waste materials without additional carbon emissions.

Gaia Membranes AG
Fabio Oldenburg – Swiss Federal Institute of Technology Zurich (ETHZ); Ion exchange membranes that unlock efficiency in energy storage for vanadium flow battery.

Lyviere (stealth)
Epameinondas Gousopoulos – Swiss Federal Institute of Technology Zurich (ETHZ); Stealth startup in the cosmetic sector.

microPow AG
Pascal Guillet – Swiss Federal Institute of Technology Zurich (ETHZ); Additive-free, microstructured delivery system allowing improved storability as well as enhanced and controlled release of flavors.

Nectariss Sàrl
Richard Splivallo – Swiss Federal Institute of Technology Lausanne (EPFL); Developing novel natural flavors for truffle fungi.

Spectroplast AG
Manuel Schaffner – Swiss Federal Institute of Technology Zurich (ETHZ); Introducing Silicone to the World of 3D Printing

OTHERS

BoxUp
Frank Rouiller – HES-SO Master; Autonomous locker for rental of sports and leisure objects.

Planted Foods AG
Pascal Bieri – Swiss Federal Institute of Technology Zurich (ETHZ); Sustainable, healthy and cruelty-free plant-based meat.

Yasai
Mark Zahran – Swiss Federal Institute of Technology Zurich (ETHZ); Vertical Farming fully automated and spacially adaptable vertical farming enabling higher yields per square meter.

PROJECTS SELECTION 2019

→ 579 PROJECTS
applied for Venture Kick

→ 48 APPLICATIONS
per month

→ 60 %
from German-speaking Switzerland

→ 38 %
from French-speaking Switzerland

→ 69 % PROJECTS
of supported projects are from ETH Zurich or EPF Lausanne

→ 46 %
of supported projects have women in the founding team.

The number of projects applying to join Venture Kick increased year-on-year by 22 percent, to 579 (from 474 in 2018). The majority, 60 percent, came from the German-speaking part of Switzerland, 38 percent from the French-speaking and the remaining 2 percent from Italian-speaking Ticino.

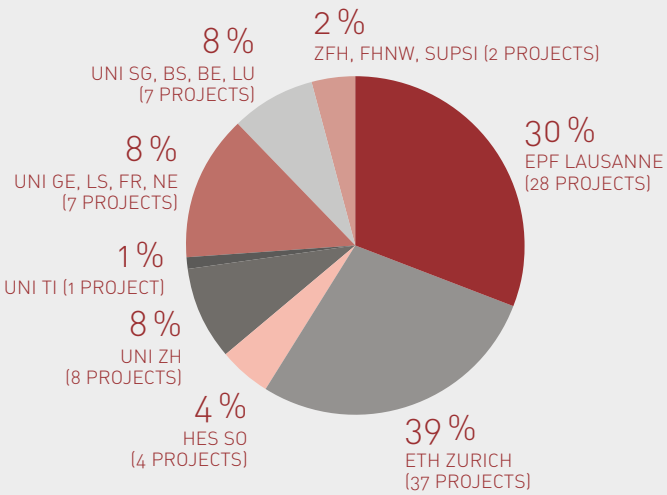
Venture Kick has national coverage and attracts applicants from across the country: quarter of applications originate from the Swiss Federal Institutes of Technology in Zurich and in Lausanne, with the remaining 75 percent coming from projects distributed among 41 other universities.

Applications come from all high-tech sectors. The most strongly represented sectors are ICT / internet & mobile, with 35 percent; life sciences, encompassing biotech and medtech, account for 13 percent of the applications; and 5 percent are cleantech projects.

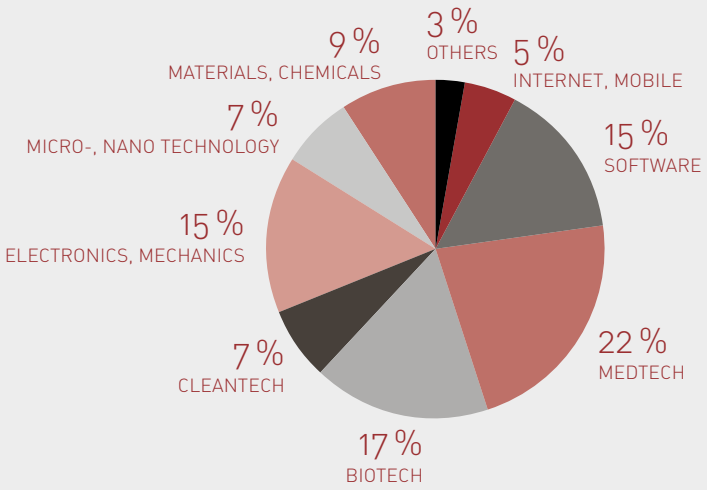
Selection is competitive. Projects from the two Federal Institutes of Technology perform strongly and represent 69 percent of supported projects, with the following distribution: 39 percent are in the life sciences; 20 percent concern information and communication technologies; 22 percent cover electronics, mechanics and micro/nano-technologies; 7 percent are cleantech projects but many others have a strong cleantech component even if not classified in this category; and material and chemicals innovations represent 9 percent.

SUPPORTED PROJECTS

BY UNIVERSITY



BY SECTOR



FINANCES

DIRECT CONTRIBUTIONS TO STARTUP PROJECTS

	ACTUAL 2019		BUDGET 2020	
CASH SUPPORT FOR STARTUPS	**4,350,000**	70.7%	**5,000,000**	71.5%
Grants of CHF 10,000	750,000		800,000	
Convertible loans of CHF 40,000	1,600,000		1,800,000	
Convertible loans of CHF 100,000	2,000,000		2,400,000	

INDIRECT CONTRIBUTIONS TO STARTUP PROJECTS

BUSINESS DEVELOPMENT SUPPORT FOR STARTUPS	**1,460,000**	23.7%	**1,650,000**	23.6%
Review of approximately 550 project applications, feedback to candidates				
Presenting to investors and supporters at 45 jury sessions in 2019, and 46 juries in 2020				
Personal introductions to industrial and pilot customers				
Individual coaching and support at 54 Kickers Camps and Kickers Briefings in 2019, and 56 in 2020				
Written feedback and pitch videos, monthly reporting, startup hotline				
Support and management for invested portfolio				
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

PROGRAM MANAGEMENT	**345,000**	5.6%	**345,000**	4.9%
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				
TOTAL (excluding VAT)	**6,155,000**	100%	**6,995,000**	100%

ORGANIZATION

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

Venture Kick is the philanthropic initiative of a private consortium, organized as a charitable foundation and 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

Fondation des Fondateurs

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 strategic and managerial competences to Venture Kick's 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 Rüf 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.venture-kick.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.

Strategy Board and Management

OUTLOOK

For 2020 we plan the following:

→ 550 APPLICATIONS

→ 269 PROJECTS PITCHING
(144 stage 1/80 stage 2/45 stage 3) at 46 jury sessions

→ 149 PROJECTS FUNDED
(80 at CHF 10,000/45 at CHF 40,000/
24 at CHF 100,000)

→ CHF 5,000,000
in seed-funding for startup projects

→ 45 KICKERS CAMPS
2-day workshops in small groups

→ 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 constantly seek further financing 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.

We have set the following cumulative targets to achieve by the end of 2027:

→ 1,000
active high-tech companies

→ 15,000
high-quality and sustainable jobs created

→ CHF 10,000,000,000
of investment raised by Venture Kick alumni

→ CHF 3,000,000,000
annual revenue produced by these companies

VENTURE KICK

5,000,000

TO LAUNCH 80 NEW STARTUPS IN 2020 AND BRING SWISS DEEP TECH TO GLOBAL MARKETS

Since its launch in 2007, Venture Kick has provided 675 Swiss university spin-offs with CHF 29.3 million of seed capital. To date, 519 have incorporated, creating 6,967 jobs. So far, these startups have attracted CHF 3.48 billion in additional investment.

A philanthropic initiative of a private consortium

WISSENSCHAFT. BEWEGEN
GEBERT RÜF STIFTUNG

ERNST GÖHNER STIFTUNG

Hauser-Stiftung

André Hoffmann

Hansjörg Wyss

Martin Haefner

Igor Fisch

Fondation ProTechno

Rising Tide Foundation

esa business incubation centre Switzerland

ENGAGEMENT
A DEVELOPMENT FUND OF THE MIGROS GROUP

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